DataGram

The Exciting World Of Lap Top Computing

December, 1987 Vol. 1-No. 4 75c

Snap 1+1 laptop by Datavue Corporation with Datavue Fax card

Laptop Facsimile Products Reach Market

Datavue Corporation has begun marketing the Datavue Fax Card, Datavue Portable Fax and Direc-Link 2.0, a file transferal package, according to Senior Product Manager Sharon Cuppett.

"Laptop and desktop computer users have long had the use of modems for over-the-phone data transmissions," said Cuppett. "Our fax products will provide users more choice and flexibility for their data communications needs."

The new facsimile products are designed to work with all of Datavue's portable and laptop computers as well as most other manufacturers' MS DOS compatible computers. They are also compatible with Group III facsimile machines.

The Datavue Fax Card packs all the functions required to transmit and receive facsimile data onto a half-size PC expansion card. The card is easily accommodated in the Datavue Snap 1+1 laptop's internal expansion card slot, or can be installed in any laptop or desktop computer with standard PC-type expansion slots.

The Datavue Portable Fax is

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Where There's Smoke, There's Fire!

Fall Comdex '87 in Las Vegas in early November marked Datavue's introduction of its Smoke386/20 MHz portable computer, according to Sharon Cuppett, Senior Product Manager.

"Smoke386 will significantly impact the high end of the portable computer market," said Cuppett. She emphasized the portable has an unmatched screen, powerful processor and low-price that will make it stand out in its market.

Smoke386 is scheduled to ship in the second quarter of 1988.

Smoke is an AC only powered '386-based portable that uses a brilliant black on white - or inverse -VGA-type (640 x 480) resolution display. This denotes a departure from previous Datavue screen dimensions, since the Smoke's screen outline is square with an aspect ratio of 1:1. Tests indicate the screen is easier to read than a high resolution CRT.

The portable's standard ports include composite, external VGA monitor, external 5.25 inch floppy drive, modem, parallel and two serial ports. Its memory, depending on individual needs, ranges from two to 10 megabytes. In addition, several disk drives are available including one 40 or 100 megabyte internal hard disk drive with one 3.5 inch 1.44 meg floppy, or one 5.25 inch floppy disk drive.

Physically, Smoke386 is similar to the original Datavue 25 in appearance with an upright casing and fold down, detachable keyboard. It weighs 16.5 pounds with a 40 megabyte hard disk. and 16.5 pounds with a 40 megabyte hard disk.

An added feature is an expansion box, which will accommodate two full-size AT or XT expansion cards. Rather than be a leave-behind peripheral, the expansion box will attach to the base of Smoke386's casing so it can be easily moved.

Pricing for the EGA, 40 megabyte hard-disk version has been set at $4,995 while a price for the VGA version with 40 or 100 megabyte hard-disks have not yet been established.

More information regarding Datavue's Smoke386 is available from Datavue Corporation at One Meca Way, Norcross, GA 30093, 404/564-5555. ■

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Competitive Analysis: Weight

Past Datagram competitive analysis charts compared laptop computer battery life and screen type. This issue's competitive analysis compares laptops by weight. These charts provide a clear and simple method of comparing many of the major laptop computers. The information in the chart will help clarify all of the information that can flood you if you are thinking of buying a laptop computer. Copies of past Datagram competitive analysis charts are available on request from Datagram, PO Box 956423, Duluth, GA 30136.■

Company	Model	Price	Weight	Weight with Hard Drive
Datavue	Datavue25	$3495	12	14
Datavue	SPARK	$ 995	9	N-A
Datavue	SNAP 1+1	$2095	9.2	10
GRiD	GRiDCase2	$2595	12	12
GRiD	GRiDCaseEXP	$4600	15	15
NEC	MultiSpeed	$3695	12	14.3
Sharp	PC-4521	$2995	N-A	13
Sharp	PC-7100	$2795	N-A	16
Toshiba	1100+	$1695	10	N-A
Toshiba	1200	$3499	N-A	12
Toshiba	3100	$4195	N-A	15
Zenith	183	$3599	N-A	15.5

N-A = Not Available

Dear Datagram Subscribers:

DATAGRAM will start 1988 by adding a new section to the newspaper called "The Swap Shop." This section will feature items of interest, which our readers would like to buy or sell, and announcements. By "items of interest," we mean any product that is related to computers, peripherals or electronics in general. However, DATAGRAM will not be involved with any buyer-seller relations developing from these swaps.

Announcements can be about any event related to the industry. A contact name and phone number must accompany all notices and must be received by the 15th of the month before the month the notice will appear (i.e. a notice received by November 15th will appear in the December issue). These services are offered at no charge to participants.

We encourage you to send your technical letters to Dr. Laptop, our on-staff computer physician, and your general questions, comments and suggestions to us. We will print responses to questions and comments in upcoming issues.

We look forward to hearing from you.■

DataGram

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Portable Falls 20 Feet And Lives

Jim Young said he deliberately abuses his Datavue 25, but even so, he didn't purposely let it fall 20 feet from a stack of boxes just to test it.

"I take this on the road with me," he said, referring to the Datavue 25 that he has had for four months, "and it has to be able to take abuse."

Young is the president of M&J Energy Control Systems, Inc. based in Long Island, NY., which installs computer systems in supermarkets.

November 4, he was in a Vidalia, GA. Piggly Wiggly supermarket using the Datavue 25 to tie into the store's refrigeration system in the machine room, a room accessible only by ladder.

"I had just finished using it and set it up on a pile of boxes beside me," he said. "A fork-lift truck ran into them and knocked it off."

When the Datavue 25 hit the floor, Young stated that the modem popped out and the case cracked and came apart. Nothing else was apparently broken.

Sure it was severely damaged, Young carried the computer to his hotel room, put the modem back in place, snapped the case together and turned it on.

"I just couldn't believe it," Young said, surprised when the portable started up immediately. He discovered as well that the computer's hard disk retained all of his data.

Young's Datavue 25 is currently in Datavue's technical support department for some much needed rest and recuperation. Datavue's technical support representative, Greg Darby, commented the computer has achieved a celebrity status in the repair department where the case is being repaired and a general system's check is being performed.

"Not many portables come in here with such a spectacular story," Darby said.■

ASAP Home Sale Software Aids Busy Realtors

Realty Marketing Systems of Tempe, Arizona has designed a new home sales software package that provides another great application for laptop computers.

"ASAP home sales software for real estate professionals is designed to take the time and effort out of producing financial information for prospective home buyers," said Joseph Tugaw, President of Realty Marketing.

ASAP generates accurate financial analyses of residential home purchases for home buyers but is also a sales tool for agents.

With ASAP, agents can prepare complete, custom reports on the financial benefits associated with the purchase of any home a client wants in minutes.

What it does is compute such things as tax information, monthly payments, qualification ratios and estimated closing costs. In all, ASAP generates six separate reports that include: purchase analysis, move-up analysis, equity build-up schedule, rent versus buy analysis, amortization schedules and home affordability reports.

The ASAP package is sold separately or as a complete system with a Datavue Spark laptop and a Diconix printer. The system is powered by rechargeable batteries and fits in a briefcase-sized carrying case.

"Most realtors go to a prospect's home or to the property itself," Tugaw said. "The power of this system is that it allows sales people to carry everything with them." This and the affordability of a Spark laptop, he explained, made the pair an unbeatable combination.

Additional information about ASAP is available from Realty Marketing Systems, 2201 S. McClintock #2, Tempe AZ 85282, 800/852-7270 or 602/921-7888.■

DID YOU KNOW?

Only **one** computer book made the best seller list among trade paperbacks last year. "Inside the IBM PC" by Peter Norton was Number 100.■

Snap Gets V20 CPV: Runs At 9.54 or 4.77 MHz

Snap 1+1, Datavue Corporation's modular laptop computer, now has a NEC V20 microprocessor allowing it to run at up to 9.54 MHz, according to Datavue Senior Product Manager, Sharon Cuppett.

With the inclusion of the NEC V20, Datavue claims that the Snap 1+1 is the only fully featured MS DOS laptop with a 20 megabyte hard disk to weigh under 10 pounds. "Other hard disk drive laptops start at around 15 pounds," said Cuppett.

Sped up in response to market demands and customer feedback, the 10 MHz Snap 1+1 is able to run at switchable speeds of 4.77 MHz and 9.54 MHz. Datavue feels that the addition of the extra speed to the Snap 1+1 will facilitate its being perceived as an even more powerful laptop than ever.

Snap 1+1 has a design that is unique in the laptop computer industry. The machine is able to separate into two different parts. The keyboard and screen section detaches from the section containing the disk drives and expansion slot. Once separated, the five-pound keyboard section (Lapheld Module) is able to function as a diskless pc. Its 512K or one megabyte of CMOS RAM make it possible for a user to down load his software onto a RAM disk before the computer is separated. Once separated, the Lapheld Module will run on battery for five hours or on AC.

"Snap 1+1 is the only fully featured MS DOS laptop with a 20 megabyte hard disk to weigh under 10 pounds"

An Internal expansion slot is housed in Snap 1+1's rear section, the Expansion Module. The slot will accommodate a standard size PC half card. Cuppett indicates that Snap 1+1 users are installing cards such as EGA, expanded memory, network, 3270 emulation, asynchronus modem and facsimile.

The faster Snap was released to Datavue dealers in November and should be widely available by mid-December. Retail prices for the dual drive 640K Snap 1+1 start at $2,295 and $3,495 for the 20 megabyte hard disk version.

For more information about the 10 MHz Snap 1+1 contact Datavue Corporation at One Meca Way, Norcross, GA. 30093, 404/564-5555. ■

SPARK by DATAVUE

Operating System
80C88 compatible microprocessor
MS DOS 2.11
384K low power DRAM
Memory expandable to 640K
32K system ROM
Switchable CPU Speeds 4.77 and 9.54 MHz
8087 Math co-processor socket
ROM Based teach screen
Clock/calendar
System set up screen
One touch system reset button

Standard Hardware
One 3.5" floppy disk drive (720K)
RS-232C port (serial-standard DB 9M/IBM AT style)
Parallel port (standard DB 25)
RGB port (for external color monitor support)
Composite RCA jack (for external color monitor support)
Internal port for 300/1200 baud moden with two RJ 11 jacks
Port for Spark's external 5.25" floppy disk drive
Expansion bus port
AC adapter 110-220V with intelligent sensor for self-switching between currents

Power
AC adapter input 90 ~ 264VAC, 50/60Hz
AC adapter output 17VDC, 1.5A, 25.5VA(MAX)
Optional rechargeable internal long life NICAD batteries 1.3Ah or 1.7Ah

Drives
Internal 3.5" 720K floppy disk drive (one standard, second optional)

Screen
Super-twisted bi-refringent LCD standard
Electroluminescent backlit super-twisted LCD optional
80 columns x 25 lines
320 x 200 medium resolution
640 x 200 high resolution
5 palette selections for different software programs
Non-glare, shock resistant screen
Bit mapped graphics capability (CGA)
Pivots 180 degrees for optimum angle of visibility
Contrast and intensity controlled by thumb dial on machine side
Power saving backlight on/off feature in EL screen
ASCII 128 character set
True descenders on all letters

Keyboard
77 Keys
Overlaid numeric key pad
10 programmable function keys
QWERTY layout
Oversize return key
Mechanical touch
Audio feedback

Physical Attributes
Weight 9 lbs.
Dimensions 13.2" x 13.0" x 2.5"
Display size 9.5" x 4.0"
Integral molded handle
Operates in temperatures from 32 to 105 degrees F

DATAVUE 25 (20M hard drive)

Operating System
80C88
MS DOS 2.11
256K low power DRAM
Memory expandable to 1.25 megabytes
64K system ROM
CPU Speed 4.77MHz
8087 Math coprocessor socket
RAM drive emulation
ROM Based teach screen
Clock/calendar
System set up screen
One touch system reset button

Standard Hardware
Internal 20 megabyte hard disk drive (shock mounted/auto park and lock heads)
One 3.5" floppy disk drive (720K)
Attachable external 5.25" floppy disk drive (optional)
RS-232C serial port
Parallel port (standard DB 25)
RGB port (for external color monitor support)
Color composite port (for external monitor support)
Internal port for 300/1200 baud modem
External 5.25" floppy disk drive port
Expansion bus port

Power
Built-in 110VAC power supply
Internal DC/DC converter
External rechargeable lead/acid battery 8.0Ah

Drives
Internal 20 megabyte hard disk drive (shock mounted/auto park and lock drive heads)
Internal 3.5" 720K floppy disk drive
RAM drive emulation (up to 720K in 8K increments)

Screen
Amber Gaslight fluorescent backlit with super-twisted bi-refringent LCD
80 columns x 25 lines
320 x 200 medium resolution
640 x 200 high resolution
6 palette selections for different software programs
4 shades of grey in medium resolution
Bit mapped graphics capability (CGA)
Six tilt positions, upright 0-50 degrees
Keyboard controlled contrast and intensity
Power saving backlight on/off feature
ASCII 128 character set
True descenders on all letters

Keyboard
Detachable (keyboard cable optional)
Infra-red operation (up to 12")
83 Keys
Non-overlaid numeric key pad
10 programmable function keys
QWERTY layout
Oversize return key
Mechanical touch
Audio feedback
Battery operated (4AA)

Physical Attributes
Weight 16 lbs.
Dimensions 12.75" x 6.25" x 10.5"
Display size 9.0" x 4.0"
Integral molded handle
Operates in temperatures from 32 to 105 degrees F

SNAP 1+1 by DATAVUE

Operating System
80C88 compatible microprocessor
MS DOS 2.11
640K low power DRAM standard
Memory expandable to 1.25 megabytes
32K system ROM
CPU Speed 4.77/9.54 MHz
8087 Math coprocessor socket
ROM Based teach screen
Clock/calendar
System set up screen
One touch system reset button

Standard Hardware
Internal PC expansion card slot (half card size 5-9/16")
Dual 3.5" floppy disk drives (720K)
Unique two part design (separable front and back modules)
RS-232C serial, parallel, RGB and color composite ports
Internal port for 300/1200 baud modem with two RJ 11 jacks
External 5.25" floppy disk drive port
Expansion bus port
AC adapter 110-220V with intelligent sensor for self-switching between currents
Optional 512K or 1Meg CMOS RAM card with on-board NICAD battery

Power
AC adapter input 90 ~ 264VAC, 50/60Hz
AC adapter output 17VDC, 1.5A, 35VA(MAX)
Optional rechargeable internal long life NICAD batteries 1.3Ah or 1.7Ah (powers both units)
Optional rechargeable battery pack (powers main unit)

Drives
Internal 20 megabyte hard disk drive with one 3.5" floppy (optional)
Dual 3.5" 720K floppy disk drives (standard)
RAM drive emulation, up to 720K in 8K increments

Screen
Super-twisted bi-refringent LCD standard
Electroluminescent backlit super-twisted LCD (optional)
Amber Gaslight super-twisted LCD (optional)
(All screens are user changeable)
80 columns x 25 lines
320 x 200 medium resolution
640 x 200 high resolution
5 palette selections for different software programs
4 shades of grey in medium resolution
Bit mapped graphics capability (CGA)
Quick-removeable screen for easy use with a color monitor
Pivots for optimum angle of visibility
Contrast and intensity controlled by thumb dial on machine side (Additional slide switch on Gaslight screen panel)
Power saving backlight on/off feature in EL and Gaslight screens
ASCII 128 character set
True descenders on all letters

Keyboard
84 Keys with oversized return key
Non-overlaid numeric key pad
10 programmable function keys
QWERTY layout with 10 programmable function keys
Mechanical touch with audio feedback

Physical Attributes
Weight 9 lbs.
Dimensions 13.0" x 13.0" x 3.2"
Display size 9.5" x 4.0"
Integral molded handle
Operates in temperatures from 32 to 105 degrees F

Three perfectly good reasons to buy a portable computer from Datavue.

1. *Spark by Datavue*

2. *Datavue 25 (20M hard drive)*

3. *Snap 1+1 by Datavue*

DATAVUE™
An Intelligent Systems Company

One Meca Way, Norcross, GA 30093
(404) 564-5668

Traveling Software Upgrades LapLink

LapLink Plus, a data-transfer product by Traveling Software, is now available, according to the Nov. 24, 1987 issue of PC Week. An upgrade to LapLink, the new LapLink Plus allows users of IBM-PC compatible laptops to share disk drives and printers with other IBM compatibles, including laptops and IBM's PS/2s.

With its disk-access capability, the upgraded program serves users who want to run or install copy-protected software contained on a 5.25 inch disk on a computer with a 3.5 inch floppy drives.

This in turn provides a considerable cash savings to the user who has already spent a lot of money on a software product on a 5.25 inch disk as well as copy-protected software they bought for their lap-tops with 3.5 inch disk drives.

The LapLink Plus is also useful for laptop users wanting to access a networked PC's resources, such as disk drives or printers. The LapLink Plus allows users to switch between local and remote drives or printers with one keystroke and without rebooting. A pop-up window tells users which devices have been accessed. LapLink Plus consists of software that comes on both 5.25 inch and 3.5 inch disks as well as a six-foot universal mode serial cable with 25-pin and nine-pin connectors that link two computers to allow data to be exchanged. Like its predecessor, LapLinkPlus allows data to be transferred at speeds exceeding 115,000 bits per second. Among the program's features are the ability to preview each computer's files: the ability to tag files for copying, erasing, running or printing: and the ability to graphically represent the tree structure of a disk.

Shipping late November, LapLink-Plus retails for $139.95. Owners of LapLink however, can upgrade to LapLink Plus for $19.95. It is available directly from Traveling Software and through Egghead Discount Software retail outlets and Radio Shack outlets as well as Softsel and Micro D dealers worldwide.

Traveling Software Inc. is located at 19310 North Creek Parkway, North Creek Corporate Center, Bothell, Wash. 98011, 206/483-8088. ■

LapLink Plus serves users who want to run copy-protected software contained on 5.25 inch drives on a computer with 3.5 inch floppy drives.

Stuff Your Stocking With Laptop Toys

Face it, Christmas has become materialistic. It's about all Santa and his elves can do to keep up with the orders. And not just from the kids anymore but from something infinitely worse, the adult.

Rumor has it, Father Christmas has had to hire a second and third shift of the little fellows as well as pack them off to old NPU for the engineering and computer background it takes to put some of the stuff together.

Every year, however, the majority of us wait in the shadows of the malls, watching the fat man from afar, trying to gather our courage to go plop in his lap while at the same time fearing ridicule from others.

Since he's not a mind reader, however, he's left with the task of deciding for us what it is we want. Hence, when the yule sun breaks over the horizon, we'll be halfheartedly ripping into our packages, knowing and dreading what Santa has packed inside.

Yup, underwear and socks, always a popular item at the North Pole. Of course, we wonder why we fell for the ridiculous media-hype once again, not realizing it's been building subliminally since July 4 when the first Christmas decorations began to hit the stores.

Well, this year set a standard. Tell Santa what he can do with his underwear and socks and let him know what you really want - laptop computer paraphernalia. The big guy has requested, however, through sources close to Datagram that gift costs be kept below $100.

No need to despair, though, since even in this day, $100 can still buy some pretty nifty stuff.

Start by getting the cobwebs out of your system with a disk drive cleaning set, about $30. A set includes a 3.5 inch diskette with 10 cleaning pads, each of which can be used over and over to clean a disk drive. Depending on amount of use, disk drives need to be cleaned every few months.

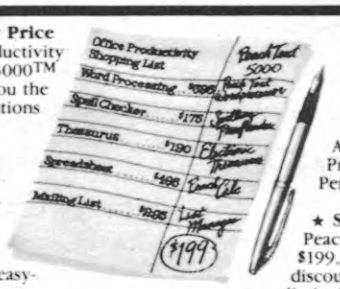
Another sensible gift is a portable disk carrying case for the hacker on the go. For a mere $20, laptop users can get a nylon case, which looks a bit like a wallet, that holds up to 20 diskettes. When full, the case is about the size of a hardback novel, so it fits easily in any briefcase. For your home system, you might want an attractive teak wood case, $24 for a 3.5 inch diskette holder and $32 for a 5.25 inch diskette holder. And if you need some disks to go in your case, a box of 10 runs about $30.

For fun stocking stuffers, tell Santa to drop off some computer games. Most are priced way below $100. Become a pilot with Chuck Yeager in a flight simulator, save the Earth from alien attack, coach a football team or play some chess. If you really want to get in the Christmas spirit, go out yourself and grab a Christmas Graphics and Jingles disk, quite a deal for $7.99. Thrill and delight to on-screen display snow fall

(continued on page 6)

PeachText 5000:
Five Office Productivity Packages for the Price of One

Five Best Products: One Low Price
If you're shopping for productivity software, check out PeachText 5000™ —the only product that gives you the five most popular office applications at an exceptionally low price.



1. PeachText: Ultimate Word Processing
With PeachText Word Processor, you can write, edit and print perfect documents of any type. PeachText offers advanced word processing features in an easy-to-use format.

2. Spelling Proofreader: Eliminates Errors
Your documents will be letter perfect after being checked against Spelling Proofreader's 20,000-word standard dictionary. A 30-page document (10,000 words) can be proofed in just one minute.

3. Electronic Thesaurus: Vocabulary Booster
When you're looking for just the right word, let the Random House Electronic Thesaurus™ find it, using 4,400 indexed words and 26,000 synonyms.

4. List Manager: Recordkeeping Made Simple
Mailing lists, membership lists and simple databases are easy to design and maintain with List Manager. You can produce mass mailings with personalized letters, sort your data for on-line review or print out, plus generate detailed reports according to formats you define.

5. PeachCalc: Master Number Cruncher
PeachCalc Electronic Spreadsheet comes complete with ready-to-use templates, including Weekly Cashflow Manager, Automobile Expense Analyzer, Property Listing and Evaluation, Personal Calendar, and more.

★ Special Newsletter Offer ★
PeachText 5000 normally sells for $199, but we are offering a $50 discount to newsletter readers for a limited time only. To take advantage of this special offer, return the coupon below with your order. For telephone orders, please mention the certificate number on your coupon to receive the discount.

Money-Back Guarantee
When you purchase PeachText 5000 directly from Peachtree Software, you're protected with a 30-Day Money Back Guarantee. If you're not satisfied, simply return the complete product in saleable condition within 30 days and your purchase price will be promptly refunded. A $20 restocking fee will apply if disk bag is opened.

Hardware Specifications
Requires MS-DOS version 2.0 or higher with 128K RAM. For use with the IBM® PC, PC XT, PC AT and compatibles. IBM is a registered trademark of International Business Machines.

Call Now to Order or for a Dealer Near You **1-800-247-3224**
In Georgia, call 1-404-564-5800
To Order by Mail, Send $149
Plus $5 Shipping & Handling to:
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Norcross, GA 30093

PeachText 5000 for Just $149
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Expiration Date: 2/29/88
Certificate #E5398

Facsimile Machines Big With Small Businesses

Facsimile equipment experienced a boom in popularity in 1987 that promises to continue into 1988 thanks to small businesses.

According to research recently conducted by CAP International, Inc. small businesses are beginning to wake up to the advantages associated with facsimile equipment.

"Half of the small businesses who own a fax machine purchased it last year," said Raymond Boggs, director of CAP's Small Business Market Strategy Service," and an equivalent number of small businesses expect to buy next year."

That interest translates into a 50 percent increase in fax placements by small businesses in a single year.

"This dynamic technology is achieving equal status with the essential pieces of office equipment like copiers, typewriters and phone systems," commented Donald Ryan, director of CAP's Image Commication Systems Market Requirements Service.

It is surprising to note that the popularity of fax is not just among Fortune 500 companies. CAP found that 200,000 facsimile machines are currently used by small businesses, 24 percent of all fax machines. Given that, one million facsimile machines will be placed in the U.S. by January 1988. In 1987, about 365,000 will have been placed by year's end - a 90 percent increase over 1986. In all, CAP forecasts compounded annual growth rates of 25 percent for the entire fax market from 1987 to 1991.

"This dynamic technology is achieving equal status with the essential pieces of office equipment like copiers, typewriters and phone systems."

Fax fascination continues to grow as image communications via fax becomes faster, less expensive, more convenient and a viable competitor to overnight document delivery.

Fax products are now available for laptop computers. The new portable fax equipment makes possible the dispatch and receipt of facsimiles wherever you happen to have your laptop computer.

"Portable equipment offers small businesses and their on-the-road employees alternatives for their communications needs," said Sharon Cuppett, Senior Product Manager for Datavue. "Knowing this and witnessing the tremendous growth in the facsimile market was a key factor to Datavue's decision to market fax products."

Its recently introduced fax products are designed for Datavue's laptop and desktop computer users as well as most other manufacturer's MS DOS compatible computers.

For further information about these two products, see the related article in this issue. ■

COMDEX Report: New Laptops

Some 100,000 people were in attendance at a rainy COMDEX/Fall '87 in Las Vegas, which saw quite a few new and enhanced portable and laptop computers this time around. For those unable to attend, the computers fell into several categories. The easiest way to classify them is in microprocessor groups (8088, 8086, 80286 and 80386).

Four portables were recently unveiled in the 80386 microprocessor group. Prices ranged from $4,495 with Datavue's 20 MHz Smoke386 portable to $6,499 for the 16 MHz Toshiba T5100. Between the two were machines from GRiD Systems, the GRiDCase 1530 and a Samsung portable, the S6100. The fastest was the Datavue Smoke386 with a 20 MHz clock speed. The slowest, although still fast, was the GRiDCase 1500 with a 12.5 MHz clock speed.

The 80286 group had 10 machines to offer. The most recognizable companies with these laptops included Toshiba with the T3200 and T3100/20 and GRiD System's GRiDCase 1520 Some of the lesser known manufacturer's systems included the Remote Spirit, Delta Voyager, OGIVAR System IV, Charisma and MasterPC Portable.

8086-based and comparable laptops were few in number and ranged widely in performance. Toshiba, GRiD and NEC machines all clocked in at 9.54 MHz, Amstrad's new model at 8 MHz and Epson's at 4.77 MHz. Speed, however, was not the distinguishing factor in this bunch, instead, price, screen-type, and drive-type were the distinguishing characteristics. Prices varied from $799 for the bare bones, non-hard disk Amstrad to $4,600 for the 20 megabyte hard disk equipped GRiDCase Exp.

Rounding out the machines on display at COMDEX was a group of 8088-based and comparable laptops. Completely new models were introduced by Sanyo, Delta and Bondwell. Other well established models received embellishments such as Datavue's modular laptop, Snap 1+1, which now takes advantage of a NEC V20 microprocessor so that it can switch between 4.77 MHz and 9.54 MHz clock speeds. ■

Office Solutions Introduces OfficeWriter Express Package

Office Solutions of Madison, WI., has introduced the OfficeWriter Express, a full-featured word processing and document communications package for laptop computers.

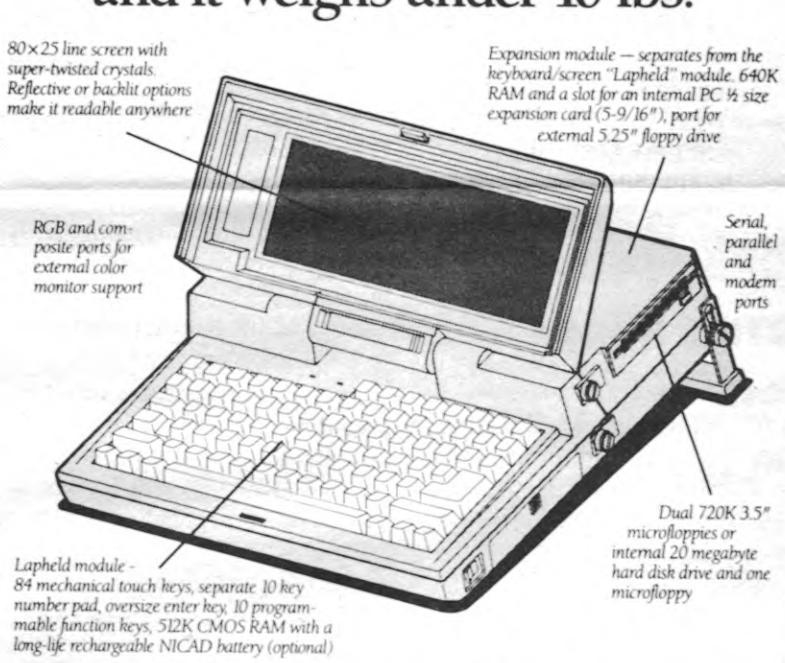
With OfficeWriter, a user can first create documents and then send the information to the office PC or other destinations with OfficeExpress.

The communications module uses HyperProtocal, a feature the company says can compress and decompress information so it can be sent four times faster than ordinary communication programs.

OfficeWriter Express will automatically revise documents that have been sent or received from Wang, WordStar, Multimate or any IBM product using DCA. It is compatible with most laptops including Toshiba, NEC, Datavue and IBM. It is available in either 3.5 inch or 5.25 inch diskettes for $595.

For further information on OfficeWriter contact Office Solutions, Inc., 2802 Coho St., Madison, WI. 53713, 608/274-5047. ■

SNAP 1+1™ BY DATAVUE
Desktop power in a laptop
and it weighs under 10 lbs.



Snap 1+1 harnesses the power of a desktop PC so you don't have to compromise when you're on the road. Snap 1+1 is designed like no other laptop computer. The Lapheld module contains the keyboard and screen, 512K of CMOS RAM (optional) and a long-life rechargeable NICAD battery. Separate it from the expansion module and you have 5 lbs. of diskless computing power. Deskbound no more . . .Who said you can't take it with you. Call today for special pricing.

DATAVUE™
An Intelligent Systems Company
CALL FOR YOUR NEAREST DEALER
One Meca Way, Norcross, GA 30093
(404) 564-5668

Facsimile Products...

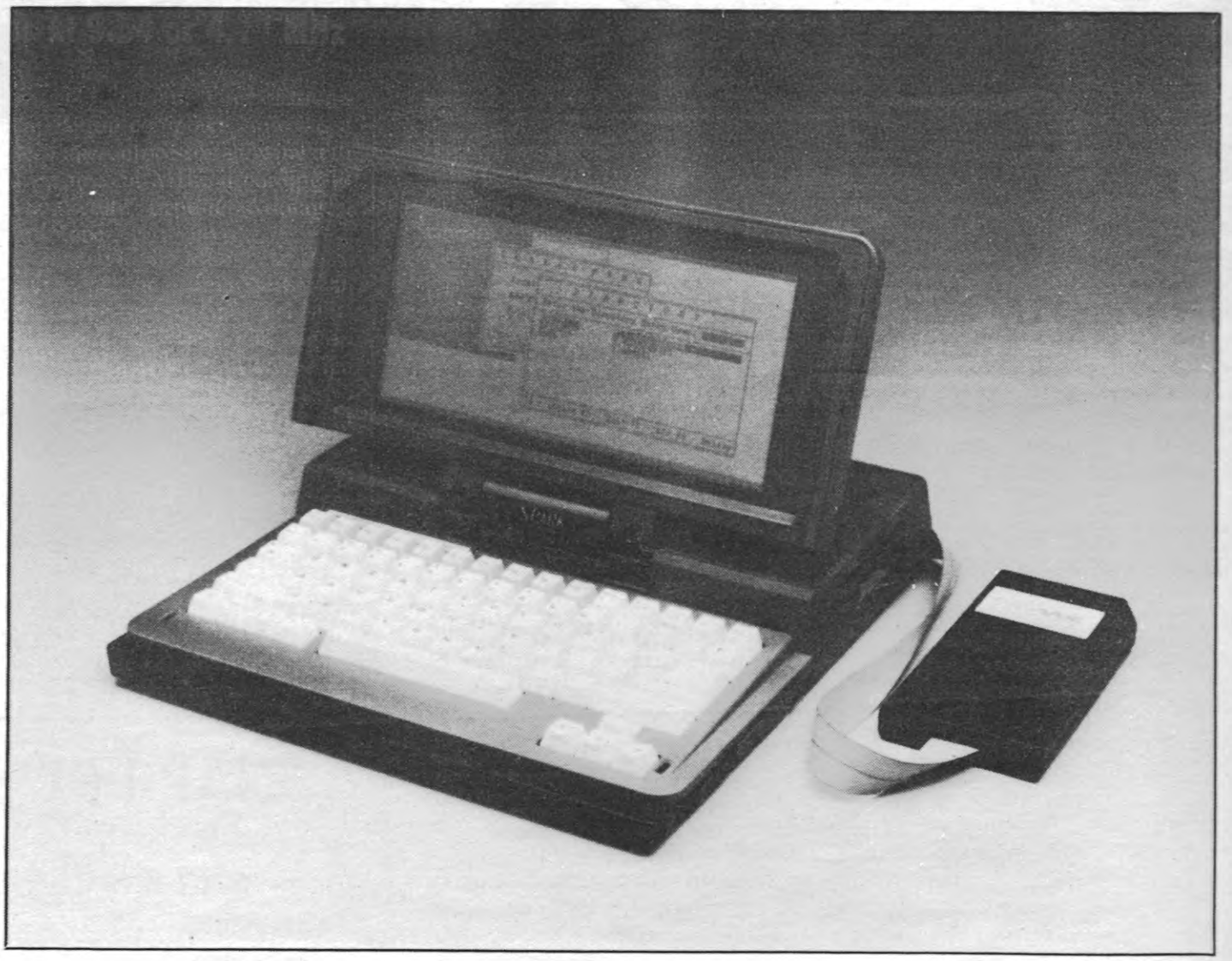
(continued from page 1)

housed in a hard plastic case about the size of a hand-held calculator and connects to the serial port of a laptop or desktop computer. Both products come with dual RJ - 11c phone connectors, on-board speaker with volume control and easy-to-use, menu-driven software.

Retail prices for the two are $395 and $495 respectively.

The Direc-Link 2.0, a software and cable file transfer package, adds to Datavue's developing line of portable computing accessories. The package, which retails for $59.50, provides a simple, visual method of rapidly copying single or multiple files between 5.25 inch disk drives and 3.5 inch disk drives. It displays a complete "tree diagram" of the directories on the selected drive of each computer. The cursor control/arrow keys are used to point to and designate the directory of interest, the file to be transmitted and the file designation. The file is then automatically transmitted to the remote computer. Files are transferred at rates up to 115,200 baud in serial mode.

More information regarding Datavue's fax products and Direc-Link 2.0 is available from Datavue Corporation at One Meca Way, Norcross, GA. 30093, 404/564-5555. ■



Spark Laptop Computer with Datavue Portable Fax

Laplink Free With Datavue Snap

Traveling Software's popular LapLink file transfer package is being offered free of charge to purchasers of Datavue Corporation's Snap 1+1 laptop during December holidays, according to Sharon Cuppett, Datavue Senior Product Manager.

LapLink is a serial cable and software package that enables on-the-go computer users to easily transfer files from their laptop's 3.5 inch drives to a desktop's 5.25 inch drives. "If you have a Laplink package in your laptop carrying case, your data will never be stranded on 3.5 inch disks when you need them on 5.25 inch disks," said Mark Eppley, Traveling Software president. LapLink regularly retails for $129.00.

"The rising popularity of 3.5 inch drives combined with the large installed base of 5.25 inch drives creates a natural need for a package like LapLink," said Cuppett. "Regardless of your own personal computing commitment to 3.5 inch drives, more often than not you will end up wanting to transfer data to the larger drives."

Several file transfer packages similar to LapLink were coyered in the premier issue of Datagram. Among these packages is Brooklyn Bridge, Lap-Link and DirecLink. A complete list of file transfer packages will be sent to you if you send a prepaid and self address envelope to Datagram/File transfer packages, PO Box 956423, Duluth, GA 30136. ■

Stuff Your Stocking...

(continued from page 4)

along with software-generated Christmas carols. And what's more, it makes Christmas cards.

Last of all, you might want to ask for a heavy duty carrying case or an extra battery kit. But remember, if you ask for these, this will be all you get since both run very close to $100, depending, of course, upon which laptop computer system you have.

Oh, and don't forget to leave out the cookies and milk, otherwise, next year it's back to the underwear and socks routine. ■

WE'VE JUST MADE THE BEST EVEN Better

Peachtree Complete II: The Business Accounting System

New

The success story of Peachtree Complete (now with over 200,000 users) continues with the newest member of the Peachtree family, **Peachtree Complete II.** Much more than just an update, Complete II builds upon the comprehensive features that have made Peachtree the leader in small business accounting software for nearly ten years, yet it's still priced at **just $199** — a 96% price reduction from the original $4,800.

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Complete II includes eight software modules that may be integrated together or installed individually and distributed among separate computers.

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Money-Back Guarantee

When you purchase Peachtree Complete II directly from Peachtree Software, you're protected with a 30-Day Money-Back Guarantee. If you're not satisfied, simply return the product in saleable condition within 30 days and your purchase price will be promptly refunded. A $20 restocking fee will be charged if disk bag opened.

Peachtree Complete II is a no-risk value you can't afford to miss. Call today to order!

Hardware Specifications

Requires PC/MS-DOS version 2.0 or higher with 384K of usable memory and a minimum of 10-MB hard disk. For use with the IBM® PC, PC XT, PC AT, Personal System/2™ and compatibles. 3½" media optionally available. IBM is a registered trademark and Personal System/2 is a trademark of International Business Machines. Not copy protected.

Call Now to Order
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1-800-247-3224
In Georgia, call 1-404-564-5800

To Order by Mail, Send $199 Plus $12.50 Shipping and Handling to: (In Georgia, add applicable sales tax.)

Peachtree Software
A Member of the Intelligent Systems Family
4355 Shackleford Road, Dept. DVN188, Norcross, GA 30093

Laptop Advice From Dr. Laptop

The following letters were received from Datagram readers by Dr. Laptop. If you have a specific question pertaining to a laptop computer, please write to him in care of: Datagram, P.O. Box 956423, Duluth, GA 30136. The responses to your questions will be printed in the Datagram. Only serious questions or comments will be acknowledged.

Dear Dr. Laptop:

I have a Toshiba T1100+ laptop computer. How can I get it retrofitted with the new supertwist LCD screen? Can I do it myself if I order the right parts? Kindly advise!

Richard Poplawski, Chinchilla, PA

Dear Richard:

It is possible to have Toshiba's supertwisted non-backlit screen installed on your T1100+ laptop. You cannot, however, perform the installation yourself. Toshiba's support department advises that they have an arrangement with R-Services to install the supertwisted screens on T1100+ laptops. The upgrade will cost $275 and a call to R-Services at 714/532-5220.

Dear Dr. Laptop:

Is there any way to quiet the click on the Spark laptop? I feel the clicking keys would disturb a roomful of notetakers at a convention. I use a Tandy 200 now, which is acceptable from a noise standpoint but hasn't the memory (72K) I need for a solid week of notetaking. Any ideas? Also, what would be a simple word processing software for notetaking and writing short research articles comparable to what is available for the Tandy 200. These are the two uses for my present laptop.

Jim Villaveces, M.D., Ventura, CA

Dear Dr. Jim:

The clicking on your Spark laptop depends on what type of clicking you are hearing.

If you are referring to the mechanical sounds the laptop itself makes as you are using it upon booting up, this can be altered by depressing and holding the Control, left Shift keys together and tapping the (-) key until you no longer hear the sound. To restore the sound again, depress and hold the Control, left Shift keys together and tap the (+) key.

If the clicking sound is that of the keys themselves as you use the laptop, this probably can not be eliminated because the Spark keyboard is in the mechanical-touch category. However, in the laptop industry, a mechanical-touch keyboard is a plus. Here's why:

Before these special keyboards were introduced, keyboards were spongy, meaning the user had a soft feeling under his fingertips. This made for less

sound but also less accuracy. The faster typist could not definitely tell if he had struck the key all the way or not, especially when typing double letters. For example, "accuracy" would be typed "acuracy" on a spongy keyboard. The mechanical-touch key eliminates this problem.

As for good word processing packages, try Word Perfect, Word Perfect Executive, Word Star 4.0, OfficeWriter Express or PeachText 5000. All are powerful, PC compatible word processors. Much of the Datagram is written with Word Perfect 4.2. You may be interested to know that PeachText 5000 includes a medical dictionary among other features.

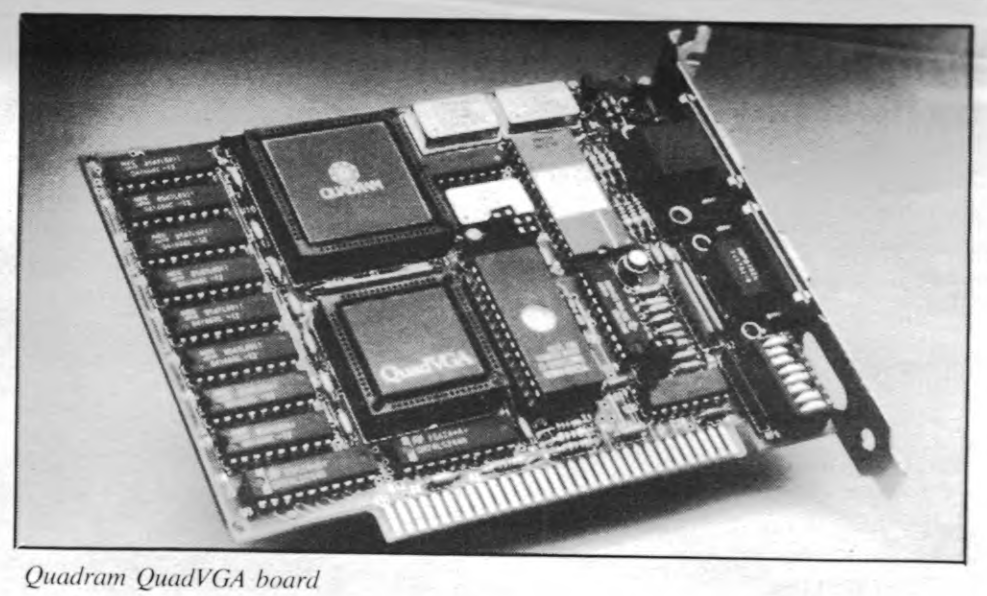
Dear Readers:

Many of you may not be familiar with the new supertwist screen technology which has taken the computer market by storm the last couple of years. The supertwist screens are, by far, easier to read than the standard LCD reflective sort.

In simple, non-technologic language, supertwist crystals are comparable to shutters on a house, which when closed, catch light rays and keep them from entering your room. The standard LCD screen obstructs some light but not enough to give you high-quality readability. This is why the standard screen background seems light as well as the characters on the screen. The light not being obstructed is being reflected off the screen to the user's eye.

Supertwist crystals let in very little light. Subsequently, the user receives less light reflecting from the screen to his eye; the end result being better background-character contrast and increased readability.

Another way to explain how twisted crystals work is a sheet of paper viewed from a side angle. At this angle, virtually none of the paper can be seen; it almost looks like a vertical line. However, when a twist is made toward the center of the sheet, it can be seen very well from every angle thus allowing a user to view his screen easily for many angles. ■



Quadram QuadVGA board

Special Offer For Snap Owners

From now until the end of January, Datavue is offering an assortment of fax cards for $199 apiece, a significant reduction in their retail prices, just for Snap 1+1 owners.

Unique in the world of laptop computers, the Snap comes with a half-card slot designed for standard PC expansion cards. Those available with the offer include the following:

- Datavue FAX card or Datavue Portable FAX which turn the Snap into a fax machine. With it, users can type their documents into the Snap and send them over phone lines to any Group III FAX machine or receive files from Group III FAX machines and print them using any graphics printer.

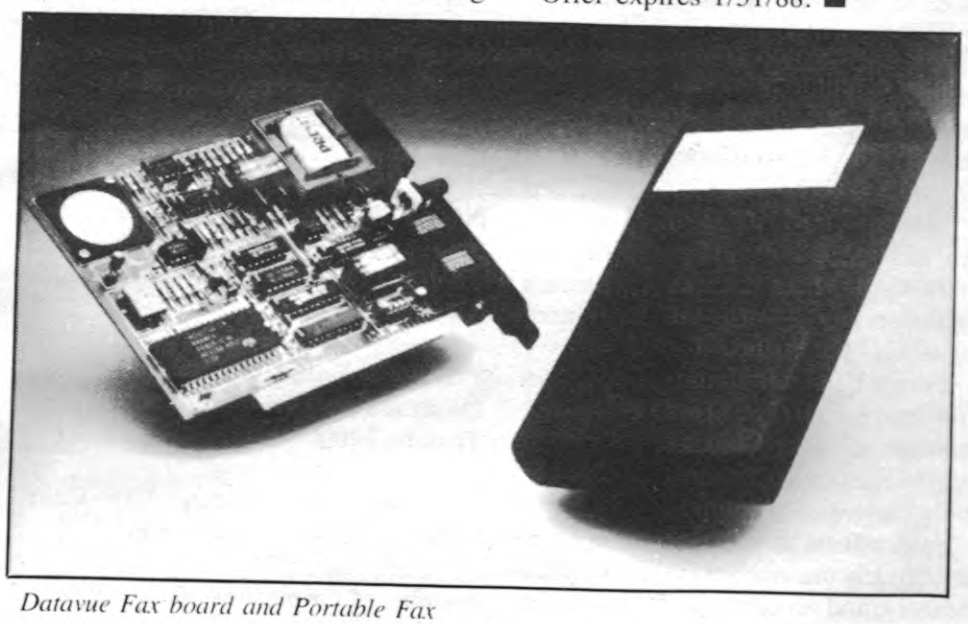
- QuadEGA Prosync or Ultra VGA Prosync for using EGA or VGA monitors with the Snap.

- MainLink II 3270 Emulation along with 3270 emulation software to interface with a 3270 mainframe computer.

To order an expansion card, Snap owners can either request it by phone through Datavue - 404/564-555 or write Datavue at One Meca Way, Norcross, GA 30093. When requesting by mail, provide name, address, phone, Snap serial number, signature and date, major credit card number if charging or check. Add $5 for shipping costs. Only one card can be purchased per computer. Allow four to six weeks for delivery.

Cards available and usual retail prices are as follows: PFX100 - Internal FAX Card, $395; PFX200 - Portable FAX Card (RS-232 hook up), $495; QC8601 - QuadEGA Prosync, $295; QCVGA - Quad VGA Graphics Adapter, 395; and MLII - MainLink II 3270 Emulation $399.

Offer expires 1/31/88. ■



Datavue Fax board and Portable Fax

Letters, Letters Letters

Datagram Co. is interested in your opinions on the laptop computer marketplace. Because of this commitment, we have dedicated a section of the publication to your letters. If you have a criticism of the industry, some praise or a question, we would like to hear it. We will print the letters that we think you would be interested in reading. It is a great opportunity for you to hear what your fellow laptop users think. Please direct your coorespondence to: Letters, Letters, Letters-Datagram, P.O. Box 956423, Duluth GA 30136. ■

Distributor Profile: Westech Companies, Inc.

Aggressiveness has its place in America's free marketplace of competition, and Roosevelt Bailey of Westech Companies, Inc., a computer/engineering distributorship, said this is definitely an important part of his business philosophy.

Two-year-old Westech distributes laptop and desktop computers, the latter being the firm's own product line, Bailey said. Western products include IBM-compatible PC-XTs, -ATs and an -XT/386 desktop.

In the laptop/portable arena, Bailey has recently begun selling Datavue products: Spark, Snap 1+1 and Datavue 25. He also carries the Toshiba T1000.

"Westech is pushing Datavue Laptops," Bailey said. "The laptop industry is really growing, and since we already have desktops, we feel the Datavue portables will complete our line of products."

Bailey's style of aggressive selling and competitive pricing may be a product of his 13 years of experience in the world of high technology.

After attending the University of Evansville in Indiana and graduating from Purdue University, Bailey worked at IBM, Hewlett-Packard, AT&T and a variety of engineering firms.

A major part of Westech's business style and ideology is evident in three areas of operation: sales structure and strategy, expansion into foreign markets and promotional activities.

Westech, Inc., located in the Hillsdale TechneCenter in Indianapolis, has four well-structured territories in Indiana and anticipates adding eight additional sales representatives soon in order to open new regions.

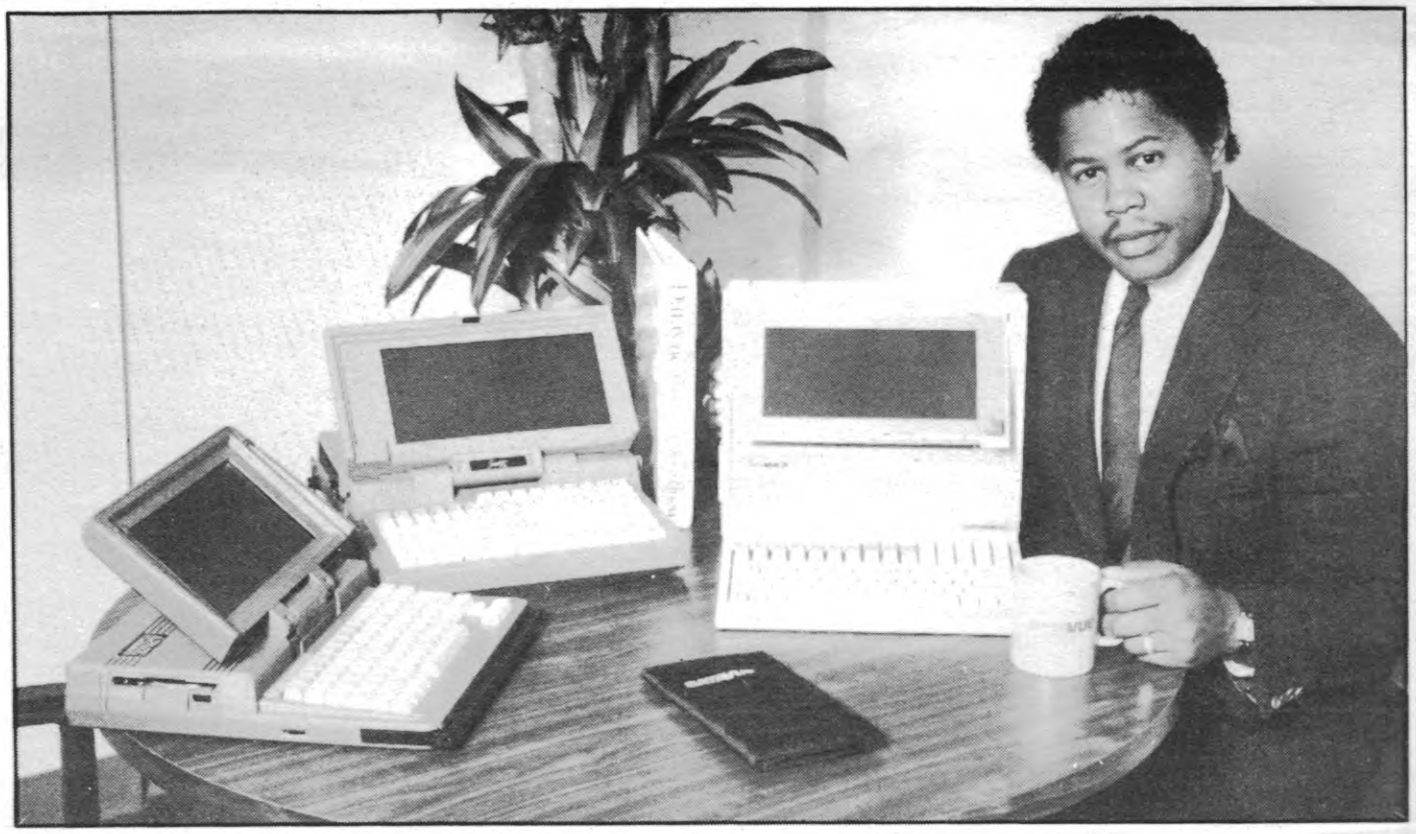
"We plan to have a National Representative to handle our nationwide marketing efforts and to place regional marketers in Indiana and the surrounding states," Bailey said.

Turner Fair III, vice president of sales and marketing, and David Roesch, manager of business system operations, help to manage the sales force and day-to-day activities of the company.

Sales efforts at Westech are not targeted to any one market in the computer industry, and according to Bailey, this is considered an advantage.

In the area of expansion, Westech hopes to break into the Canadian and European markets. Just recently, Bailey flew to London and Paris with his products. He also intends to head for New Zealand and Canada.

"I am very excited about the idea of expanding to other countries," Bailey said. "There are many people in these countries who are interested in computers, especially laptops, but there are very few companies there who can meet their needs."



Roosevelt Bailey, President of Westech Companies, Inc.

Recently, the Indiana Department of Commerce awarded Westech the honor of being included in Matchmaker '87, a program which matches high-tech American companies with foreign companies to promote positive business relationships. The goal is to establish the U.S. companies as "agents" for the foreign marketers.

"Westech applied for this honor, as did numerous other companies, and was chosen as a key high-tech company in the program," Bailey said.

This year, Westech has placed an emphasis on promotional activities. In September and October, the company hosted a blitz of activities promoting its line of products and especially the Datavue portables.

Name: Westech Companies, Inc.

Address: 6955 Hillsdale Court, Indianapolis, IN 46250, (317) 849-7998

Products Sold: Westech desktops, Datavue's 25, Spark and Snap 1+1, Toshiba T1000

Customer Type: Fortune 1000 firms; resellers; end-users; government

Number of Employees: 10

Business Philosophy: To be a full-service distributor by manufacturing, consulting, training, selling and offering customized application software. Everything a customer needs, we do at Westech, Inc.

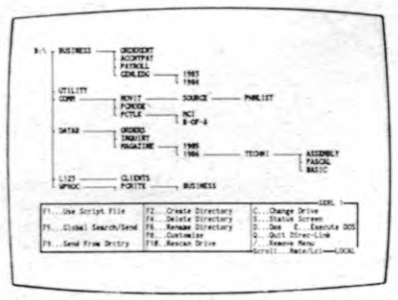
Frequently Read Trade Publications: PC Week, PC World, Computer & Software news and Computer Design. ■

Nothing beats DIREC-LINK™ for transferring files between computers

Direc-Link Version 2 is a fast, flexible, simple way of transferring files between IBM PS/2, PC, and compatibles. Send files between desk-tops—or to lap-tops. Using a visual tree diagram, you point to a sub-directory, mark the files you want to transfer, and go. It is that fast and that simple.

Check the features in Direc-Link Version 2

- ***Switched Screen/Single Keyboard Operation***—display and control both screens from either computer location.
- ***Use either Serial or Parallel Port***—whichever suits your needs.
- ***Create, Rename, Remove Sub-Directories*** using our point and shoot technique to organize your disk.
- ***Search entire disk***—locate and tag files using "wild" characters.
- ***Loads FAST—runs FAST—copies FAST***—115,200 baud in serial mode—20% to 30% faster in parallel mode.
- ***Visual Point and Tag***—use the tree diagram to select the files or use "Script" files to do it automatically.
- ***Flexible file "tagging" options***—such as tag all, tag by name, tag if changed, send only if latest, etc.
- ***Run DOS Commands*** or other programs from within Direc-Link.
- ***Context-sensitive Help Screens*** available at each step.



Direc-Link is supplied with both 5¼" and 3½" disks, and it is NOT COPY PROTECTED. Just $59.50 plus $5.00* shipping and handling. Cable wiring diagrams are included or cables can be ordered direct from Micro-Z.

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An Intelligent Systems Company

One Meca Way, Norcross, GA 30093
(404) 564-5668

Dealer inquiries invited

System requirements: IBM PC, AT, PS/2 or compatible, serial or parallel port, DOS 2.0 or later, 80 column display, 64K RAM