

WHAT'S IT ALL ABOUT?

Welcome to this – the first edition of Acorn's Dealer News. We plan to keep you up to date with news from Acorn and to cover issues that are of particular interest to you.

We will be featuring our latest product news, software reviews, dates for your diary and regular competitions.

Your opinions are valued – so encourage your colleagues to make comments, criticisms or even praise!

Write to: The Editor at the address shown for the crossword competition, also on the attached FREE DRAW card. You could win the fabulous "London Weekend" for two!



DEALER 'STAFF' CHRISTMAS DRAW

All the names of Dealership staff submitted on the attached card will be entered into our Dealer News 'staff' Christmas Draw taking place at Fulbourn Road on December 6th '91.

1st Prize is a superb hamper of Xmas fayre, luxury foods, chocolates, wines and spirits – pure indulgence!

2nd Prize is a mixed box of 6 Christmas drinks – of the alcoholic variety!

3rd Prize is a giant box of spectacular Xmas crackers full of surprises.

Ensure your staff are in the draw by filling-in the reply card – post it today!

FORTHCOMING ATTRACTIONS

* *Merchandising Acorn –
New material*

* *Learning Curve –
Update*

* *Letter of the Month*

Acorn 

TELL SID - and everybody!

SID is closing for home users at the end of September. The Fastrak and Prestel gateways will close then too. The Dealer Closed User Group will remain open for all registered dealers and Authorised Service Centres until we have a better service to offer. All dealers and ASCs will automatically be able to access the Closed User Group via the direct dial PSTN lines 0223 243642 following September 30th.

Acorn Sponsor Top Athletics Club

Acorn has signed a sponsorship agreement with Fatima Whitbread's Chafford Hundred Athletics Club.

Based in Essex, Chafford Hundred, which was formed earlier this year, features a number of famous names from the world of athletics including Linford Christie, Colin Jackson, Steve Backley, John Regis as well as Fatima.

Under the agreement the club's athletes will undertake a number of personal appearances at key Acorn events, as well as appearing in publicity material related to Acorn promotions.



Fatima Whitbread, President of Chafford Hundred A.C., was particularly pleased to have signed a deal with Acorn because of its association with schools. As she explained, "we are keen to encourage young athletes to develop, especially those from disadvantaged backgrounds. Acorn not only has an excellent track record in schools, but also its close involvement with those in society who have special needs ties in with our philosophy of being able to help those less fortunate than ourselves".

Come and meet some of the Chafford Hundred athletes at the Acorn User Show, and watch this space in future editions for more athletic activity.



ASM PROFILE



HAVE YOU SEEN THIS MAN?

Alastair France was born in Cambridge in 1963. After schooling in Buckinghamshire he studied Natural Sciences at Churchill College, graduating in Organic Chemistry in 1984.

INTRODUCING T

The newest member of the Acorn family of high performance computers is the A5000. Formidably powerful, it is designed to deliver the benefits of speed and flexibility. Whatever the requirements of education, industry, business or research, the A5000 provides the solution. It is easy to use, flexible, expandable and connectable.

SUPERSEDING STANDARDS

The A5000 now offers dealers an opportunity to focus on the special features of the Acorn range. As well as offering VGA graphics, the A5000 can use standard DOS discs, run standard DOS applications, and connect to industry printers and modems.

SOFTWARE

As is customary with Acorn computers, the A5000 is supplied with a useful suite of software including text editing, painting and drawing programs which are all now stored in ROM. The optional PC Emulator transforms the A5000 into a PC at a click of the mouse.

EXPANDABLE

As computing requirements grow the A5000 grows to meet them. Memory can be added by simply plugging in a RAM card. An additional bay is provided ready for an extra 3 1/2" floppy disc drive. Interface cards allow the connection to a range of devices - from video cameras to laboratory instruments.

PUBLISHING

The A5000 is the perfect machine for desktop publishing. Commonly used fonts are stored in ROM as

Having been 'bitten by the bug' and deciding that computers didn't smell as bad as chemicals, Alastair joined Acorn working for the Customer Services department. Specialising in hardware, networks and training, he travelled widely for Acorn, particularly to the USSR, Singapore, Australia and New Zealand. In January 1990 he bullied Terry Shurwood (Alastair is

6'5") into letting him loose in the UK sales team. Alastair now has responsibility for business in the Midlands and East Anglia (hope you have all seen him there!). As well as a keen interest in technical matters, Alastair enjoys cooking and eating, social cricket and riding a tandem - he hasn't said whether as a passenger or up front! Call him on 0836 756391

THE NEW A5000

part of the operating system. It can print using a fast laser, postscript or dot-matrix printer.

CONNECTABLE

The A5000 will add power and flexibility to Acorn open network systems.

The new Acorn A5000 will be launched to the public at the Acorn User Show in October along with the A5000 Learning Curve which will be profiled in the November Dealer News.



DEALER PROFILE

An Acorn Dealer Success Story

Digital Services of Portsmouth, (isn't there a computer manufacturer based near there?), has grown a highly successful business through dedication to quality and service. They are an Acorn Premier Dealer and the principal supplier of computers to Hampshire and West Sussex schools. Every computer sold is maintained in-house by their high-tech maintenance department, which is one of Acorn's warranty repair centres.

Digital's professional approach to customer care is demonstrated by their modern showroom, where customers and prospects attend regular presentations in air-conditioned comfort.

Digital is particularly proud of its networking ability, having Econet, UNIX and Novell, as well as their own cabling department which regularly installs Econet, Ethernet, RS232 and Token Ring systems.

An interesting project currently is the linking of a campus-wide network, comprising six bridged Econet networks and a 10 station Acorn Ethernet, to a new Ethernet system running SIMS on IBM compatible computers under Novell Netware. Stephen Taylor, Digital's Sales Director commented, "with Acorn's open systems products such as TCP/IP and NFS, we can now link Archimedes computers to networks from almost any other vendor."

Alongside hardware services, Digital is developing a reputation as a software innovator following the release of their Squirrel Database product which runs on Archimedes and Econet networks.

Digital Services can be contacted on: 0705 324934

IMPORTANT DIARY DATES

SEPTEMBER	28th	Dyfed Computer Day	Carmarthen	
	30th	Acorn Dealer Roadshow	Edinburgh	Scandic Crown Hotel
OCTOBER	1st	Acorn Dealer Roadshow	Manchester	Ramada Renaissance Hotel
	28th	Acorn Dealer Roadshow	Cardiff	Copthorne Hotel
	28th	Acorn Dealer Roadshow	London	Heathrow Park Hotel
	11-13th	Acorn User Show	Wembley	
	25th-26th	Stourbridge Micro Show	Stourbridge	
NOVEMBER	1st	Learning Curve Advertising • National Press • TV Regions; Granada, TVS, Yorkshire November-December		
	25th	Educational Roadshow	Lancashire	
	26th	Educational Roadshow	Nottinghamshire	
	27th	Educational Roadshow	London	
	28th	Educational Roadshow	Hampshire	
	29th	Educational Roadshow	South Glamorgan	



SOFTWARE REVIEW

ILLUMINATING STUFF FROM SHERSTON

Newly released from Sherston is **Hilighter**, an exciting and easy-to-use information management system that allows the presentation of text and graphics in an accessible way - by using a highlighter!

Just imagine creating a 'page' or screen of whatever text and pictures you like and then linking this with up to 9 others by using coloured highlighters. By then simply pointing at the highlighted area and clicking the mouse, the linked 'page' or screen appears.

Hilighter comes with several 'folders' to illustrate its enormous potential, but the benefit, to schools in particular, is the ability to create 'folders' covering any curriculum subject.

For more details contact Sherston Software on 0666 840433

NEW WARES FROM CLARES

Schema 1.15 is a new version of the old favourite with bugs fixed from earlier versions, and many new enhancements. Loading of large sheets is quicker, as is printing and **Schema** includes features requested by users.



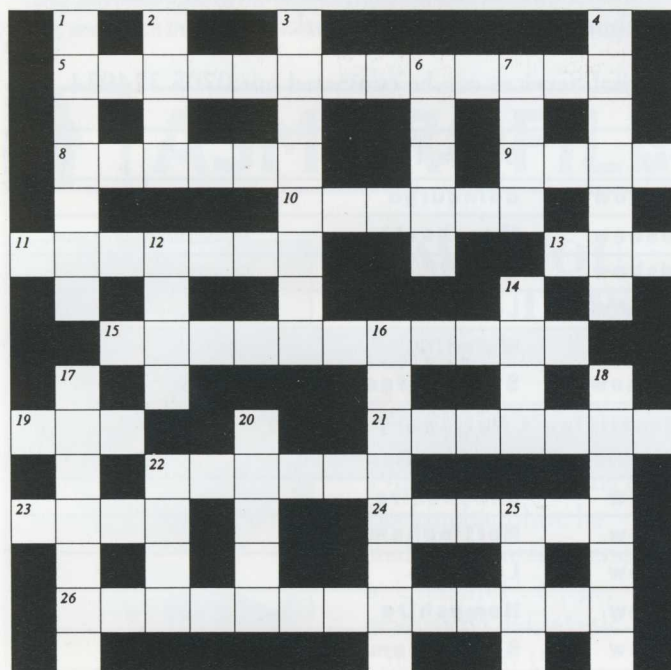
CROSSWORD CORNER

Our crossword competition for Edition 1 is sponsored by **Clares Micro Supplies of Northwich, Cheshire.**

David Clare is giving 2 packs each of the latest releases of **Schema** and **Render Bender II**.

Hurry, get your entry in! The first four correct entries received will be awarded a prize.

Send your entry to: **Clares Crossword Competition, Swifts House, Kimbolton Road, Stow Longa, Cambridgeshire PE18 0TR.**



The price remains the same and dealers can have old versions updated by returning the original PROGRAM DISC to Clares - not us!

Render Bender II is an exciting new graphics package. A powerful suite of programs allows the generation of three-dimensional, ray traced pictures and animation. It is fully RISC OS compliant and even traces in multi-tasking mode.

A front-end program, **Illuminator**, allows scenes to be drawn and text added. Objects can be animated manually using "inbetweening", or by assigning formulae to the objects.

For more information contact Clares direct on 0606 48511

SALES NEWS... SALES NEWS... SALES NEWS

Tracy Bottomley from our Sales Office sends regular mailshots to you with information covering, products, pricing and promotions. Recent mailings contain important news on:

- AUGUST 7th.** New Acorn Software Releases
Acorn Software Directory Opportunity
- JULY 25th.** Clarification of the A3000 Special Access Scheme
- " 10th.** PC Emulator 1.6 release

CLUES

ACROSS

- 5. A3000 bundle (8,5)
- 8. Shocking build up on the monitor? (6)
- 9. Manufacture (4)
- 10. Type of portable, bigger and heavier than a notebook (6)
- 11. Leading PC DTP package - VAT rune (anagram) (7)
- 13. PC operating system (3)
- 15. Company that buys from the manufacturer and sells to the dealer (11)
- 19. 8 make a byte (3)
- 21. Like vodka, caviare and a suicidal sort of roulette (7)
- 22. Hardware device to protect software from being copied (6)
- 23. Lazy (4)
- 24. The Bs of PCBs (6)
- 26. Productivity tool for preparing text - e.g. 1st Word Plus (4,9)

DOWN

- 1. Group of networked computers (7)
- 2. Raw computer information (4)
- 3. Sir Clive of the Spectrum and C5 (8)
- 4. Not a portable computer (7)
- 6. Prickly desert plants (5)
- 7. Type of steak (4)
- 12. One of an identical pair (SKL44) (4)
- 14. Manager (4)
- 16. Riding without a saddle (8)
- 17. The W of a WIMP (7)
- 18. Music Editor that comes with RISC OS (7)
- 20. Spoon (anagram) (5)
- 22. Expensive (4)
- 25. Sort of processor, like the ARM (4)

Every effort has been made to ensure that the information in this newsletter is true and correct at time of going to press. However the products described in this newsletter are subject to continuous development and improvement and Acorn Computers reserves the right to change their specifications at any time.

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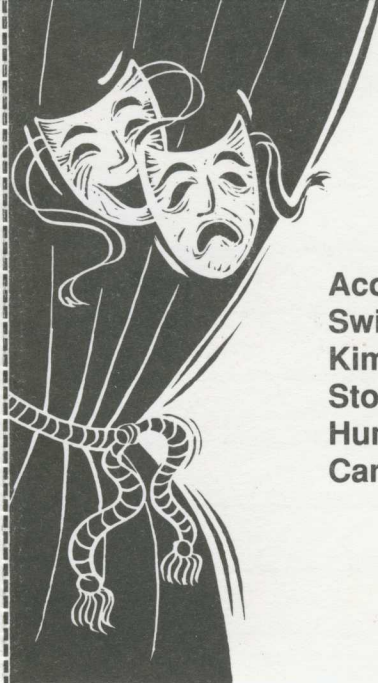
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IN OUR FREE DRAW

Prize includes: 2 return rail tickets
(nearest mainline station), 1st
Class London Hotel, 1 night with
breakfast. Top West End show
(best available seats). After show
supper with wine and coffee.

SEE OVERLEAF FOR DETAILS



Please
affix
stamp
here

**Acorn Competition
Swifts House
Kimbolton Road
Stow Longa
Huntingdon
Cambs. PE18 0TR**

Acorn 

Please send copies of Dealer News to the following members of my staff:-

1. _____
2. _____
3. _____
4. _____

Dealer's Name _____

Address _____

Post Code _____

HOW TO ENTER

Simply fill-in opposite the full names of at least three members of your staff who you feel would benefit from and enjoy reading Dealer News. Complete the card with your name and address and return it by October 9th 1991.

RULES: Instructions form part of the rules; The Draw is free to enter, no purchase required. The Draw is not open to employees of Acorn Computers Ltd., their agencies or anybody connected with the Draw. Entrants must be principals, or employees of, authorised distributors or dealers of Acorn Computers Ltd. products.

The prize is not exchangeable and no cash alternative is offered. No correspondence can be entered into with regard to the Draw decision.

The first card drawn on October 11th will be deemed the winner, assuming it complies with the rules. The winner's name will be published in the November Dealer Newsletter.

Closing date for entry Wednesday October 9th '91.