SPECIAL ALTOS PRICING
WE CAN CONFIGURE ANY SYSTEM
SPECIFY YOUR NEEDS WE WILL MEET THEM

COMPLETE SYSTEMS

8000, 8600, 68000, 5, 580, 186, 486, 586/986T, 686/886T, 10/20/3086T, 3068, 2000, 500, 1000, 5000

SPECIAL

1409T-16MHz Series1000, 386/4MB/8PORTS/90MBHD/150MBTape.......$3000

SPECIAL

1086T80-2-8MHz 286 System/2MB/10PORTS/80MBHD/60MBTape.........$1500

SPECIAL

586-40 COMPUTER 512KB/40 MBHD/MTU4 Tape......................$1000

*Will configure: drives/memory/ports. Operating System available.

MEMORY
LOW, LOW PRICES

586 through 1000 Series ALTOS and Third Party Memory Boards in stock.

Series 2000 8MB MEMII..$2750

Series 1000 4MB 16MHz...$1000

Series 1000 8MB 16MHz...$1700

Third Party 100% ALTOS Compatible Memory Boards

Acumen Memory Boards: 100% ALTOS Compatible for every ALTOS Systems at substantial savings.

XTRA XTRA Marcus Selected Exclusive USA Distributor for New Product

Preferred Technologies Inc. Memory Boards: 5 year warranty, 48 hour repair or replace, Series 1000, 386 and 486, 25 and 33 MHz Systems

4MB*..$ 650

8MB*..$1250

At these prices these boards will fly!

DISKS & I/O EXPANSION

Store more at these prices and add users at a lower cost/user.

380MB SCSI FOR Series 1000 Full Height.........................$1300

SIO 8 Ports Series 1000...$ 325

SIO 10 Ports 10/20/3086, 3068, 2000.............................$ 450

Multidrop 8 Ports 10/20/3086, 3068, 2000.......................$ 550

SPE 4 Ports 586 ....$ 200

UKC80 10/20/3086, 3068, 2000 80 MB Disk & Cage.................$ 900

TERMINALS

Lowest and Best Prices-Never Before and (Maybe) Never Again

ALTOS 2...$ 250

ALTOS 3...$ 300

ALTOS 4...$ 225

ALTOS 5...$ 350

WYSE 50...$ 200

MANY OTHER ITEMS AVAILABLE
ALL EQUIPMENT GUARANTEED   CALL FOR QUOTES ON CONFIGURATIONS, COMPONENTS EXCHANGES AND REPAIRS

PLEASE LET US KNOW IF YOU WANT US TO CONTINUE TO NOTIFY YOU OF THESE GREAT DEALS. DO WE HAVE THE RIGHT NAME, ADDRESS? CALL CALL

MARCUS ASSOCIATES, INC.
21 BLANDIN AVE
FRAMINGAHAM, MA 01701

508 879 0909(PH)   508 820 0839(FAX)

MARCUS ASSOCIATES, Inc.
ALTOS

BUY * SELL * REPAIR * EXCHANGE
SPECIAL EDITION FOR DEALERS ONLY

EXCELLENT TERMS ON RENTALS AND LEASES

* *

This special edition is for ALTOS DEALERS only. The deals announced in this flyer will apply to DEALERS ONLY. For a limited time we have cut our prices on virtually every ALTOS component, upgrade and service we provide. Our million dollar inventory is your's for the taking. Help your ALTOS customer upgrade memory, disks or ports for a song or better yet trade in that old system for a newer one. (See the reverse side and call Peter for special prices).

Marcus Associates, Inc.
21 Blandin Ave
Framingham, MA 01701

U.S. POSTAGE
29

GREAT DEALS ON ALTOS EQUIPMENT

Need fast turn around on hard to get components-- Our inventory is the most extensive worldwide. CALL US! We are here to help you.

MARCUS HOT LINE NUMBER   508 879 0909

Our Advance Exchange Policy

Our extensive inventory and Altos know how allow us to get you up and running quickly. We will exchange your bad part for a good one, red label it to arrive the next day, and give you technical advice on how to install it. Your bad unit must be returned to us within 10 days. Call Peter for this, he'll work out a deal that will please you.

ATTENTION: HEAVY FAX USERS--CALL PETER FOR INFORMATION ABOUT VSI*FAX, A SOFTWARE AND HARDWARE SOLUTION FOR AUTOMATING SENDING AND RECEIVING OF YOUR FAXES. SPECIAL LOW PRICES.

A message from the President: Limited time only sale. I WANT YOUR BUSINESS-NOW! If you haven't called before, do it now and benefit from these prices.

Peter

PHONE 508 879 0909   FAX 508 820 0839

Altos Computer Systems
2641 Orchard Parkway
San Jose, California 95134
408/946-6700

December 7, 1989

Dear Reseller:

UNIX FAIRE IS COMING YOUR WAY SOON!!

The Altos/Arrow UNIX Faire is coming to Columbus on February 13, 1990!

This is your chance to take a look at the latest in networked multi-user UNIX solutions, including some of the biggest names in software representing key vertical markets.

According to International Data Corporation, the UNIX marketplace is expected to continue growing at a rate of about 25 percent during the next few years.

If this kind of growth is attractive to you, then the UNIX Faire is the place for you to be on February 13!!

The UNIX Faire will be held at:

> The Concourse Hotel & Conference Center
> 4300 International Gateway
> Columbus, OH 43219

Mark your calendar! Additional information is forthcoming. For immediate details, contact Chuck Wilson, District Sales Manager, at (513) 530-0372 or Tom Stockebrand, District Sales Manager, at (313) 855-8470.

Sincerely,

Deborah L. Thornton
U.S. Central Region Marketing Manager

P.S.   The UNIX Faire is FREE, but you will discover a wealth of valuable information!!

Acumen Memory Boards for Altos Computer Systems

Acumen memory boards are one hundred percent hardware and software compatible with the original Altos system equipment. An efficient solution for increased system performance, Acumen memory boards provide you with a reliable method to expand your Altos system memory.

Adding more memory to Altos computers has never been easier. Through a simple "plug-in" process, Acumen memory boards are easily installed. Each board includes a detailed installation manual with skilled technical support available directly from Western Automation.

Competitively priced Acumen boards allow you to increase your Altos system memory without paying the high price of original manufacturer equipment. Quality and reliability are built-in to every Acumen, offering you a dependable, low cost memory alternative.

Upgrading an existing Altos board is a simple procedure when working with Western Automation. A 4M8 board is sent to you for installation prior to sending in your 2M8 exchange board. With this simplified upgrade program, your system down time is virtually eliminated.

Manufacturing memory intensive products for over eight years, Western Automation provides Altos users with the highest quality products and service, without the high costs. A strong commitment to customer service and support has allowed Western Automation to maintain satisfied customers and a solid position as a third party hardware manufacturer.

Every Acumen product is backed by a one year factory warranty with a 24 hour turnaround time on any repairs or exchanges. Western Automation also provides a spare memory chip on board along with bank in use and parity error LEDs for easy field repairs.

Now Altos owners have an alternative source for quality memory products. For more information on Acumen memory boards, call Western Automation today.

Acumen Specifications

Acumen 2000

System Compatibility: Altos 1086, 2086, 3086, and 386 Series 2000/16
Board Sizes: 2, 4, 8, and 16 megabytes
Dimensions: 14.5 X 8.56 inches
Bus: Utilizes Altos' extension of IEEE MultiBus with a 32 bit data bus, 24 bit address bus, and parity error detection on each byte.

Acumen 1000

System Compatibility: Altos 386 Series 1000
Board Sizes: 2, 4, and 8 megabytes
Dimensions: 5.13 X 8.50 inches
Bus: Installs into any memory expansion slot; 32 bit data bus with parity error detection.

To order Acumen Memory Boards for Altos Computer Systems, contact your local Acumen dealer or a Western Automation sales representative at: 1-800-227-4637, FAX (303) 939-8844.

Western Automation

Computer Products Division
P.O. Box 3438 Boulder, Colorado, 80307 U.S.A

(303) 449-6400

Due to continuing research and improvement, specifications may change at any time. Western Automation and Acumen are registered trademarks of Western Automation Laboratories, Inc. Altos is a registered trademark of Altos Computer Systems.

Acumen Altos Memory Board and Upgrade
VAR Pricing

Product: Acumen 2000
Compatibility: Altos 1086, 2086, 3086, and 386 Series 2000/16Mhz
Availability: March 1989

Size	P/N	Reseller	Suggested List
2MB	90501000	$1398	$1865
4MB	90501500	$2070	$2760
8MB	90502000	$4770	$6360
16MB	90502500	$7391	$9855

Upgrades

2-4MB	90505000	$1631	$2175

Product: Acumen 1000
Compatibility: Altos 386 Series 1000
Availability: 2MB: February 1989, 4, 8MB April 1989

Size	P/N	Reseller	Suggested List
2MB	90503000	$1290	$1720
4MB	90503100	$2606	$3475
8MB	90503200	$5040	$6720

All prices subject to change without notice. All prices F.O.B. Boulder, Colorado USA.   12789

Western Automation

BAYSIDE
COMPUTER CORPORATION

169921016

BUY - SELL   NEW & USED

ALTOS SYSTEMS

ALTOS 1086
ALTOS 2086
ALTOS 3086
ALTOS 3068
ALTOS 986
ALTOS 886
ALTOS 586
ALTOS 486
ALTOS 8000
ALTOS SERIES 2000
ALTOS SERIES 1000
ALTOS SERIES 500
ALTOS SERIES 5

ALTOS TERMINALS

ALTOS 2,3,4,5
WYSE 30,50,60,75
ADDS VIEWPOINT
TELEVIDEO

ALTOS DISK DRIVES

50MB DISK DRIVE
80MB DISK DRIVE
170MB DISK DRIVE
190MB DISK DRIVE
380MB DISK DRIVE

ALTOS MEMORY UPGRADES

512K MEMORY
1MB MEMORY
2MB MEMORY
4MB MEMORY
8MB MEMORY

ALTOS TAPE DRIVES

125MB TAPE UPGRADE
150MB TAPE UPGRADE
INTERNAL/EXTERNAL
8mm 2 GIGABYTE

ALTOS MONTHLY SPECIALS

ALTOS 3068 1MB MEMORY 10 PORTS 86MB DISK PICK O/S....$5995
ALTOS 190MB DISK DRIVE UPGRADE.........................$2495
ALTOS 86MB DISK DRIVE UPGRADE..........................$1495

IMMEDIATE DELIVERY - FULLY GUARANTEED

Corporate Offices: 42307-G Osgood Rd., Fremont, CA 94539 · (415) 490-8733 FAX (415) 490-9178

All About Altos
Company Highlights

- Founded In 1977
- Premier Supplier Of Networked Multi - User Computer Systems
- Twelve - Year History Of Commitment To Reseller Channel
- 120,000 Installations Worldwide
- Experienced Leaders In UNIX / XENIX Environment
- Committed To Compatibility, Connectivity via Networking, System Expandability & Standards In Product Design

Financial Highlights

- Assets = $ 155 Million
- Book Value = $ 9.40 Per Share
- $ 56 Million Cash Position = $ 4.80 Per Share
- Current Ratio Approaching 5 : 1
- All Long Term Debt Relates To Headquarters Facility
- Revenue > $ 240 K Per Employee

Summary Of Balance Sheet
As Of June 24, 1989 ($ Thousands)

Assets		Liabilities	
Cash	$ 56,075	Current Liabilities	$ 24,430
Accounts Receivable	$ 30,582	Long Term Debt	$ 20,276
Inventories	$ 24,539	Other Liabilities	$ 1,612
Prop. Plant & Equip.	$ 33,405	Total Liabilities	$ 46,318
Other Assets	$ 10,239	Shareholders' Equity	$ 108,522
Total Assets	$ 154,840	Total Liability & Equity	$ 154,840

February 16, 1990

Attention ALTOS Reseller:

I'm with SouthWare Innovations, a business software company with over 200 resellers and over 2000 users nationwide. We target our products and support to turnkey VARs who market systems such as ALTOS. I believe you should consider becoming one of our dealers if you have one or more of the following problems:

1. *"My margins aren't high enough for the service I provide on accounting software"*

2. *"I have trouble differentiating myself from competing dealers and products"*

3. *"After I convince a prospect that the software is good, he turns around and buys it through a mail order company"*

4. *"The accounting software I currently sell is not sophisticated enough to sell to larger businesses"*

5. *"The accounting software I currently sell is difficult to learn and support"*

These problems and others can be solved by becoming a dealer for the **SouthWare Business Series™** line of accounting software:

- You set your own retail prices - there is no published list price

- SouthWare offers unique products such as ExecuMate, Inventory/Sales, Services Billing, and our adapter kits - our vertical emphasis is on point-of-sale, wholesale distribution, and services billing

- SouthWare products are sold only through dealers

- SouthWare has top-of-the-line sophistication

- According to our users, SouthWare products are elegantly simple to use. And because they run on most popular computers (DOS, XENIX, UNIX, Networks) you don't need to support several brands of accounting software.

Please examine the enclosed reprint of a review of SouthWare products by Price Waterhouse, a Big 6 accounting firm. Pay particular attention to our complete product line and our portability across computers.

Then give us a call at **1-800-547-4179**. We'll be glad to answer your questions and explain how we've helped other dealers solve the problems you're having selling accounting software.

Sincerely,

Timothy V. Sanders

Timothy V. Sanders, CPA
Vice President for Market Development