

EDITORIAL COMMENTS

The Acer Group and Altos Computer Systems announced that they have signed an agreement under which The Acer Group will acquire Altos Computer Systems. Big News!! What does it really mean? Since the ink is still wet on the signatures, it is difficult to analyze the future of the agreement, but I have an opinion on it that I will share (what's new about that?).

Computer Support has worked with Altos since 1980 and with Acer since 1985, and my initial reaction is that two very good groups of people are coming together. I have been assured that the key players at Altos are staying in place. As I have previously expressed, I have personal confidence in the present management team and want to see them continue for the foreseeable future.

Acer has as solid a line of personal computers as any manufacturer in the world. They also have products that Altos will need in the future to flesh out a much more complicated product line. Altos will have access to X-terminals, ASCII terminals, and personal computers from one of the industry's most efficient producers. Acer will gain access to the 1,500 dealers that Altos has for their products and also to the technology behind a product like the Series 5000.

It would be difficult to find a better fit than what these two companies seem to be. The combined companies will now have annual revenue of approximately \$1 billion dollars and a position within the market place that is surely among the top three or four. This combination is going to work!

You shouldn't expect any substantial changes for a few months, and I do not believe that the merger itself will cause any dramatic alterations in operating style. There were some changes already being planned that I expect to continue, but by and large, Altos will be allowed to continue to function as an independent subsidiary of Acer. They will not be faced with the quarterly pressure that being a publicly held company creates, and they will have a substantial increase in available resources. To me the acquisition is something like "having your cake and eating it, too". It's going to be a very fun party for the next year or so. ■

Incompatible Programming

*Romantically, we wed in June,
A gilt-edged bridal carriage,
But strife became apparent soon —
You see, 'twas a mixed marriage.
It's difficult, I will not lie.
Though my good wife's a gem,
She loves her Macintosh,
While my system's IBM. by — Bob Sack*

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Sioux City, Iowa 51104

We reserve the right to edit all articles for space and style. Deadline is the first of the month of publication. CSSC also publishes **Bull'sEye** for Bull products dealers.



Time is Running Out!

Don't forget! You are invited to join us at the 2nd UNIX Opportunities Seminar on August 9 to 10. You won't want to miss this chance to exchange ideas with other resellers and to learn about new technologies that can make your business more profitable.

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IBM PC w/TCP/IP and NFS

PC Peer Group Network

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ATTENTION

NEW PRICES - Effective July 17, 1990

Please make these changes to your Price List dated April 15, 1990.
A complete new Price List will available in August.

Altos Series 1000

			Part #	
Add:	SCSI-440	440 meg disk		\$2451
	SCSI-990	990 meg disk		5063
Change:	Serial I/O	8 port	615-20640-001	488
	with AXB			
	without AXB			443
	Acumen memory	2MB, 16MHz		830

Altos Towers

Change	Tape Drive	60MB	410-15599-001	exch 219
	ACPA 2000	Comm. Bd.	615-20877-002	1115
	All CPU Boards		Call for Purchase Price	

Altos Model 686,686T,886T

Change	Tape Drive	60MB	410-15599-001	exch 219
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Note:Special pricing on 686,886 memory boards is no longer available. Please use \$603 when quoting these boards.

Altos Model 586, 586T

Change	Tape Drive	60MB	410-15599-001	exch 219
	Tape Backup	MTU-4		650



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We Invite You To Attend

The 2nd UNIX OPPORTUNITIES SEMINAR - AUGUST 9-10

"..we can help each other through a sharing of experiences." Jim Sloan, Custom Business Software, URN Chairman.

Here is the schedule of what we have planned for the UNIX seminar. We think you will find the time spent valuable and energizing. There will be simultaneous sessions allowing you to select a subject of interest and skip that which does not apply to your operation. The times will be flexible as we want to meet your needs and interests. For more information and to make your reservations, call (712)277-0095 or FAX (712)277-2638. Ask for Margie.

Schedule of Activities

Thursday, August 9

- 9:00 am Registration (with coffee and rolls)
Tour CSSC and meet the staff
- 10:00 am URN Meeting (For paid members)
- 12:00 Noon Lunch (open to all)
- 1:00 pm Golf or tennis at Dakota Dunes C.C.(optional)
Vendor exhibits and software demos
- 5:00 pm Social hour & Barbecue
- 7:30 pm "Free-for-all" A variety of sessions on areas of interest.

Friday, August 10

- 8:00 am Coffee & rolls (additional registration)
- 8:30 am Formal presentations and discussion
- 12:00 Noon Lunch at Dakota Dunes Country Club
Guest Speaker, Neal Nelson
- 1:00 pm Formal presentations and discussion
- 4:00 pm Official wrap up

Vendor exhibits will be open Thursday and Friday.
After the official wrap up you are welcome to stay and enjoy informal visits with other resellers and the staff of Computer Support. It promises to be an informative and worthwhile event. We hope you will attend.

UNIX

Please Respond by July 30

Name(s).....

Business Name.....

URN Meeting (\$200) enclosed.....Golf.....

Meals attending: Lunch....Barbecue....Friday Lunch.....

Lodging at the Holiday Inn is available. Call Margie for reservations.



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Dave Leonard caught in the act of working.

CSSC SPOTLIGHT



He stacks them, he tracks them, he weighs them, he loads them. He tapes them shut, and he cuts them open. He is Dave Leonard, Computer Support Shipping Manager, and he packs and unpacks customer orders every day.

One look at the neat, organized shipping room at CSSC and you will understand why your orders reach you in such good condition. Dave has shelves filled with uniquely shaped foam and a special carton for each item he ships. Along with cartons of various shapes and sizes, there is also plastic foam: pink for half-height drives, white for IN units, and gray for other drives. The shipping containers work so well protecting the merchandise that Dave no longer needs to use insurance on shipments. What a saving for CSSC and our customers! Dave and his "shipping-mate", Randy Thomas, (the Spotlight photographer incidently), prefer to track customer orders themselves rather than assign a track number to the customer. "I like to know where the order is," says Dave, "and it's a nice service for our customers."

Participating in sports is the way Dave chooses to relax. He bowls for the Computer Support team and, with an average of 198, has helped the team to the League victory 3 years in a row!! He also bowls in a Mixed League that has done equally as well. You should see the CSSC trophy case!! "But we're not very popular at the lanes," he observes. Dave plays golf, (practicing his short game, rain or shine, on the CSSC Loess Hills Course and basketball (practicing his dunk shot on the CSSC hoop. Don't ask the height of the net). Dave is definitely relaxed.

Dave came to Computer Support from Emery Air Freight almost two years ago, when we only shipped 15 to 20 boxes a day, and the salesmen sometimes pitched in to help. His co-workers find him to be fun, (prerequisite for working at CSSC), capable, conscientious, resourceful and able to solve problems for customers (another prerequisite). His experience makes him a valuable asset to the CSSC team. Call Dave if you have questions about shipping your order. He will offer UPS Ground, Red or Blue, or FedEx Priority One or Second Day Air or . . . Then he'll pack it and weigh it and seal it and send it. ■

.....
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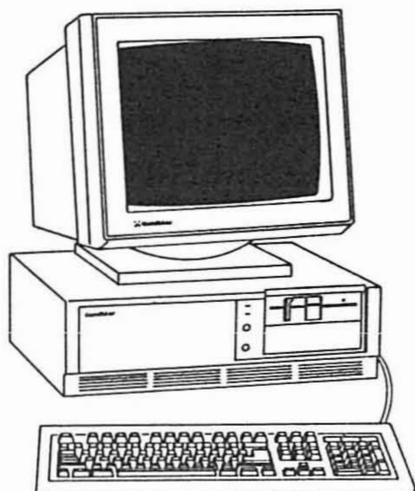
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