



The new corporate headquarters of SAGE Computer Technology in Reno. The 30,000 sq. ft. manufacturing plant is to the rear.

Record Growth Continues

SAGETM Computer Technology finished the first six months of 1983 with records in sales and production. June marked the company's first \$1 million month and continued the 25% growth rate recorded every 30 days since beginning production in the summer of 1982.

To keep up with the demand, the company moved into a new 50,000 square-foot facility in April. The corporate headquarters in Reno, Nevada now provides office space for an expanded Market Support and Sales division. But three-fourths of the building is devoted to Manufacturing and Research & Development. This added space means that despite the rapid increase in orders, deliveries have remained on schedule.

The expansion will also allow automation of many assembly procedures and provide for the addition of sophisticated new test and design equipment later this month.

Our year began with SAGE entering several new areas. The Boston Divisional Office opened with a full support staff in February. Now several similar offices are planned for major cities throughout the USA by the end of this year. Additionally, increases in overseas sales prompted the formation of a successful International Marketing Division.

The growth brought many new faces to SAGE. In January there were two dozen employees, now there are that many in Marketing alone, with another 60 spread from Customer Support to Software Development.

Best of all, the energy level here is still high. It seems that every day we're being asked to review new and exciting software for the SAGE IV. As company president Rod Coleman said, "I was really surprised when we finally sold \$1 million in June; but on the other hand, I often wonder why it's taking so long for the country to discover that the SAGE is simply a better mousetrap."



PM hostess Janette Francis talks with SAGE President Rod Coleman.

PM Features SAGE

The nationally syndicated television show, *PM Magazine*, featured SAGE Computer Technology and founder Rod Coleman last month. The 6-minute piece concentrated on the success of the SAGE II and of Coleman's rise from a high school dropout to head of a high-tech corporation.

PM hostess Janette Francis and her camera crew spent almost 12 hours at SAGE followed by two weeks of editing and production. While Coleman was the main subject, the micros got plenty of exposure, including a side-by-side comparison with an IBM PC.

As Ms. Francis said, "It's clear to see that the SAGE is running a lot faster than this computer from IBM". That's something we've been telling everyone all along.

Leave it On?

To power down, or not to power down; that is the question. In other words, is it worthwhile to turn off your SAGE when you're not actively processing data?

It seems to be an accepted fact that the hardest time in the life of any high-tech gear is the on/off cycle. If you leave a system charged, it will suffer less stress. Theoretically it should last longer. As an operator, you must balance that greater life expectancy against the increased energy consumption.

Fortunately with the SAGE, the economics are not too severe. Left in the Command State, a full-blown SAGE IV draws 0.63 Amperes. That's roughly the equivalent of a 75-watt light bulb left burning. You'll also have to look up similar power figures for your individual terminal/printer combination in the respective owner's manuals, but most have low consumption figures (Televideo 925 - 55 watts).

However, one word of caution about terminals, if you do not have an automatic screen time-out function, you could "burn in" the Command Line on the phosphor surface. Lowering the contrast is an excellent compromise versus a complete shutdown.

Good Reviews

"A 16-bit computer that defines high performance".

That's the headline that *Popular Computing* used for their review of the SAGE II this month.

The four-page article by Alan Freiden and Tom Woteki appears in the August 1983 issue and features a 512K machine with dual floppies. We couldn't have written it better ourselves, as they highlighted SAGE's speed: "... twice as many bits per data item, twice as many instructions executed per second — simple deduction says the SAGE should be four times faster than other personal computers..."

The only shortcoming the authors cited was, "We can't recommend the SAGE II to the beginner or to users whose most demanding application is word processing". But they turned that into praise by following with, "On the other hand, it is an excellent choice for an individual or business with computer expertise and the need for a real work-horse".

Next time someone says they've never heard of SAGE, show 'em *Popular Computing*.

Dead Bugs

Has the cursor suddenly vanished right in the middle of a spreadsheet? We found a bug in the early versions of the Timberline Spreadsheet package. The problem affects TeleVideo terminals only, and has since been corrected. You won't be able to correct it with just a new TV. Spec file. You'll need a complete Update which is available through SAGE. Only software shipped prior to March 22, 1983 is affected.

New Dealers

The number of authorized dealers throughout the country continues to grow. Welcome to SAGE:

TIP MICROCOMPUTER IMPLEMENT

Hassan El-Sayes
223 El Cajon Blvd. #314
San Diego, CA 92104
(619) 692-2090

SCIENTIFIC EXPLORATION, INC.

William S. Davidson
405 Urban Street,
Suite 312
Denver, CO 80228
(303) 989-7970

PALINDROMIC SYSTEMS, INC.

Michael P. Odom
1701 N. Greenville,
Suite 712
Richardson, TX 75081
(214) 669-2465

IOTC, INC.

Paul H. Pownall
910 Sully
Laramie, WY 82070
(307) 721-5818

UNIVERSAL COMPUTER PRODUCTS

Chet Wolter
4535 SE Washington Street
Milwaukie, OR 97222
(503) 659-6674

New Software For SAGE Micros

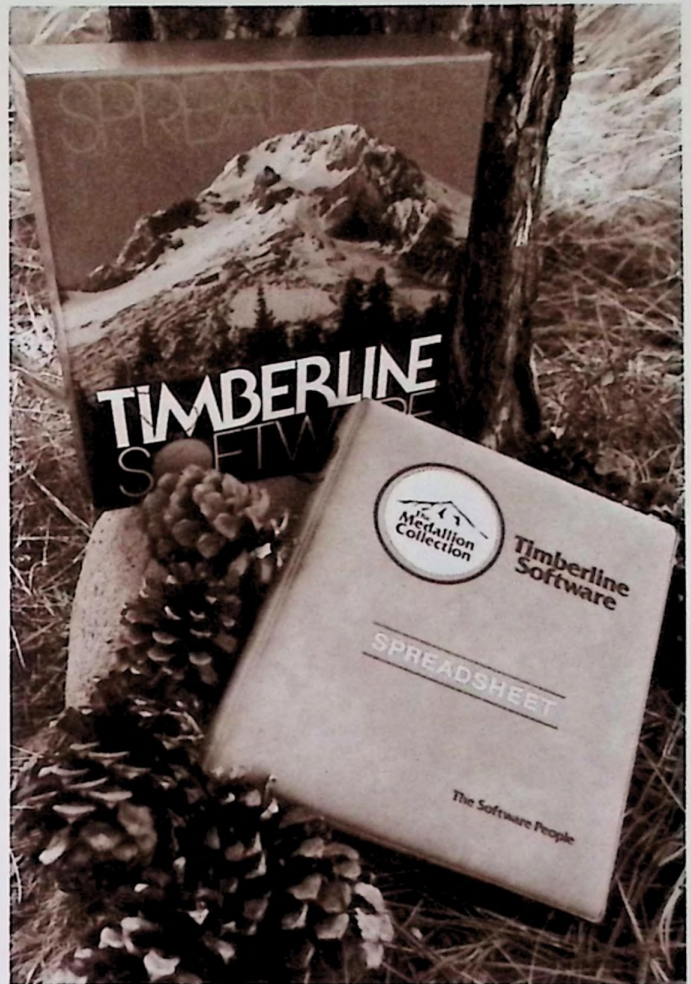
Several recent studies have suggested that two of the most important software tools for business were word processing and a spreadsheet. That's exactly what will be included as part of every SAGE IV shipped after July 1.

SAGE Computer Technology recently finalized arrangements with Timberline Systems, Inc. to package their "Timberline Spreadsheet", and with Micro Research & Development for similar use of their WORD/7 Text Processing System.

Both products bring a new dimension to our system. The spreadsheet is one of the best around. It offers a great deal of flexibility in formatting with a 200 by 100 matrix. Running on the 68000-based SAGE IV, the speed is almost unbelievable. It's the kind of performance that users of the more famous "Visi" products will envy. Timberline is also in the process of adding a complete financial package that will interface with their spreadsheet in the near future.

While the p-System has its own built-in text editor, the WORD/7 system will be a boon for those with correspondence work. Some important features are left and right justification, block transfer, print formatting and keyword substitution. Best of all, the documentation is straightforward, making learning a matter of hours instead of weeks! Utilities included allow easy setup, regardless of your terminal/printer combination.

Either of the new packages may be added to your existing computer. The Timberline Spreadsheet retails for \$390 and WORD/7 is \$300. The price includes documentation. Both are available through any SAGE Computer Technology dealer.



大 資 大 出 擊 !
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In case you missed the show, the SAGE IV was a big hit at COMPUTEX '83. The 4-day exposition was held in the World Trade Center in Taipei, Taiwan. What drew the attention was a demonstration of word processing. It seems that the SAGE was the first true 16-bit supermicro to use a full Chinese character alphabet.

Hextar Systems Corporation distributes SAGE Computer Technology products in Taiwan. They report that 80,000 visitors attended the show which ran from June 21st through the 25th. Interest in the SAGE was largely from the educational and scientific community. As domestic users have already discovered, the speed and performance of the 68000 design make the SAGE an excellent development tool in either discipline.

Halfway across the world, SAGE also drew good reviews in Germany at the U.S. Computer Show in Cologne. Our dealer there, MM Computer, reports attendance at 50,000 for the three-day event.

To date, over 30% of SAGE sales are export; due in large part to the machine's initial acceptance in the United Kingdom. With strong promotion by distributor TDI, SAGE has risen to a position of prominence. Last February, *Personal Computer World*, Britain's leading micro magazine, featured the SAGE II on a cover story that ran five pages.

Questions and Answers

Are you going to drop the SAGE II?

Yes and no. Our newest price list does not list our famous low profile SAGE II. But it's not really gone. Because of some customer confusion between the two products, we renamed the II to a SAGE IV without the Winchester hard drives. That's what it really is, and we hope the name change makes the point. There is one thing missing, and that's the 128K bytes of RAM memory. To make things easier for the guys in the factory, the smallest SAGE you can now buy comes equipped with 256K bytes of RAM.

Is the new SVS FORTRAN running under CP/M-68K better than the p-System FORTRAN you used to offer?

You betcha! First off, it's a full implementation of FORTRAN 77, not just a subset; and secondly, it's a whole lot faster. In some early benchmarks we've seen, it runs more than four times faster than the p-System version.

Do I have to clean the heads on my floppy drives?

Yes. Dirty heads will impair read/write ability and could cause diskette damage. There are a number of good kits on the market including the Verbatim Datalife and the Scotch 7440 kit. How often to clean is a matter of debate. The makers of cleaning kits say once a week. Our Customer Support people recommend a clean every 40 hours of use. But the technical types in R&D say they run 6 months without encountering difficulty. Take your pick.

Customer Support

By Chris Dunlap

For those of you that have a copy of the SAGE multi-user BIOS diskette, you should know that right now there are two slightly different versions of SAGE4UTIL. The copy that comes on your multi-user diskette is different from the standard distribution copy in two respects:

The SAGE4UTIL program provided with Multi-User does not allow the on-line changes to the BIOS as the regular distribution version does.

Secondly, each program has a different bootstrap routine. The difference between the two is that bootstraps of the single-user variety have the characters BOOT as the first four bytes of the program, while the bootstraps of the multi-user variety have the characters MUBT. We have not yet released a standard bootstrap utility (a routine within SAGE4UTIL) which would allow you to use either one. Using the wrong copy of the SAGE4UTIL program to transfer a bootstrap will get you an error message saying that the file you specified is not a bootstrap program. We'll fix the problem with our next release, but until then, make sure you're using the right SAGE4UTIL.



Jim Kinchley



Chris Dunlap

People

New division manager **Jim Kinchley** will head SAGE's 5-man Boston office which opened last February. Kinchley joins SAGE with an extensive background in sales and service. Most recently he was General Manager for Hamilton Micro Systems for the last three years. His immediate goals are to establish a strong dealer network in the Boston area and to launch our east coast Customer Support office.

A familiar voice to many customers is that of **Chris Dunlap**, Customer Support Engineer in Reno. Despite his youth, Chris is a SAGE veteran working his way from Assembly Technician to Engineering. He says that using the telephone to solve user problems is a real challenge. "It's tough when you're not there to see what's happening, but I've learned an awful lot by visualizing the customer's predicament. That's resulted in many product improvements."

Help Wanted

SAGE Computer Technology currently has openings for the following personnel:

Software Product Manager

Individual must have experience using p-System software and possess the ability to select the appropriate software for use on 68000-based microcomputer systems. Marketing and product control of the selected software will be a primary function in this position.

Programmers

These positions require knowledge of 68000 assembly language. Experience in UCSD p-System, CP/M, Pascal and "C" is desirable.

Please forward resumes to Serena Sigl, c/o Personnel Office, SAGE Computer Technology, 4905 Energy Way, Reno, NV 89502.

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