SUPERLETTER

Serving SuperBrain® Owners and Users Around the World

April/May 1981 Vol. 1 No. 2

here's an explosion going on!

New software products and hardware enhancements for the SuperBrain computer are now rapidly making their way into the marketplace. And we're going to find and introduce them to you with important details and facts that can help you with your critical buying decisions.

Beginning with this issue of Superletter, we'll be publishing an ongoing listing of all of these new products. Obviously, we can't guarantee their effectiveness or value unless manufacturers provide us with their products for a careful and objective useroriented analysis. But, we can put all the information together in one place for you, and that's a

first for SuperBrain users!

Yes, you'll see some big changes in our price and publishing schedules. Many of you responded with some very valuable feedback after reading our charter issue in February. Your comments and suggestions were warmly received and listened to.

Therefore, we are now going to publish bi-monthly and cut our subscription rates in half. It seems that both readers and advertisers alike prefer that formula, so we have adapted our operations accordingly.

As you'll see in one of our articles, the price of the 64K SuperBrain has gone up. So has the drop-ship price to retailers. Although it means that inflatomers so that we can send them a sample issue of Superletter. Any new venture can only succeed when it gets that kind of encouragement and support.

We are here to listen and help when we can. We appreciate the news and articles that many of you

> have provided us. By way of Superletter this beneficial information can now be exchanged easily to thousands of other SuperBrain users.

> > If you haven't subscribed, don't wait any longer. Our next issue will be featuring articles about using APL; how CP/M works in the SuperBrain; new detailed service and repair information, as well as the continued listing of available new products.

And for those of you who will be in Chicago, have a great NCC!

THE STATE OF THE S

tion has caught up with the price of Intertec products, (when some other computer prices are falling), one way to look at it is that the re-sell price will probably rise as well.

We appreciate the generosity of the many fine Intertec dealers, OEM's, and product manufacturers who have supplied us with the names and addresses of their SuperBrain cus-

Albert Abrams

EDITOR

Superletter is published, by-monthly, by Abrams Creative Services. Mailing address: P.O. Box 3121, Beverly Hills, CA 90212. Phone: (213) 277-2410. Copyright © 1981 by Abrams Creative Services. All Rights Reserved. No part of this newsletter can be copied by any means without prior written permission from the publisher. Editor: Albert Abrams. Advertising & Subscription: Linda Patchell. Production: Line-Up Print Production Services.

(SuperBrain® is a registered trademark of Intertec Data Systems, Inc. CP/M® is a registered trademark of Digital Research, Inc.)



Peter Hendrick

Guest Interview

(Superletter this month talks with PETER HENDRICK of IE Systems, Inc. 98 Main Street, P.O. Box 305, New Market, New Hampshire 03857 (603) 659-5891)

Q: We understand that you make and market an enhanced PROM for the SuperBrain computer. How did that come about?

A: We're primarily an engineering and software house and we have been working with the SuperBrain since its inception. We had sold Intertubes and had suggested changes to Intertec on their design to include disk drives. Sure enough, Intertec did just that and thus was born the SuperBrain.

We have designed and implemented computer boards and an IO board for S-100 systems. We are local dealers for an S-100 computer plus the SuperBrain. We started working with the SuperBrain shipping Wordstar and other MicroPro products on it and running into some real

problems in the early models.

That led to the development of a new PROM and an enhanced BIOS that replaces the BIOS developed by Intertec that's shipped with their CP/M license set. Digital Research has referred a lot of their problem users to us because we've developed so much in-house experience with the SuperBrain.

We're about to release Version 4 of what we call SB/E, the enhanced SuperBrain EPROM and BIOS. It comes with a manual of instructions on interfacing the SuperBrain with nine various printers, on how to maintain the computer, and some operating hints.

Q: What are the features of the new EPROM?

A: Some of the things that will be available in Version 4 are greater disk capacity (up to 192 K bytes per side per drive). We can increase the "step rate" (faster disk access time) down to 6 milliseconds, except where there is a limitation on the

Shugart drives. We have keyboard "type-ahead" and "auto-repeat" on all keys. There is a programmable "key-click" function, if you want it, to give you a typewriter-like sound when you type. There are 35 programmable keys that can be programmed directly from a menu. And with that you get specially labelled key-caps for easier Magic Wand and Wordstar use.

Q: What about an increased I.O. port buffer?

A: We've added an increased 256 byte buffer that can be pointed to either port. And, we've implemented the I.O. byte capability of CP/M and programmable handshaking at either the Main or Aux ports with a menu program called "ACTIVATE".

Q: Anything else?

A: There is a real-time clock. Enhanced screen controls. We've also included an option that permits you to use the ADM-31 screen control that emulates that popular terminal.

We have a feature that lets you check out the speed of the disk spindle motors. It permits you to find out whether the motors are out of sync.

You can implement an automatic shut-off of the spindle motors that will happen when the disk drives are not being accessed after ten seconds. When you consider that the disk drives are only expected to have a normal 2,000 hour life, this feature's benefits become very apparent.

We also sell an optional diagnostic package that includes a screen exerciser, an I.O. port exerciser, a complete memory test and a screen tachometer for the spindle motors.

Q: What are the prices for these products?

Continued on next page



WORLD-WIDE SUPER DISCOUNTS!

Nobody, but nobody can beat our prices on factory-fresh printers and terminals!

PRINTERS:

Base 2 (Model ST)	\$ 535.90
Base 2 (w/tractors!)	625.60
Centronics 730 (w/cable!)	678.50
Centronics 737 (w/cable!)	811.90
Centronics 779 (w/tractors)	851.00
Diablo 1640 (RO)	2,799.95
Diablo 1640 (KSR)	2,995.00
Diablo 1650 (RO)	2,950.00
Diablo 1650 (KSR)	3,199.95
QUME 5/45 (RO)	2,495.00
QUME 5/45 (KSR)	2,850.00
QUME 5/55 (RO)	2,595.00
QUME 5/55 (KSR)	2,999.95
TI-810 Basic	1,595.00

TERMINALS:

Soroc IQ 120	695.00
Televideo 912-C	725.00
Televideo 920-C	795.00
Lear 3-A	789.00

All products come with complete factory warranties.

TO ORDER:

Use VISA or Master Charge, money order, or check. (Personal or company checks need 2 weeks to clear.)

SHIPPING:

We ship FREIGHT COLLECT via UPS or Motor Freight, or we can advise you of the cost and you may include it with your payment.

WORLD-WIDE COMPUTER SALES

P.O. Box 67735 Los Angeles, CA 90067 (213) 551-2990

- A: The new IE PROM sells for \$195.
- Q: Is it easy to install?

A: You just have to undo the hood and remove the PROM. If you're used to handling PROMS it's no problem. If you're not, you must use an PROM removal tool. That's the trickiest part: the handling of the PROM because of the danger of static electricity from the finger tips.

But the instructions are clear and should be followed carefully.

The diagnostic package of five tests sells for \$100.

You should also know that we market a mainframe auto-dial, auto-answer modem for the SuperBrain. It costs \$300.

Q: And your documentation?

A: We send along with our products a 40 page manual. We use a very straight-forward, easy-to-read style that explains each product and its installation and use. It takes the reader through each procedure step-by-step.

Q: Are you working on any other products for the SuperBrain?

A: We're working on a noise suppressor, a surge suppressor and other things that will take care of some of the power-related problems, like the RF emissions.

Q: What other tidbits of information could you pass on to SuperBrain owners?

A: Well, for example, we're working with the Diablo printer which is somewhat difficult to interface. Its wiring is tricky and it seems to vary from model to model. We'll have a standard interface for the Diablo printer series soon. We've had success with it, but it does have some problems now.

Q: How would you compare the advantages of the SuperBrain versus its weaknesses?

A: We think it's a very good desktop computer. From the applications standpoint we think some people have tried to make it do things it wasn't designed to do with its size and without its mass storage capability.

From a technical viewpoint, there's been a learning curve and things have been found and corrected. But on the whole we think the SuperBrain is going to grab a major share of the desk-top computer market, not only here in the States, but world-wide as well.

Calendar

THINGS TO COME:

April 3-5, San Francisco, CA. THE SIXTH WEST COAST COMPUTER FAIRE, Civic Auditorium, San Francisco, CA. The Faire is a major personal-computing event. A full program of talks plus a large display of hardware and software are featured. For more information, contact Computer Faire, 333 Swett Rd., Woodside. CA 94062, (415) 851-7075.

April 13-16, Mexico City, Mexico. THE FIFTEENTH ANNUAL SYMPOSIUM ON MINICOMPUTERS AND MICROCOMPUTERS, MIMI'81, Sheraton Hotel, Mexico City, Mexico. This symposium covers hardware, software, distributed processor architecture, computer networks, telecommunications, real-time applications, education, and more. Contact Ing. Jorge Gil, Academic Secretary, MIMI Symposium, IIMASUNAM, Apartado Postal 20-726, Mexico 20 D F, Mexico.

MAY 4-7, Chicago, IL.

NATIONAL COMPUTER

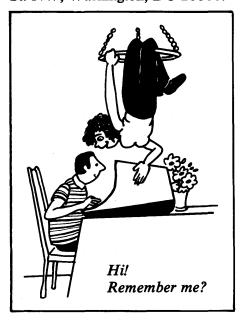
CONFERENCE, McCormick Pl.,

Chicago, IL. Approximately 90,000

Continued next page

people are expected to attend the National Computer Conference (NCC) this year. The use of robots and artificial intelligence will be among the program sessions at the Personal-Computing Festival during the NCC. For the first time, personal-computing exhibits will ioin the rest of the conference in the main exhibit area. Over thirty technical sessions will be held. All major companies will be represented. Contact the American Federation of Information Processing Societies Inc., POB 9658, 1815 N. Lynn St., Arlington, VA 22209 (703) 558-3617.

May 11-13, Atlanta, GA. THE THIRTY-FIRST **ELECTRONIC COMPONENTS** CONFERENCE, Colony Square Hotel, Atlanta, GA. Papers on semiconductor-processing technology, optoelectronic devices, manufacturing technology, materials, hybrid microcircuits, discrete components, interconnections, reliability, connectors will be read. Contact T.G. Grau, Bell Laboratories, Rm. Whippany Rd., Whippany, NJ 07981; or Electronics Industries Association, 2001 Eye St. NW, Washington, DC 20006.



Add-on SuperBrain[®] Drives

AVAILABLE ONLY FROM VR DATA!

Increase the storage capacity of your SuperBrain™ to 700K with two extra 40 track drives, or over 1 Meg with QD drives.

- Fully compatible with SuperBrain operating system
- Fully compatible with all SuperBrain drives
- Easy plug-in installation
- Includes patch program
- 90 day warranty, 100% parts and labor
- Extended warranty available
 Complete two drive kit

(incls. cable and patch) 789. QD drives 1339.

6.3 MEG WINCHESTER \$2995.00

If two extra drives aren't enough try our 6.3 Meg Winchester Assembly (complete with software patch)

SuperBrain Parallel Printer Port

Available only from VR Data!

Now, you can add a parallel printer port to your SuperBrain and use Centronics - compatible parallel printers.

- designed exclusively for the SuperBrain by VR Data
- easy, plug-in installation
- 90 day warranty, 100% parts & labor
- complete \$99.95

SERVICE CENTER

Fast, Expert service on SB's, QD's, etc.

- 48 hr. turnaround on most repairs
- Carry or ship-in
- · Call for estimate

COMPATIBLE PRODUCTS

Magic Wand	300.
Anadex 9500/01	1395.
Epson MX80	550.
Okidata 80	495.
Okidata 83	1095.
TI 810 Basic	1590.
NEC 5510 w/trac	2995.
Diablo 630 w/trac	2495.
Starwriter 25	1595.
Call for quotes on other products	

*Registered trademark of Intertec Data Systems

VR Data, a manufacturer of innovative computer products, is known world-wide for quality, dependability and prompt, personal service since 1972

To order call toll free (800) 345-8102, or (215) 461-5300 in PA.



New Products

SUPERBRAIN SOFTWARE AND HARDWARE LISTING:

I.T.I. INFORMATION TECHNOLOGY, INC. 56 Kearney Road Needham, MA 02194 (617) 444-5702

Contact: Leonard F. D'Innocenzo
Andrea Frulla

HARDWARE: I.T.I. is a dealer for the Model 4 SB/E PROM and enhanced BIOS disk. Also, compatible printers, SuperBrains, Intertubes, the Emulator and CompuStar Systems. SOFTWARE: Fully interactive and SuperBrain compatible American Business Systems' General Ledger, Order Entry/ Inventory Control, Accounts Receivable/Payable and Payroll software.

Also Real Estate, Client Accounting, Financial Modeling and Correspondence Management Systems.

I. T.I. also provides the latest versions of Magic Wand and Wordstar for the SuperBrain with snap-on keycaps.

DIVERSIFIED DATA SYSTEMS 8043 W. 82nd Street Indianapolis, IN 46278 (317) 299-0115 Contact: Steve Maschmeyer

HARDWARE: I.E. - type PROM with a special hardware option that permits connection to their own 10-Megabyte, 8" HARD-DISK Winchester system for the SuperBrain.

Also available is a special 300 Baud MODEM incorporated inside the SuperBrain with auto-dial, auto-answer, and a phone jack that comes out of the computer. It's FCC approved for direct-connect.

A COMPOSITE VIDEO KIT allows you to run the Brain to a separate TV monitor. Especially good for large educational uses. The kit is assembled, easy to install and uses the 40-pin cable connector that sits inside the computer.

D.D.S. claims to have the only true S-100 BUS ADAPTOR coming soon for the SuperBrain computer. Though not standard by IEEE, it uses a "piggy-back" board on the existing Z-80 chip with an additional power supply. With it you'll be able to add an additional disk controller, serial or parallel ports or any other S-100 attachment. Technical expertise and some CP/M knowledge will be required to use it.

They also sell the entire Intertec line and their own hard-disk systems. SOFTWARE: Almost all commercial software packages for the Super-Brain and their Pharmacy System written in COBOL. They are COBOL specialists.

VR DATA

777 Henderson Boulevard N-6 Folcroft Industrial Park Folcroft, PA 19032 (215) 461-5300

Contact: Warren Rosenkrantz

HARDWARE: All Intertec products and a local technical service center equipped with Intertec parts.

VR Data sells a working PARAL-LEL PRINTER PORT for the SuperBrain and the QD allowing full use of all Centronics printers. It snaps on in minutes and comes with a full warranty for parts and service.

They also offer the only DRIVE 3 and DRIVE 4 ADD-ONS for the SuperBrain which can increase disk storage to 700K and up to 1 Meg in the QD's. Kit includes two 40 track drive assemblies with cable and

patch programs and instruction for plug-in installation.

MICROAGE CONSULTANTS 53, Acton Road, Long Eaton Nottingham NG10 1FR England

(06076) 64264 Contact: Andrew Billson

HARDWARE: SUPERBIOS is a strong product from these English SuperBrain experts. It contains a real-time clock, XON/XOFF or ETX/ACK protocols, repeat and type-ahead keyboard functions, compatible with their own designed 8" hard-disk system with the Decitek 8000/S. Also, the product makes Wordstar workable.

SUPERVID is a product of their MicroMod division. It permits dim video, reverse video, blinking and underline, line drawing and graphics, lower-case descended, attributes mixed on the screen and three alternative character ROM sockets so that you can use chess symbols, APL, etc. Distribution of their pro-

ducts will be handled by special dealers on both American coasts.

They'll be introducing a new INTERFACE CARD for Seagate Technology's ST-506 5" Winchester Disk providing 5 Meg storage inside the cabinet.

MEASUREMENT MASTERS 2740 "H", South Harbor Blvd. Santa Ana, CA 92704 (714) 754-0528

Contact: Don Baer

HARDWARE: The entire Intertec line with special regional service facilities and parts. Also compatible printers including a large-buffer, bidirectional NEC Spinwriter and Tiger Printers.

Continued on page 7

Advertisers please note:

Display advertising rates are available upon request.

Write:

SUPERLETTER Advertising P.O. Box 3121 Beverly Hills, CA 90212 Call: (213) 277-2410

Contact: Linda Patchell

SUPERLETTER

SUBSCRIPTION FORM

Name (Please print)	
Street/Apartment	Number	
City	State/Province/Country	Zip/Postal Code
□ U.S. 1 yr.	(bi-monthly) \$17.00	
□ Canada &	Mexico \$20.00	
	Foreign \$30.00 Airmail Only. U.S. Funds drawn on a U.S. Bank.	•
remit in	Foreign \$30.00 Airmail Only. U.S. Funds drawn on a U.S. Bank. s my check. Bill VISA B)
remit in □ Enclosed	U.S. Funds drawn on a U.S. Bank.) ill Master Charge
remit in □ Enclosed i	U.S. Funds drawn on a U.S. Bank. s my check. □ Bill VISA □ B	ill Master Charge
remit in □ Enclosed i Card No	U.S. Funds drawn on a U.S. Bank. s my check. □ Bill VISA □ B) ill Master Charge

Buy From Computer Marketing Corporation, The

Best Prices Anywhere!

TO ORDER CALL (206)453-9777



List \$2995. Dual discs and two R5232 parts. Complete with CPM.

Single-sided, double density. Retail \$3345.

Intertec 10mb Hard Disc 3890

Double-sided, double density, 720k bytes storage. 64k RAM. Retail \$3995.

\$3245

OUR PRINTERS & LOOK

MPI 88G

1K buffer, dual tractor/pressure feed, forms control, graphics, 2 k buffer available. Retail \$749.

ONLY 5600

EPSON MX-80

Parallel, multi-column, 80 cps disposable print head. Retail **PARALLEL RS 232**

\$555 ***625**

ITOH

Daisy wheel starwriter, 25 one year warranty. Retail \$2195

CMC Price \$1795 We won't be undersold by an advertised price. List \$2795

45 cps \$2025

DOT MATRIX

All printers with RS-232

PAPER TIGER 440 . *985 w/graphics & 2k Buffer . . .

TI 810 w/full ASCH Reg.\$2155. \$1950

DAISY WHEEL or THIMBLE

QUME 5/45RO Reg. \$3073.... \$2695 **KSR** Reg. \$3537 ***3145** With tractor Reg. \$3787 . . . *3350 **ANADEX DP** 9500 or 9501 *1399

TERMINALS

Intertec

EMULATOR

Intertec

List \$745 INTERTUBE III List \$745

WORD PROCESSING

Magic Wand Reg. \$400 325 **VTS-80** Reg. \$549 WORD STAR Reg. \$495 . . . \$400

WORD STAR/MAIL MERGE *515 LINK 80 COMMUNICATIONS . . . *89

LANGUAGES

C Basic	Your Cost \$125
M Basic	\$325
	\$450
	\$650
	Reg.\$400 \$325

Cuts access time in half. Allows serial number of machine on chip and all software.

SOFTWARE

Osborne - TCS - Graham Dorian - CMC

		MBasic	Reg.	Cost
Account Receivable	x .	X	\$750	\$350
Accounts Payable	x .	X	\$750	\$350
General Ledger			\$750	\$350
Payroll			\$750	\$350
Inventory	x .	X	\$750	\$350
Restaurant Payroll			\$750	\$350
Job Costing	x			\$350
Client Billing	x .			\$350

PEACHTREE SOFTWARE

Cost
\$595
\$595
\$595
\$595
\$995

DEALER INQUIRIES INVITED

TO ORDER CALL (206) 453-9777



Computer Marketing Corp.

11058 Main Street, Bellevue, WA 98004 **TELEX 152556**



Technical Corner

For 64 (Q) CP/M5/5 et al. Submitted by Dr. Andrew Billson. London, England.

These programs are actually copies of the operating system (to be found at 0980 up when the files are inserted under with DDT) SYSGEN22 located in the area between 0100 and 097F.

The following changes make them work without inviting "SOURCE DRIVE NAME":

Set 0383 to 24 Set 04D3 to 11 Set 04D6 to 0E Put 09 in C 04D7 to 09 04D8 to CD 04D9 to 05 Call BDOS 04DA to 00

Fill 04DB, 04E0, with 00 NOP's

Set 04E2 to 1B 04E3 to 03

Before SAVEing this modification { SAVE <u>48</u> CPMOD5/5.COM } , careful readers may wish to change the CONFIGUR bytes - -

Set 3086 to 01 to enable DSR handshaking on AUX port.

Set 3087 to FF to require Read After Write Verification.

To cause some command line to be executed automatically on cold start you can also put this command at 0988ff:

Eg. to "DIR":

Set 0987 to 03 no. of characters in command

Set 0988 to 44 D Set 0989 to 49 I

Set 098A to 52 R

Set 098B to 00 End Flag



New Products

Continued from page 5

SOFTWARE: They feature special software created for the machine tool industry and the normal available package of commercial CP/M software configured for the SuperBrain, including Wordstar and the Peachtree package.

NOESIS COMPUTING
COMPANY
615 Third Street
San Francisco, CA 94107
(415) 495-7440
Contact: Paul Schoenberg
SOFTWARE: Specialists in UCSD
Pascal and Fortran software for the
SuperBrain.

COMPUTER
MARKETING CORPORATION
11058 Main Street
Bellevue, WA 98004
(206) 453-9777
Contact: Jerry Jones

HARDWARE: All the Intertec products including all the CompuStar hard-disk systems. Printers, terminals and modems. They're a regional distributor and West Coast service center.

SOFTWARE: Their own VTS-80 word-processing and Link-80 communications packages are available in addition to the Osborne, TCS, Graham-Dorian, Peachtree, Wordstar and Microsoft software products.

SuperClassified rates are:

\$4.00 per line
(3 line minimum — 5 words per line.

Please note: Publication of all SuperClassifieds are dependent on dates of receipt of copy and payment and space availability.)

Mail to: SuperClassifieds
P.O. Box 3121
Beverly Hills, CA 90212

Letters to the Editor

I certainly appreciate your starting Superletter and I'm looking forward to reading them.

I am a contractor currently using the Peachtree business software package (general ledger, payroll, etc.). However, it does not fit the total needs of the contracting business.

We need a "one write" system, in addition to the Peachtree group, that will give us a job cost, set up an estimating system that would issue purchase orders, and set up a budget to compare with the job cost.

If any of the Superletter readers know of a software system like that, we'd sure like to know.

Also, could you tell us what the thin plastic strip on our SuperBrain with the "F" numbers on it is for?

Harry S. Roberts, Jr. President
Buddy Roberts, Inc.
P.O. Box 7097
Columbus, GA 31908

Editor's Note:

Regarding your software search, contact Carolina Business Computers, Oakwood Center, 350 3rd Avenue, NW, Hickory, NC 28601 (704) 322-6005, and ask them about "Report Writer", the VisiCalc-like software system for CP/M users.

The plastic strip you mentioned is simply a left-over item Intertec used on the Intertube terminal to fill a similar space. Believe it or not, it has no use for the SuperBrain at all.

We are Esperantists and using a SuperBrain, but we cannot get our Esperanto characters on our screen. Making another character generator

is not possible for the one in the computer has a multi-function task.

Perhaps one of your readers know how this can be done. French and Danish have the same problem. We need the follwing characters:

ĉĈ ĝĜ ĥĤ ĵĴ ŝŜ ûÛ

We do not need the x, y, q, w, X, Y, Q, or W.

Hope you can help us!

A.J. Bout Internacia Esperanto-Instituto Riouwstraat 172 2585 HW Den Haag Holland

SuperClassifieds

FOR SALE: 64K SUPERBRAIN SYSTEM WITH CP/M (USED). WORKS FINE. \$2,250.00. FOR INFO CALL BOB, (714) 549-2688.

AT LAST! A POSTER-SIZE BUYER'S CHART THAT COMPARES IN DETAIL EVERY FEATURE OF EVERY PRINTER AND TERMINAL ON THE MARKET TODAY. IT'S THE ONLY CHART OF ITS KIND AND IT CAN SAVE YOU HUNDREDS OF DOLLARS AND HOURS OF TIME. THE PRICE? ONLY \$7.50! JUST SEND A CHECK OR MONEY ORDER FOR YOUR BUYER'S COMPARISON CHART TO:

"WORLD-WIDE COMPUTER SALES" P.O. BOX 67735, LOS ANGELES, CA 90067

INVENTORY SALE! NEW 64KDD, DOS 3.0, CP/M 2.2 SUPERBRAINS, JUST \$2,495.00!! AIR FREIGHT INCLUDED! WE FULLY TEST AND INSPECT EVERY UNIT. ONLY THREE AVAILABLE AT THIS PRICE. TELL A FRIEND OR CALL TO RESERVE ONE AND ASK ABOUT OUR BARGAIN SOFTWARE. (813) 542-3164. PESCHEL INSTRUMENTS, 1411 SE 10TH STREET, CAPE CORAL, FLORIDA 33904.

SUPERBRAIN NEEDS GRAPHICS. OUR BOARD GIVES LOW RESOLUTION GRAPHICS, REVERSE VIDEO, UNDERLINE, BLINK WITH NORMAL CHARACTERS. FITTED IN MINUTES. REMOVED AS EASILY. INTRODUCTORY PRICE \$159. INTERNATIONAL MONEY ORDER. BORDER COMPUTING, BUCKNELL, SHROPS, ENGLAND.

Tell them you saw it in SUPERLETTER!

ACC ISSI DON SUBSI

BULK RATE
U.S.
POSTAGE
PAID
Beverly Hills, CA

P.O. Box 3121 Beverly Hills, CA 90212

SUPERLETTER

Factory News

INTERTEC ANNOUNCES
PRICE HIKE AS 64K BECOMES
NEW STANDARD FOR
SUPERBRAIN.

The 32K SuperBrain, factory priced at \$2,995, will soon be a thing of the past as Intertec now has begun shipping only their 64K Model at a new factory price of \$3,495.

The additional 32K will be installed as a part of the manufacturing process and the units will be "fully tested and burned-in before leaving the plant," according to a recent Intertec press release.

Dealer and OEM pricing will be increased proportionally, although it is expected that reseller discount margins will remain about the same.

Intertec sales have soared from \$6 million in 1979 to nearly \$20 million

in 1980. Sales projections for 1981 are expected to be somewhere between \$35 and \$40 million.

The price change is the first in nearly two years.

NEW "OFFICE PRODUCTS DIVISION" TO DEBUT IN MID-81.

Intertec is exploring the lucrative business word-processing market with a new multi-user system that will retail for less than \$9,000 and feature up to 7 megabytes of dual disk storage.

The proposed new business system will be expandable up to 255 work-stations with each targeted at about \$2,000 each.

Although plans are now only in the research and development stage, most of the software and design

aspects are said to have been started.

Marketing plans for the new "Office Products Division" may mark the premier of Intertec's first TV and radio commercials on a national and regional scale. Also on tap are point-of-purchase displays, factory training, and even a special Intertec van for mobile demonstrations.

Sales and distribution of the new product, when the green light is officially given, will be handled by separate sales, service and marketing departments apart from the existing operations in Intertec's Data Systems division.

The new product will be distributed by a select group of independent sales organizations already serving the retail office products industry. Strict requirements will be applied during the selection of dealers.