

#### Q.

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I have a Series 2000 running XENIX 5.2C. I had to replace my comm bds after an electrical problem, and now it will not boot. Do I need to look for more problems on other boards?

#### Α.

No, when you had the comm bds exchanged, you received some with 009 roms. These will not work with XENIX 5.3C and below. You need to trade roms and install 006 or 007.

# EDITORIAL COMMENTS

A sage once commented that the "only difference between a car salesman and a computer salesman was the computer salesman didn't know when he was lying". Perhaps our industry has relied too much on its promise and has fostered a great deal of initial disappointment, but I am convinced that we are getting very close to delivering on those promises.

When we made the decision to focus all of our activity in the UNIX area, we did so out of conviction that it held the most promise for the future. We had no real respect for "MS-DOS" systems, because they had so many limitations that were throwbacks to their "personal" computer history. Over time we mellowed a little and gave grudging respect to those applications that accomplished their mission in spite of those limitations.

We liked the high end word processing and desktop publishing and other graphical programs such as Autocad. Most of the applications we liked pushed the PC's into the workstation category at attractive prices. The accounting and · database applications were still better served by a multi-user computer, and for us that meant UNIX.

Our sales activity concentrated on the most important functions of the business we were taking care of and rarely found word processing at the top of the list. We always tried to convince our clients that UNIX and MS-DOS would come together some day and serve all of their needs. and I am happy to say that today is the day.

Q.

When trying to add an external hard disk to my 886, it comes to a point where it says badblock bad option-q and fails. Diagnostic on the hard disk turns up good. What am I doing wrong?

### Α.

Your operating system has been upgraded at some time, and what has happened is that on a previous release of the operating system, the badblock command was in the /usr/bin directory. The upgraded operating system put badblock in the /etc directory. Unfortunately, /usr /bin/badblock was not deleted and is the one that the add.hd script is trying to execute. This can be verified by using the find command. It should show two badblocks. Delete the one under /usr/bin.

### Q.

I need to add 16 megabytes of memory to my Series 2000 model 20. I have 8 meg now. Should I use Mem II or Mem III boards?

### Α.

The only 16 meg memory board available from Altos is a Mem III board. Remember, you are exceeding the original 16 meg memory limit when you go to 24 meg. You can mix Mem III and Mem II boards. Mem III boards must be first as far as jumping.

Somewhere in this issue is a reprint from PC WEEK (not some UNIX rag) that heralds the arrival of Word and WordPerfect for UNIX. We have the new version of WORD and can happily assure you that it is, in fact, as good as the DOS version. We also have clients using the XENIX version of Autocad and they report that it is a substantially better performer than the DOS version. It is our contention that this will be the pattern in software from this point forward.

The DOS limitations will bring software advancement to a virtual halt. To add features to software you must have additional resources. (i.e., memory) available for the programmer. We have reached the point in the DOS world that these resources are no longer available. There is no room to grow!

The UNIX world has an incredible advantage in that it is a "32 bit" world. We can have a powerful operating system and a complex application and sophisticated peripherals, because we use the power available to us effectively. The networking products currently available to us allow an easy transition from the existing 16-bit world to the power of the 32 bit products, in a manner that even DOS diehards will have to love.

Today, I honestly feel that we have delivered on the promises I made four years ago. The clients who bought into my approach now have the most satisfactory systems, for their uses, that money will buy. Those of you in the computer industry who have established yourself as UNIX resellers are also in the best position possible. Your

# THE SOFTWARE EXCHANGE

## A New Product Review: SCO Meets Altos

The Santa Cruz Operation (SCO) has just released a version of Microsoft WORD 5.0 for XENIX and UNIX systems. Although this release is intended for SCO XENIX 2.3 or SCO UNIX 3.2, I am happy to report that the software works flaw-lessly on the Altos Series 2000 under Altos System V.

If you're familiar with Microsoft WORD on a PCcompatible and wished for those features on a UNIX word processor, you'll be pleased with this product.

When used with a scan-code type terminal (such as the Wyse WY-60 or the Esprit 3n1) it provides all of the features available on the PC version. One of the major features is the full support of PostScript (or PostScript compatible printers). This allows the use of 12 fonts, each of which can be scaled to any size from 1 to 127 points (about 1-3/4 inches).

The SCO installation procedure DOES NOT work on the Altos machine. It is necessary to load the distribution diskettes using **tar**, then run the individual parts of the installation script.

cd / tar xvf /dev/fd096ds16 cd /tmp ./init.word ./init.dict

If you are using a Wyse WY-60 terminal (or any other terminal which emulates a WY-60) it is necessary to modify one of the configuration files. Edit the file /usr /lib/word/termscan to remove the entries "XN=" and "XF=". These entries specify the characters to be used for "xon" and "xoff" when in scan code mode. If this change is not made, the word processor will work perfectly, with one exception. It will not accept the letters "W" and "R" in a document. I tried using it this way, but you have to be very creative to create usable business letters which do not contain either of these letters. ■

### WordPerfect, Word for UNIX Now on Par with DOS Cousins

### By Lisa Picarille

Microsoft Corp. and WordPerfect Corp. are upping the ante in the UNIX market by releasing major upgrades of their word processors that give UNIX users the same power and functionality as their DOS counterparts.

Last week's release of Microsoft Word 5.0 for UNIX gives users greater control over the manipulation of text and fonts, as well as the ability to integrate data, text and graphics into documents, according to officals at The Santa Cruz Operation, Inc. (SCO), in Santa Cruz, Calif. Microsoft worked with UNIX developer SCO to port Word 5.0 from DOS to the UNIX platform.

The upgrade to Microsoft Word 3.0 for UNIX adds a spelling checker and thesaurus to the list of features, and now also allows users to create links to spreadsheets, such as SCO Professional, Microsoft Multiplan, Microsoft Excel for Windows and the DOS version of Lotus Development Corp.'s 1-2-3, according to Bob Kruger, manager of UNIX business development at Microsoft, in Redmond, Wash.

WordPerfect is planning to follow suit in March by taking the wraps off a major upgrade to its UNIX offering.

In addition to including support for a wider variety of printers, WordPerfect 5.0 for UNIX will allow users to integrate text and graphics, according to Scott Worthington, the director of UNIX development at the Orem, Utah, company.

Enhanced page-preview and macro capabilities, along with improved control over type and the ability to rotate graphics, have also been added, Worthington said.

Both Microsoft's and WordPerfect's UNIX word processors initially will run under SCO UNIX System V/386 release 3.2 and SCO XENIX 386 release 2.3, said officials of the companies, and both will be file-compatible with their UNIX predecessors and their DOS counterparts.

While the UNIX world may still be playing catch-up with DOS productivity software these new UNIX products represent a quantum leap for users who are accustomed to working with terminals that display only numbers and letters, according to WordPerfect 5.0 beta tester Bob Willey.

"UNIX users will now be able to see that what they have is actually a graphics terminal", said Willey, the president of Computer Consulting Service, a consulting company in Easton, Md.

Microsoft Word 5.0 for UNIX is available immediately at \$995 for an unlimited number of users, according to Microsoft officials.

Registered users of the current versions, however, won't receive the \$145 upgrade to 5.0 until next month.

Pricing for WordPerfect 5.0 for UNIX is not yet available.

The previous article appeared in the PC WEEK magazine.

### Do You Want to Make More Money in the 90's?

There are many new opportunities for UNIX resellers, but you may also face some serious demands on your support staff to take full advantage. Have you gotten familiar with the role that DOS may play in your future? What purpose does VP/IX serve? Should you be committed to Ethernet? Is it too early for OSI protocols? How long will TCP/IP be dominant? What kind or role will UNIX play as a DOS file server?

In an effort to answer some of these questions, Computer Support is sponsoring a dealer seminar for "key" dealer personnel on February 23rd and 24th. This seminar is not just for techies or salespeople, it is for the person in every business whose desk is the end destination for the "buck". When all else fails, this guy/gal has to answer to the client when something doesn't work, or to the boss when profits are short.

Since we know that these people can't miss much time in the front lines, we have scheduled the seminar on Friday and Saturday. If your flight connections work out, you can fly in Thursday night, pick up a wealth of new knowledge, and return home Saturday evening. We will start early, work hard all day, and quit late. You will have all of the best hardware and software available for extensive training and evaluaton. The seminar will not be restricted to any single vendors' products - if there is something available that serves the purpose, we'll have it to try out.

The only charge will be for the materials provided (less than \$50) and your travel expenses. Nice motels in Sioux City are less than \$40 a night, and food is great (steaks are great). We must limit participation to twenty people because of space limitations and to ensure that everyone gets extensively involved. If you want to be included, contact Anita Lewis for all of the details at (712) 277-0095.

### So You Want to Be a Salesman . . .

In our November issue we relayed our experience with the Altos DOS Server and PC Connection package. We found it to be a very straightforward package that offers a lot of bang for the buck. We still feel that way, and Altos will sell a lot of these if we are doing our jobs. There was a single disappointment with the package and, when selecting a method of implementing a network, you must be sure that you do not overlook this important restriction.

DOS Server and PC Connection are designed to work with a single Altos system and an assortment of PC's.

What this means is that the network is very closed in this implementation. The following chart is published information on when to use the various Altos network products to provide the best final solution.

When to Use Altos Network Products Environment	Altos Serial APEX or PC UTERM	DOS Server and PC Connection Kit	RFS and TCP/IP	TCP/IP and NFS
Single PC and single Altos host	1	Ţ		1
Multiple PCs and single Altos host	-	Z		1
Multiple PCs and multiple Altos hosts and Altos host DO NOT communicate with each other	1	1		1
Multiple PCs and multiple Altos hosts, and Altos hosts communi- cate to each other and/or to other UNIX systems	1		Ţ	1
Single PC and multiple Altos hosts, and Altos hosts communi- cate with each other and/or with other UNIX systems	1		1	1
Multiple Altos hosts communi- cate with each other and/or other UNIX systems			1	1
Multiple Altos hosts communi- cate with each other			1	r
Single or multiple Altos host(s) communicate with non-UNIX systems				1

You will notice that the DOS Server package goes out the window if you have more than one host system of if you desire a multi-vender environment. Don't feel too badly though, because, if you check out the column on the far right, you will see that there is a single solution that can be applied in every instance. If a network is implemented on TCP/IP and NFS, you can provide all the functionality of DOS Server in a multiple host multi-vender network.

The caveat in this network is really two-fold. The first is that the products for the network are manufactured by several different companies, thus creating the need for some system integration. The second is that this solution is a more expensive implementation than the Altos package. In smaller networks this isn't much of a problem, but, since the higher cost is largely related to the cost per PC, it becomes more significant on larger networks.

We have recently encountered several selling situations that could only be served by the TCP/IP solution. If the environment includes an existing mini computer, you will almost always find that they have the ability to support this industry standard package. We have integrated our products into DEC and HP sites as well as into sites with multiple Altos installations. The only difficulty we have encountered is the lack of Altos support for NFS. We have been assured that they will be offering it real soon now for the Series 1000, but there are no current plans to support it on the 2000. I suppose that is right in line with their plans to move from the 2000 to the new SCSI based system. As usual, I don't agree with them on this move, because they are in effect making the 2000 an orphan even before they announce its replacement.

Our efforts have also yielded some significant results on the systems we market under SCO operating systems. We can provide all of the functionality of DOS Server with packages available in the SCO marketplace. We have found that the smaller networks are very well served by an 80386 server running with an intelligent Excelan card on the servers and "dumb" cards on the PC's. We use a PC Interface Bridge on the PC's and a combination of LAN Workplace for XENIX and PC Interface's server package on the servers. Since the systems are running TCP/IP, we can include any number of systems from other venders and all of the nodes have access to the resources of all of the network virtually without limitations.

The cost breakdown for a small SCO based network are as follows:

#### Sinai Select

25 MHZ 80386 8 MB RAM 380 Megabyte ESDI/SCSI hard disk 150/250 tape drive Monochrome

Dealer Cost	6,334
SCO XENIX 386 Excelan 205T Ethernet card LAN Workplace for XENIX PC Interface server	520 520 520 400
PC workstation 640 K RAM (a must) and floppy drive "dumb" ethernet card	500 150

PC Interface DOS Bridge

By extending this out you can see that a five workstation DOS/UNIX network could be implemented for about \$13,000. If you are utilizing UNIX software, you could add another batch of "dumb" terminals for about \$500 per station (including an intelligent serial card).

375

Our experience has been that we are very competitive with this type of package, and we can blend 16 bit software with 32 bit software on a mix of intelligent workstations and character based terminals better than any other networking solution out there. Since we have an existing familiarity with UNIX, it is very natural for us to appreciate a UNIX solution. Our conviction that the best future software will be 32 bit software is really a plus for our users.

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**PROGRAMMING AND SUPPORT** on Altos MP/M, XENIX, and UNIX machines for Informix, DBase RMCobol, MDX and BASIC. Call Bailey and Associates, (918) 743-1732.

**WANTED:** Used Altos equipment or excess inventory. Contact Ed Embree at (708) 860-5807.

**BUY AND SELL USED ALTOS EQUIPMENT.** Complete systems or parts. Call Peter Marcus, Marcus & Associates, (508) 655-7788.

**FOR SALE:** Six New Z22 Zenith Terminals. One is out of the box that was used for testing. All terminals have a keyboard that comes with each one. Terminal and keyboard are \$60 plus UPS charges. Contact: Ray Peters, P.O. Box 489, Citra, FL 32113. Phone: (904) 595-8030.

**ESPRIT TERMINAL ADAPTER CABLES.** It's easy to use the extra serial port for both a second terminal connection and a printer at the same time with this "Y" adapter. Dealer cost just \$30.00. Call Steve at (712) 277-0095.

MUST BUY Altos III and Altos V Terminals. Top prices paid. Please call Peter at (508) 655-7788.

**MUST SELL EXCESS ALTOS INVENTORY**. (1) 486-20, \$300.00 each. (5) 586-40, \$475.00 each. (4) 986-40, \$525.00 each. (2) Altos III, \$375.00 each. (1) Altos II, \$225.00 each. (1) Wyse 50, \$200.00 each. (2) Q540 HD, \$100.00 each. (1) V150 HD, \$175.00 each. Please call (404) 642-4700.

FOR SALE: Altos 886T-80, perfect, full XENIX development system, \$2500. Altos III terminals bargain at \$200, all good units. Call Mike at (512) 340-6811.

**FOR SALE:** 2086T-80, \$3700. 1086T-(2)80, \$3000. 686-50, \$1500. 586-40 (4), \$799. 486, \$299. Prologue Computers (Matt), (412) 281-6404.

**DUKE IS PROUD** to announce a new line of computer mice for children or even adults with small hands - Minnie Mouse. And, now an end user can have that wanted desk top publisher look with out the hassle. A totally useless mouse that connects to the back of the computer, but does nothing. Just order Mickey Mouse. Coming soon. A mouse that can be used by your foot. A large critter with only 1 button for your big toe. We call it the "Rat".

**ONE OF A KIND OFFER!** Genuine Altos SCSI Expansion Unit (SEU). New & unused, in orignal shipping carton. Available with Exabyte tape drive @ \$6,200 or with a 630 MB hard drive @ \$4,900 or with both tape and hard drive @ \$10,050. UPS available with purchase @ \$500. You save up to \$3,500. Call Harry or Ken at (712) 277-0095.

Editorial Comments continued from front page ...

technology isn't running out of steam; it is just taking off, and you should have the best years of your business life to look forward to.

At this point in time we can deliver a superior networking product to the DOS environment and show them obvious reasons why they should start into the 32-bit direction. The PC price points have never been lower, allowing us to use them as intelligent terminals when the need is there. If they want desktop publishing, no problem, throw a PC on the network. The transparency of the network is awesome, and the same PC makes an excellent terminal into the UNIX system.

If I am right, and the future software advances are in the UNIX environment, our clients can have the best. If somehow, DOS programmers find a way to advance, our clients still have the easy access to applications for their needs via the networks. Imagine, a computer solution without risks for the buyer, now if the auto industry could accomplish this much.

**UPS SPECIAL EXTENDED.** We still have some of the uninterruptible power supplies at the special dealer cost of \$700. These units will work with the Series 2000, the Series 1000 and the SCSI Expansion Unit (SEU). These units are new, in the original carton, and are designed to work specifically with the Altos Computer systems. There is no off-the-shelf power system that can compete with these units. Call Computer Support for details at (712) 277-0095.

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