

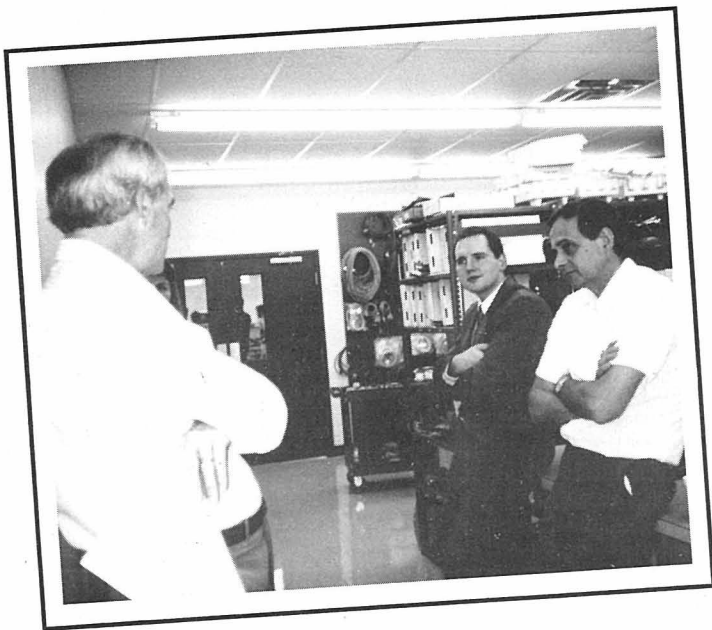
UNIX Resellers Network Established February '90 Seminar Report

Who in their right mind would take a vacation to Iowa in February? Well, the people who came to the UNIX Opportunities Seminar certainly seemed to be in their right minds to me. We enjoyed an extremely pleasant time and even the weather cooperated. As a result of the meetings the group decided to elect a Board of Directors with a charge of formulating a charter for a UNIX Resellers Network (hereafter to be known as URN). The Board will be working to define some common goals for the group, develop some membership guidelines, and prepare for a large gathering of resellers during the summer months. At the summer meeting a formal Board election will be held, and the charter formally discussed, modified and accepted.

If you are interested in being a part of URN, you may contact any board member or direct your communications to *Altogether*, and it will reach the Board and the other 1200 dealers who receive the publication. Now is the time to have a voice in the future of your industry - don't miss it!

Founding Board of Directors - URN

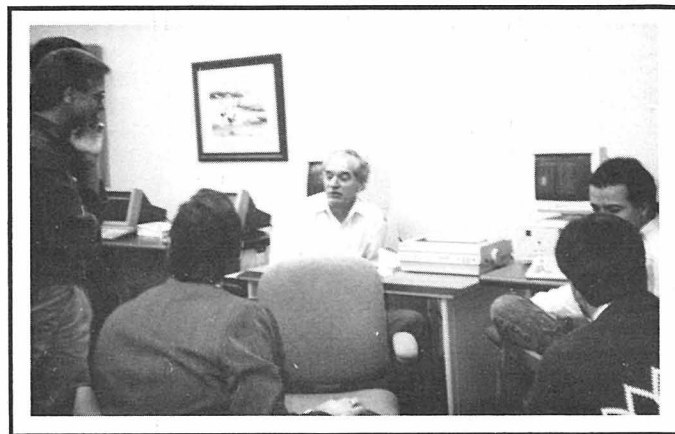
Jim Sloan, Chairman..... Custom Business Software
 Paul Hale Digital Management Systems
 Michael Heeren..... Nu-Technologies
 Robert Delamar..... Lynk Systems
 John Norton..... TD Service, Inc.
 Dan Miller ADMSA
 Tom Baarsch MBS, Inc.
 Charles Kreul..... Computer Consults
 Ed Wielage Computer Age Solutions
 Harry Keairns, Communications Computer Support



Seminar Comments . . .

"The relaxed format allowed good flow of information. It was very good to see the program followed also. The hospitality far exceeded any previous meeting or school. In the future when this seminar is offered and people ask 'What's in Iowa?', I can truthfully say 'a better solution for my customer'."

John Murphy, Advance Micro



URN Chairman Says Service a Major Need

Having completed the first UNIX Opportunities Seminar, we asked the Chairman of the Board of UNIX Resellers Network to provide us some comments on both the seminar and the future direction of the Network.

Following are the comments of Jim Sloan of Custom Business Software, Inc. and Chairman of the Board of UNIX Resellers Network . . .

"I think it (the seminar concept) bears further investigation, but it will probably be beneficial to have these seminars on a regular basis. A problem with UNIX VARS is that if we can do UNIX, we can do anything. The question then becomes what is best to do, and what not to do. Some of that question is as individual as the dealers themselves, while other parts of the question are generic; and we can help each other through a sharing of experiences.

"Another issue is clout. We are independents for a reason, but name recognition is important in this business. I told Leith Anderson no thanks when he and some others were starting LANDA, and thought nothing would come of it; but now you see LANDA's name everywhere. As much as I am not a joiner, I am resolved to the fact that we as a group need something to band us together - at least to the point of meaning something to our potential customers.

"The Altos price scare may now be a thing of the past, but it has caused me to do a little thinking about the whole situation. Without trying to prejudice you with a lot of details, I think CSSC should consider becoming a "P2" for many different manufacturers and use your current dealer base as your authorized repair centers. Obviously, there would be many problems to resolve with each manufacturer about warranty work, but you could hire John Andreason as a consultant to help with this.

"Service is going to continue to be a major need for some time to come, perhaps always. It seems that there are the major manufacturers who do only their own at big bucks; the third party vendors who usually don't do well and charge too much; the local service companies who try and become authorized with everyone, and pretend to know everything, and usually get screwed up, and will probably be a major target of the Better Business Bureaus around the country; and the local servicing dealers who know a lot about one type of equipment and not much about other brands.

"To me the concept of local service companies could be made good if there was some sort of national credibility. I think CSSC has the wherewithal to provide the base for such a grand scheme. Of course, when you have pursued this idea and are rich beyond your wildest dreams, I expect you to cough up a consulting fee to me for giving you this great idea."

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January 1, 1990

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| 02739 | Ethernet Transceiver | \$337.50 | \$225.00 |
| | Thin cable Adaptor | | Incl |
| 02745 | Cable, Transceiver | \$30.00 | \$20.00 |
| <i>Thin Ethernet</i> | | | |
| 02742 | Tee, BNC | \$4.65 | \$2.10 |
| 02741 | Union, BNC to BNC | \$3.15 | \$2.10 |
| 02744 | Adaptor, BNC Jack to N Jack | \$3.15 | \$2.10 |
| | Note: FAT to thin adaptor | | |
| 28848 | Terminating Resistor, Set | \$4.65 | \$3.10 |
| | Includes 1 Grounded, 1 Ungrounded | | |
| CS010 | Cable, Thin Net, 10', Teflon | \$37.50 | \$25.00 |
| 02748 | Cable, Thin Net, 25', Teflon | \$52.50 | \$30.00 |
| 02750 | Cable, Thin Net, 100', Teflon | \$75.00 | \$40.00 |
| <i>Ethernet Boards</i> | | | |
| 02868 | Excelan Multibus Board, 3068 | \$795.00 | \$500.00 |
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