

## POLICY NOTEBOOK

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As of March, 1981

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MARCH (1st week) 1981 DEALER MAILING

INDEX

Beginning this month, we are including two copies of the latest Table of Contents for each of the marketing-oriented notebooks in the Dealer Library. (A Table of Contents of the Commercial Software Directory was sent previously.)

New or deleted items are flagged by asterisks in the Table of Contents. They tell you where to file each item from this mailing, and what items to pull out. Then, file this Table of Contents at the beginning of each notebook.

Besides filing new items, take a few moments to make sure you have all the items listed. If you are missing an item, check it off on the SECOND copy of the Table of Contents, and return it to Corporate Communications at Vector Graphic. We want to get you up-to-date.

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**FOR MANAGEMENT AND SALES PERSONNEL**

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Miscellaneous

Dealer management - please read these items now.

(Not intended for permanent filing in Dealer Library.)

Vector 3005 Poster - "And In Conclusion".... (2 ea.)  
Vector 3005 Ad on easel - "And In Conclusion".... (1 ea.)  
Inc Magazine (March issue) "Next Stop Wall Street" article  
News Release - "Wells Fargo Bank Extends \$1.5 million"....  
News Release - Vector 2600

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Product Information Notebook

Table of Contents  
Vector 2600 Brochures (100 copies)  
Vector 2600 Product News  
Acoustic Covers - (1/9)

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Policy Notebook

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People to Contact for Answers and Help  
Join Vector

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Advertising and Public Relations notebook

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Policy Memo - Upcoming Trade Shows

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Market Analysis Notebook

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FOR TECHNICAL PERSONNEL

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Manuals

Field Manual Update for ZCB Manual



31364 Via Colinas  
Westlake Village, CA 91362  
213-991-2302  
Telex: 194284

January 9, 1980

To: All Vector Graphic Dealers  
From: Carole Ely  
Vice President, Marketing  
Subject: Acoustic Covers

Many of you have asked for a source for acoustic covers for Qumes and TI 810 printers. Here are two sources we have found and thought we'd pass the word on:

Trigild Acousticover makes models for a wide variety of word processing printers. The Qume-compatible variety retails for \$449.00 each and is available at discounts beginning at 30%, up to 50% on quantities over 50. Over 99 is quoted as a special price. Approximate weight is 45 lbs. Lead time is 30 days. Address is 4651 Roswell Rd. NE Suite F502, Atlanta GA 30342. Telephone (404) 256-0007.

For the TI 810, contact Gates Acoustinet, Inc., PO PP, Santa Rosa, CA 95403. Delivery is about 3 weeks. From 1 to 49 the wholesale price is \$329.00 and from 50 to 99 it is \$197.40. Prices drop from that point. Weight is about 65 lbs. and it is finished in a standard grey with black trim. They will consider finishing to spec if desired.



# PRODUCT NEWS

March 4, 1981

## THE VECTOR 2600

Vector is very pleased to introduce the Vector 2600, a distinctive new member of the Vector 3 family, making a very low cost system more useful and reliable than ever before.

The 2600 is a floppy disk system with speed and capacity about mid-range between the Vector System B and the Vector 2800, yet it is less expensive and much more compact. Its two floppy disk drives have more capacity (total of 1.2 Megabytes) and are considerably faster than the floppy disk drives in comparably priced systems from other vendors.

Moreover, the 2600 includes Vector's unique "automatic error correction," the same as on the Vector 3005, the first time ever available on a floppy disk system. Because of this, there will almost never be a need to recall the backup copies of diskettes. And in the rare circumstance there is such a need, the user has greater confidence that this backup data itself is intact, as compared to any other small system.

The 2600 disk drives also feature a new simplified design, with fewer parts that need alignment, and a new rigid construction that keeps the drives aligned for longer periods. This results in fewer service calls and less work when a call does occur.

So with its low price, the 2600 brings the user greater satisfaction and more work accomplished than possible before. And because it lowers the cost of doing jobs that require about 1.2 Megabytes of storage, there are more potential users.

### Compact

A small attractive desktop module called a "MicroStor II" houses both diskette drives. (They are 5 1/4-inch drives.) The Microstor II measures about 6 by 8 inches (front view) conveniently sitting next to the Vector 3 terminal on a desktop. The Vector 3 houses all of the computer electronics, so that there are no other components. It does not need special furniture, or space for that furniture, since it fits on a typewriter desk-extension. This is a significant benefit to potential users.

(Continued on back)

**VECTOR**  
Economy Sized Computers™

31364 Via Colinas, Westlake Village, CA 91362 (213) 991-2302

### **Multifunctional**

The 2600 runs all of Vector's CP/M-compatible application and development software, such as Peachtree business accounting, Memorite III word processing and ExecuPlan video calculator, and is compatible with the wide range of CP/M software available from third parties. In other words, it has the same powerful multifunctionality of all Vector systems.

### **Double-sided drives**

The 2600 disk drives are "double-sided," meaning there is a read/write head for each side of the diskette. To make proper use of this system therefore, only double-sided 16-sector 5 1/4-inch diskettes should be used with the system. The 2600 makes double-sided diskettes appear as one continuous diskette to the user. One file can be up to about 630 kilobytes long, or up to 128 separate files and documents can be stored on any one diskette.

### **Compatible with single-sided diskettes too**

Information and software on single-sided 16-sector 5 1/4-inch diskettes CAN be read from (or written to) by the 2600. To do this, the user must carry out a simple procedure to switch one of the 2600 drives from double-sided to single-sided compatibility, and back again. Remember, however, the 2600 accepts ONLY information created by CP/M-compatible software, no other operating system.

Therefore, if CP/M compatible software happens to be available on a single-sided 16-sector 5 1/4-inch diskette, the 2600 can be used to transfer such software to double-sided diskettes, before the software is actually put to use.

### **Compatible with other Vector systems**

The 2600 can be readily used in combination with other Vector systems. For example, it is an excellent companion for the Vector 3005 because it uses exactly the same floppy disk drive. Information can be quickly transferred from one system to the other by passing diskettes. And because of the ability to access single-sided diskettes as well, information can be passed to and from any of Vector's systems that use the single-sided "Micropolis" drives.

(Continued on next page)



### **Automatic error correction**

Automatic error correction is made possible by the "DualMode" disk controller board that controls both drives. It automatically corrects almost any error that might appear in data stored on a diskette, correcting the error "on-the-fly" each time it reads the information into the computer. The information is permanently corrected on the diskette the next time the information is written back on the same or a different diskette. Though we cannot guarantee all errors are correctible, particularly when due to mishandling, automatic error correction does help eliminate loss of stored data due to contamination, wear or imperfections in diskettes.

### **Sector buffering**

In addition, because the DualMode controller board features 256-byte sector buffering that operates independently of the CPU, the 2600 can be used for certain communications and other applications which have to interrupt the CPU at any time.

### **Standard components**

Burned in and tested at the factory, each 2600 offers a 12-inch 80-by-24 screen and Selectric typewriter-like capacitance keyboard with 10-key numeric pad. Its electronics include a standard ZCB single-board computer, one RS-232C serial port, 3 8-bit programmable parallel ports, a 4 MHz Z80A processor, 56K RAM, a Flashwriter video board (providing a flicker-free display) and the DualMode disk controller board. There are therefore 2 S-100 slots left unused. Because the Vector 3 is the same core unit used in other Vector systems, upgrades and support are made a simpler matter.

### **Standard software**

Standard software includes CP/M 2, Microsoft BASIC, the SCOPE editor, the RAID debugger, the ZSM assembler and other CP/M utilities, just as with all Vector systems. Peachtree general business accounting software is an unbundled option, all five packages available as a unit for \$150 to the dealer. All other Vector applications and development software are available as well, at the same prices as for other Vector systems.

### **Printers**

Vector's QP3P (Sprint 3 with its own power supply) is suggested if a letter-quality printer is needed. Like all Vector systems, the 2600 is compatible with most serial and parallel printers on the market today.

(Continued on back)

**VECTOR**  
VECTOR GRAPHIC INC.

## Ordering

Orders are being taken beginning March 1, and shipments will begin approximately April 1. Pricing is as follows (for both U.S. and foreign purchase):

<u>Name</u>	<u>Points</u>	<u>Retail</u>	<u>35%</u>	<u>37.5%</u>	<u>40%</u>
Vector 2600	1.5	\$5695.00	3701.75	3559.38	3417.00

### Options:

<u>Market code</u>	<u>Description</u>	<u>Product #</u>
26001	110V at 60 cycles	9001-0001 00 00
26002	220V at 50 cycles	9001-0002 00 00

Pricing and availability of spare parts kits will be announced shortly.

POLICY MEMORANDUM

PEOPLE TO CONTACT FOR ANSWERS AND HELP

As a Vector dealer, you deserve the best in support from our staff. We can do this only if YOU DO NOT TELL YOUR CUSTOMERS TO CALL US THEMSELVES. Dealers that do this consistently create the impression that their own ability to support customers is lacking.

So, this list is for YOU only.

**In-house sales - new products, delivery dates, prices, shipping, ordering brochures and promotional materials, general questions, complaints.**

International and department supervisor	Phyllis McFarland	Ext. 10
Central U.S. and U.S. sales supervisor	Pat Berglund	Ext. 43
Assistant Central U.S.	Peggy Tree	Ext. 43
Southern California	Colleen Kirkpatrick	Ext. 41
Western U.S.	staff	Ext. 53
Eastern U.S.	Marion Longarini	Ext. 42
Assistant Eastern U.S.	Irene Crandall	Ext. 11

**Other business issues**

Credit and collections	Joel Lemos	Ext. 25
Coop Advertising	Donna Sim	Ext. 13
Dealer Contracts	Debbie Bustamante	Ext. 79

**Dealer services**

Dealer Mailings, Dealer Library Service	Jessica Davis	Ext. 51
Sales and Technical Training Classes	Erma Holmes	Ext. 66
Commercial Software Directory and application stories	Debbie Bustamante	Ext. 79
Competitive systems analysis	Becky McKinnon	Ext. 67

**Dealer support - software**

Note: technical questions refer to reporting software errors, asking about code, making changes, and making suggestions

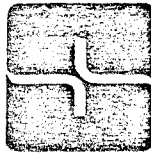
Software returns, updates, and RMA's	Connie Kramer	Ext. 65 or 68
Configuring systems, interfacing	Gary Bennet	Ext. 87
System software - operation	Gary Bennett	Ext. 87
- technical	Melody Williford	Ext. 65 or 68
Peachtree software - operation	Kim Rudy	Ext. 85
- technical	Susan Chausse	Ext. 65 or 68
Memorite & ExecuPlan - operation	Barbara Thompson	Ext. 86
- technical	Sandee Lyman	Ext. 65 or 68

**Dealer support - hardware**

Hardware returns, repairs, RMA's	Julie Bratt	Ext. 30
Hardware failures, troubleshooting	Ken Pfeiffer	Ext. 64
	Dan Olsen	Ext. 31



From: Ben Warner Jr.  
Simon/Public Relations, Inc.  
11661 San Vicente #903  
Los Angeles, CA 90049  
(213) 820-2606



FOR IMMEDIATE RELEASE

**Simon/Public Relations, Inc.**

For: Carole B. Ely  
Vector Graphic, Inc.  
31364 Via Colinas  
Westlake Village, CA 91362  
(213) 991-2303

WELLS FARGO BANK EXTENDS \$1.5 MILLION  
UNSECURED CREDIT LINE TO VECTOR GRAPHIC

WESTLAKE VILLAGE, Calif., Jan. 30, 1981--Vector Graphic, Inc., a manufacturer of integrated information systems for business and industry, has received a \$1.5 million unsecured line of credit from Wells Fargo Bank.

The line of credit has been made available at a "very favorable rate of interest," according to Lore Harp, president of the privately-held maker of desk-top computer systems. She said the funding would provide the company with additional resources for expansion and accelerated product development.

Ms. Harp noted that the new financing arrangement would add to the company's ability to support an extensive dealer network and to develop application software and programming

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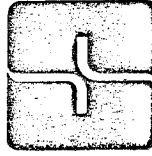
ADD  
WELLS FARGO  
PAGE TWO

aids for the growing number of small businesses, self-employed professionals and other users of Vector Graphic systems.

Founded in 1976, Vector Graphic sales have averaged between 250 and 300 percent growth every year since then. The most recent fiscal year ending June 30, 1980 recorded \$12 million in sales; projection for the current fiscal year ending June 30, 1981 is \$30 million.

# # #

From: Ben Warner, Jr.  
Simon/Public Relations, Inc.  
11661 San Vicente, #903  
Los Angeles, CA 90049  
(213) 820-2606



**Simon/Public Relations, Inc.**

For: Carole Ely  
Vector Graphic, Inc.  
31364 Via Colinas  
Westlake Village, CA 91362  
(213) 991-2302

FOR IMMEDIATE RELEASE  
March 3, 1981

PRICED UNDER \$6000, NEW VECTOR GRAPHIC DUAL  
FLOPPY DISK-BASED COMPUTER SYSTEM OFFERS 1.2  
MEGABYTE STORAGE AND AUTOMATIC ERROR CORRECTION

WESTLAKE VILLAGE, Calif.--A new small business computer system combining high speed, high capacity, high reliability floppy disk storage with a sophisticated error-correction scheme, proven Z-80-based processor and extensive software--all at under \$6000--has been introduced by Vector Graphic Inc.

The new system is the Vector 2600. Central unit is a Vector 3 console with 12-inch VDT and keyboard, a Z-80-based single-board computer and 64K memory. Mass storage units are dual, double-sided, quad-density, 5-1/4-inch floppy disks storing a total of 1.2 megabytes.

Like the Vector 3005 system that introduced the Winchester disk to the desk-top computer field, the 2600 also uses the unique and proprietary Vector DualMode controller board to interface the floppy disks to the central processor.

MORE

MORE

MORE

Brentwood Square 11661 San Vicente, Suite 903, Los Angeles, 90049 (213) 820-2606  
San Francisco Peninsula: Telephone (408) 746-0911

Based on IBM-type technology, this DualMode controller board automatically corrects up to five erroneous bits in every 256 bytes transferred from disk to CPU, eliminating errors due to disk contamination, aging, surface defects and all but the most severe disk damage.

In addition to high capacity and automatic error correction, the 2600's floppy disks also provide exceptionally high speed--three milliseconds, track-to-track, and 75 milliseconds, average access time. Disk drives feature a new type of rigid design, adding to overall system reliability.

Another DualMode controller feature is 256-byte sector buffering, enabling the 2600 to simultaneously handle interrupts and data transfers in and out of memory for communications tasks and other real-time functions.

Communications and network applications for the 2600 are feasible through its S-100 bus with an RS-232C interface port and its compatibility with all existing Vector Graphic software.

According to Carole Ely, Vector Graphic vice-president of marketing, the 2600's combination of low cost, high reliability, speed, capacity and versatile standard and optional software makes the new system ideal for first-time users. She especially cites accountants, owners of small businesses and the growing number of self-employed professionals

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who need a computer they can plug in and start using productively the day it arrives in their office.

Software provided with the 2600 includes the CP/M2 operating system, SCOPE screen-oriented program editor, RAID debugger, ZSM assembler and Microsoft Basic 80 Release 5.

Options are Peachtree business accounting software, Vector Memorite III word processing software (compatible with all common letter-quality printers) and Vector's ExecuPlan<sup>TM</sup>, the video calculator for financial planning and modeling.

More information on the Vector 2600 is available from Vector dealers or from Vector Graphic Inc., 31364 Via Colinas, Westlake Village, California 91362. Phone: (213) 991-2302.

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PRODUCT INFORMATION NOTEBOOK

TABLE OF CONTENTS

As of March, 1981

In pocket:

Qume Printwheels and Ribbons  
We Put the Pieces Together  
Qume Supplies  
A Guide To Economy Sized Computers

In binder:

- \* Insert \*\*\*\* Table Of Contents
  - Ad reprint - Introducing the Worlds First...
  - Ad reprint - Economy Sized Comp. Don't Need...
  - Ad reprint - Economy Sized Comp. Don't Carry...
  - Ad reprint - Economy Sized Comp. now come... But no matter...
  - Ad reprint - Economy Sized Comp. now come... We've got an...
  - Ad reprint - Don't play games with your company's money
- VIP brochure
- Product News - Unistor Add-On Disk for VIP
- Product News - The Vector Intelligent Partner "VIP"
- A Dynamite Partnership! ExecuPlan & VIP
- \* Insert \*\*\*\* System 2600 brochure
- \* Insert \*\*\*\* Product News - Vector 2600
- System 2800 brochure
- Product News - Dualstor Mixed Media Capability
- Ad reprint - "And In Conclusion"....
- 3005 Brochure
- Product News - Vector 3005
- System 3030
- System B
- Reprint - Computer Decisions (page 16 - News & Comment)
- Reprint - ComputerWorld - Vector System B Better Than Average
- Benchmark Report
- Several New Software Products
- You'll Remember Memorite III
- Memorite III Release 2
- Memorite III Word Processing Comparison
- Reprint Info Views "The Mass Market Micro"
- \* Insert \*\*\*\* Memo - Acoustic Covers (1/9)
- ExecuPlan Replaces Calculator, Pencil and Paper
- Business Accounting Packages
- Peachtree Software Release 3 Action Notification
- Checks To-Go Bulletin
- Sample accounts payable check
- Sample payroll check
- Sample statement
- Sample invoice

**VECTOR**  
VECTOR GRAPHIC INC.

Trinity Forms Company - Wage and Tax Statement  
Product News - BSTAM Version 4.4  
Product News - RBTE Bisynch Communications  
Product News - Statpak  
Product News - Sprint 3 Printer with Power Supply  
Product News - Vector Announces the Vector Sheet Feeder  
Data Desk and Printer Stand  
Product Memo - Acoustic Covers \* (new version 1-9-81)  
Ad reprint - Hard Sell, Soft Sell  
Software Development  
Product News - CP/M System Diskette Release 6...  
ZCB Single Board Computer from Vector  
Special Purpose Boards  
64K Dynamic Memory Board  
Memory Boards  
Video Boards  
Controller Boards  
Parts and Price Reference (2-81) (Worldwide)  
Retail Price List (2-81)

# FAILURE ANALYSIS REPORT & FACTORY REPAIR ORDER

# VECTOR

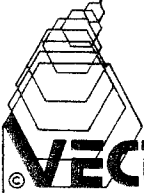
VECTOR GRAPHIC, INC.

31364 VIA COLINAS  
WESTLAKE VILLAGE, CA 91361

(0) FAR/FRO # \_\_\_\_\_

		FOR VECTOR GRAPHIC USE ONLY	
		DATE FAILED (1)	DATE RECEIVED (2)
		DATE SHIPPED (2A)	
A	CUSTOMER:		RMA # (4)
	(3)		ITEM (5)
			PART/SERIAL # (6)
	SYSTEM # (7)	IN WARRANTY? YES (8) NO	QUANTITY
B	CUSTOMER COMPLAINT/ DESCRIPTION OF PROBLEM: (9)		
C	ANALYSIS OF THE FAILURE TECH REPORT/COMMENTS: (10)		
INTERMITTENT (11A)		PARTS USED: (12)	
SOLID (11B)		TIME (13)	
SHIP VIA (14)		SIGNED (15)	
CORRECTIVE ACTION TAKEN: (16)			
APPROVALS			
MGR. OF PRODUCTION			DATE
MGR. OF ENGINEERING			DATE
MGR. OF QUALITY CONTROL			DATE





**VECTOR GRAPHIC INC.** TECHNICAL SEMINAR ROSTER FEBRUARY  
16-17-18-19/81

REVISION 2/18/81

DON SWAIN  
HOMESTEAD COMPUTER SERVICE LTD  
714-363 BROADWAY  
WINNIPEG, MANITOBA, CANADA R3C3N9  
(204) 956-2067

DAVID FREDIN  
COMPUTERLAND OF MEXICO  
INSURGENTES, SUR #667  
MEXICO 18, D F  
(905) 519-3100

JOHN PALYS  
COM SQUARED SYSTEMS, INC  
278 CHESTER STREET  
ST. PAUL, MN 55107  
(612) 291-8611

DAN HANSON  
FRANK'S COMPUTER CENTER  
562 NORTH BROADWAY  
COOS BAY, OR 97420  
(503) 269-5898

DAVID BOLIAN  
COMPUTERLAND OF MISSISSIPPI  
4328 NORTH STATE STREET  
JACKSON, MS 39206  
(601) 362-8754

GEORGE KOUTSOUBAS  
PACIFIC SOUTHWEST COMPUTER  
8155 VAN NUYS BLVD.  
PANORAMA CITY, CA 91402  
(213) 787-0345

CHARLES BERGIN  
PACIFIC SOUTHWEST COMPUTER  
8155 VAN NUYS BLVD.  
PANORAMA CITY, CA 91402  
(213) 787-0345

BOB GILLIES  
PACIFIC SOUTHWEST COMPUTER  
8155 VAN NUYS BLVD.  
PANORAMA CITY, CA 91402  
(213) 787-0345

DENNIS CHIMIENTI  
VECTOR GRAPHIC EMPLOYEE  
ENGINEERING SUPPORT  
WESTLAKE VILLAGE, CA 91361  
(213) 991-2302 EXT #

TIM FRANKLIN  
VECTOR GRAPHIC EMPLOYEE  
PEACHTREE SUPPORT  
WESTLAKE VILLAGE, CA 91361  
(213) 991-2302 EST # 46

MARK MC GINNIS  
VECTOR GRAPHIC EMPLOYEE  
PRODUCTION (DICK TATA)  
WESTLAKE VILLAGE, CA 91361  
(213) 991-2302 EXT #

DAVID BRUCE SIDRANE  
VECTOR GRAPHIC EMPLOYEE  
SYSTEMS REPAIR TECH PROD SUPPT  
WESTLAKE VILLAGE, CA 91361  
(213) 991-2302

