



Regional News Letter

April, 1989

A Service of the Central Region Sales Team.

ALIOS INTRODUCES INDUSTRY'S FIRST 33 MHz SYSTEM

Series 1000 Model 33 debuts at COMDEX.

During COMDEX/Spring '89 Altos introduced the new Series 1000 Model 33. These systems are available now. The Series 1000 Model 33 is the first system to ship using Intel's 33 MHz CPU and the industry standard UNIX operating system. In addition to the enhanced CPU, the machine features an enhanced high performance SCSI interface to provide faster response. Equipped with a minimum of 4 MB of Main memory, the Model 33 can be expanded to accommodate 24 MB of memory. The system can be expanded with either two or three open slots depending on the configuration. The following configurations are available :

MODEL 1414T-33
80386 CPU, 33 MHz
80387 Co-Processor (Optional)
32 KB Cache Memory
4 MB Memory
145 MB Formatted SCSI Drive
1.2 MB Floppy Drive
125/150 MB Tape Drive
8 Serial I/O ports
Altos Terminal

MODEL 1430T-33
80386 CPU, 33 MHz
80387 Co-Processor (Optional)
32 KB Cache Memory
4 MB Memory
300 MB Formatted SCSI Drive
1.2 MB Floppy Drive
125/150 MB Tape Drive
8 Serial I/O ports
Altos Terminal

THE NEW ALIOS VII TERMINAL

At COMDEX/Spring '89 Altos announced the new Altos VII terminal. This product is also ready for immediate shipment. The Altos VII is a fully functional terminal that provides a 14-inch diagonal flat CRT screen, available in green or amber. This is the first terminal offering from Altos that has an amber screen. The terminal offers a standard 14-inch monochrome CRT that is mounted on a tilt and swivel base. The non glare screen has a refresh rate of 60 Hertz or better. The user can adjust the brightness through manual controls.

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NEW ALTOS VII (Continued)

The Altos VII is compatible with most of the popular ASCII and ANSI terminals, and offers terminal emulations for Televideo 925 and 950, Wyse 50 and 60, ADDS Viewpoint A2, Dec VT52, VT100, and VT220 and in the PC mode PC Terminal.

Support of transparent print capabilities is another key benefit of the Altos VII terminal. There are two standard bi-directional RS-232C serial ports on the Altos VII. Port 1 is for Host/Modem support and Port 2 is for the printer/terminal support. By attaching a printer to Port 2, any user can spool files to the printer without interrupting the user's current task. By attaching the printer to the terminal port, it also frees up one I/O port on the system. The transparent print capabilities can only be initiated in single-user mode, and the user must be logged in as root on the console. Transparent print capabilities will be supported on operating systems with version 5.3b and above. XPD source is available for earlier operating system releases through technical support.

The Altos VII is priced to sell for less than \$600.00 and comes with a one year depot warranty.

ALTOS EXPANDS WARRANTY GOES TO ONE YEAR ON ALL PRODUCTS

Effective April 3, 1989 a new warranty went into effect for all new Altos systems purchased by the end-user.

Altos warrants each of its hardware products to be free from defects in materials and workmanship for 1 year from the date of purchase by the end user. During this warranty period Altos, at its option will repair or replace components in the products that prove to be defective at no charge other than shipping and handling, provided the product is returned prepaid to an authorized Altos Service Center, or to Altos Computer Systems in San Jose, California. Altos will return repaired product freight prepaid via "like" carrier.

WARRANTY UPGRADE

The 1 year depot warranty is upgradeable to an on-site warranty by participating Authorized Service Providers or by Altos On-Site.

WARRANTY CARD RETURN INCENTIVE

For each fully completed warranty card returned to Altos, the Reseller will receive 20 Customized Support credits to use toward any Altos purchase, including hardware, software and support products. The credits CANNOT be combined with dollars to make purchases. Current value of a credit is equal to \$1.25.

ACCOUNT MANAGERS ADDED MEDICAL/LEGAL DICTIONARY

Effective immediately Altos has added a new sales support function to the sales team. Two Reseller Account Manager positions will be added in the Central Region. Mr. Robert Campbell has been named as the Reseller Account Manager for the southern half of the Central Region and we will be filling the position for the northern half of the Central Region in the next two weeks.

These positions have been added to assure greater contact between the resellers and Altos. The Reseller Account Managers will be in contact with resellers on a daily basis. They will act as your liaison to Altos corporate offices as well as a regional source of information about Altos products and programs.

Each Reseller Account Manager will be supporting two District Sales Managers. The Northern Account Manager will support David Sires and Bill Gasteyer. Robert Campbell will be supporting Ben Cascio and Chuck Wilson.

Robert Campbell can be contacted in the Kansas City office.

ROBERT CAMPBELL

913-345-2878

A specialized spelling corrector for the medical and legal professions has been added to the Altos Integrated Office and Uniplex 6.01 products.

The AIO Medical/Legal spelling corrector is comprised of approximately 80,000 standard English words, 25,000 medical and 12,000 legal words and includes proper nouns and abbreviations. Words unique to the user's industry, business or personal requirements can be added to a User Dictionary and will therefore be "overlooked" during subsequent spell checks. When utilizing the spelling corrector, words are checked against the 118,533 word Proximity/Merriam-Webster Linguibase.

Please note that the AIO Medical/Legal Spelling Corrector is **NOT** a standalone software product and only operates with either AIO or Uniplex Version 6.01. Once installed, the Medical/Legal Spelling Corrector replaces the standard spell checking facility which is resident in AIO and Uniplex.

This product runs on the Altos Series 500, 1000, 2000, Altos 1086, 2086 and 3086. On the 386 product line Xenix 5.2c

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MEDICAL/LEGAL DICTIONARY

or Altos System V is required. On the 286 product line Xenix 3.4b is required. AIO Medical/Legal Spelling Corrector is priced to sell for less than \$100.00.

This product is scheduled to be available during April, 1989. Please check with your Reseller Account Manager, the ASAP order Desk or your distributor for actual availability.

ALTOS OPEN OFFICE

Altos is adding a new integrated office automation software product at the request of our Reseller Advisory Board members. Altos Open Office (AOO) combines WordPerfect 4,2, SCO Professional, Altos MultiView, Altos Mail and Altos Calendar in an easy to use integrated package for Altos UNIX based systems.

The foundation of Altos Open Office is Altos MultiView, a window manager with desktop accessories for concurrent display of applications with cut-and-paste facilities, menu-driven access to UNIX commands and pull-down menus. Resellers will also have the option of adding Foxbase Plus. Please check with your District Sales Manger or Reseller Account Manager for pricing and availability.

NEW VERTICAL MARKETS

Looking for a good new vertical market opportunity? Altos has the answer for you. Altos and our affiliated marketing partners Sherwin-Williams and Alpine Data Systems are looking for a few good resellers.

ALPINE DATA SYSTEMS

Alpine Data Systems designs, develops, markets, and supports Timekeeping, Billing, and Law-firm management software to attorneys in the United States and Canada. Alpine has over 500 legal installations and is among the nation's leading suppliers of in-house billing software to law firms.

Alpine sells its products primarily through resellers. If you would like more information on the Alpine opportunity please contact your District Sales Manager or your Reseller Account Manager.

SHERWIN-WILLIAMS

The Automotive Computer Group, a division of the Sherwin-Williams Company is looking for resellers to market their Automotive Body Computer turnkey solution for automobile body collision repair shops. There are approximately 65,000 such establishments in the United States. Body shops are becoming larger and more high tech, as they consolidate

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SHERWIN-WILLIAMS CONTINUED

to maintain a competitive edge. The ABC management system helps to streamline their day to day business. The local Sherwin-Williams Automotive Branch will support the resellers efforts by generating leads. Sherwin-Williams provides reseller training on the application package as well as information on how to sell to Body Shops. For further information please contact your District Sales Manager or Reseller Account Manager.

DEMO PROGRAM IN PLACE

Altos has announced a new Demonstration System Purchase Program. The new program is flexible and simple to use. You can now obtain the latest technology from Altos, at a significantly reduced price !

GUIDELINES

Eligible Systems are the Series 500, Series 1000 Model 25 (the new Model 33 will be included soon) and the Series 2000 Model 20.

There is a limit of 1 system per reseller every 12 months.

Demonstration System Request Form must be completed.

Altos DSM MUST approve each request.

Demo Program Continued

Reseller must have an Altos Reseller Profile on file with Altos.

All Demonstration System Request Forms must be submitted to an Altos Distributor for product purchase.

If accessory equipment is required, it must be purchases at the same time as the system.

Call your DSM or Reseller Account Manager to get your Demo System today !



ALTOS BACKDROP

AVAILABLE FOR

TRADESHOWS

CALL DIANE LISZEO

312-397-5186

TECHNICAL NOTESRATED T:

Sales and Marketing Types not admitted without a technician.

CLEO 3780 ON THE SERIES 500

The PCX-3780 Plus package from Cleo will not run on the COM ports of the Altos Series 500. The 3780 package will only run with the expansion SIO board for this machine. Since both the Cleo SYNCable and the Altos Series 500 operate as DCE, a special null modem cable must be purchased or made which will allow these two products to be connected correctly.

Following is the pinout of the null modem:

25 pin Male Connector	25 pin Female Connector
2	3
3	2
6	20
7	7
20	6

Connect the female end of the null modem to the Altos system (to the RJ11 to 25 pin converter) and the male end of the null modem to the SYNCable. This setup does not use the 9 pin to 25 pin converter supplied with the PCX package.

If you have any questions, contact Denise Nousianen, a technical support representative at CLEO. Her number is 815-397-8110.

ALTOS SYSTEM V TIPS

Dennis Kingsbury sends the following Altos System V tips:

tar (tape archiver):

Block size
maximum = 1024
default: Documentation say 18,
my experience says 126 on 386 based systems.

Note: If a different blocking factor is used on extract vs. create, tar may ask for another tape incorrectly.

File permissions on extraction

1. If file does not exist on disk, permissions are set according to your umask. Unless you have specific reasons otherwise, you should always make sure your umask is 0 before using the tar command.
2. If file exists on disk, its permissions are not changed.
3. If you use the 'p' option, file permissions are set to what they are on tape, EXCEPT DIRECTORIES, which are set by your umask. This option overrides #1 and #2.

THANKS TO 3780 PIONEER GREGG VAP

TECHNICAL NOTES(continued)**ALTOS 500 VIDEO CARDS**

The possibilities and consequences of using different video cards in the Altos 500 are staggering. Here are some suggestions:

Best Possible: Hercules graphics card with no parallel port will work with both DOS and Altos Sys V as console, and the parallel port on the 500 backplane will be active.

Next Best: Hercules graphics card with switchable parallel port. If you can disable the printer port, this will work like the example above. If you cannot disable the printer port, it will become the default parallel port and the port will work with DOS but may not work with Altos Sys V.

Also Ran: Color graphics card will work with DOS but may not be supported as a boot device by Altos Sys V. If not, you must connect a terminal to COMM 1 which will become the console. The graphics monitor will probably be useable if the virtual terminal(s) have been enabled with pconfig. Please check with your source for the above information before purchasing.

Note: When you boot from COMM 1 with a terminal, all the other ttys move down by one, ie: COMM 2 = /dev/tty01 etc.

TOP RESELLERS NAMED

We are pleased to salute the following resellers who are each in the top five in their Districts for FY 1989, from July 1, 1988 through February, 1989.

CHICAGO DISTRICT

1. SEC COMPANIES
2. INFORMATION SCIENCE ASSOC.
3. EASTER SEAL SYSTEMS
4. EDMAC COMPUTER SYSTEMS
5. SHOREWOOD DATA SYSTEMS

CINCINNATI DISTRICT

1. Distributors & Professionals
2. Info/Source/CMS, Inc.
3. Business Computer Center
4. Support Services Unlimited
5. LS Business Systems

DETROIT DISTRICT

1. Enmark Systems
2. Scientific Data Management
3. Dental Computer Group
4. Info-Data
5. Management Systems Engineering

MINNEAPOLIS DISTRICT

1. Hawkins, Ash, Baptie & Co.
2. Quest Research, Inc.
3. Vertex Systems Midwest
4. Microage Computer Store(LaCrosse)
5. Advanced Data Management Systems

KANSAS CITY DISTRICT

1. High Touch, Inc.
2. Healthcare Info. systems
3. Trans America Data Systems
4. S.I.S. Inc.
5. MBS, Inc.

TRAINING AND SEMINAR SCHEDULE

SOFTWARE CLASSES

Date	Course	City/State	Cost
May 9-10	UNIX/Xenix Fundamentals	Cincinnati, OH	\$375.
May 11-12	System V System Admin.	Cincinnati, OH	\$475.
May 23-24	UNIX/Xenix Fundamentals	Kansas City, MO	\$375.
May 25-26	System V System Admin.	Kansas City, MO	\$475.
May 23-24	UNIX/Xenix Fundamentals	Pittsburgh, PA	\$375.
May 25-26	System V System Admin.	Pittsburgh, PA	\$475.
June 20-21	UNIX/Xenix Fundamentals	St. Louis, MO	\$375.
June 22-23	System V System Admin.	St. Louis, MO	\$475.
June 27-28	UNIX/Xenix Fundamentals	Cleveland, OH	\$375.
June 29-30	System V System Admin.	Cleveland, OH	\$475.

HARDWARE CLASSES

May 2-3	Series 500 Hardware	Dallas, TX	\$525.
May 4-5	Series 1000 Hardware	Dallas, TX	\$625.
May 9-10	Series 500 Hardware	Rochester, NY	\$525.
May 11-12	Series 1000 Hardware	Rochester, NY	\$625.

Please note: This schedule is subject to change without notice.

SEMINARS

May 18	Teamwork in Technology	Chicago, IL	N/C
June 22	Teamwork in Technology	Pittsburgh, PA	N/C
Oct 17	Teamwork in Technology	Cleveland, OH	N/C
Oct 19	Teamwork in Technology	Kansas City, MO	N/C

For further information on Altos Training Classes please call 408-434-6688.