

**DEL MAR AVIONICS**

TO: C. Sanctuary, Senior Vice President

NO.: ENG-175-82

FROM: R.I. Cherry, Vice President, Engineering

DATE: July 27, 1982

SUBJECT: MODEL 1981 - EXPANDED CAPABILITY

Ref: Memos, ENG-351-82 &amp; MKTG-095-82

cc: B. Del Mar, J. Hammond, D. Anderson, D. Johnson, D. Squires.

The Model 1981 could also be used for business, word processing or as an ELLESTAD system, but it requires a few additional items. To make the computer operate with a universal operating software system requires CPM. The present printer is not acceptable for any other applications, therefore, must be replaced. It would appear that most users of a Model 1981 may need a word processor and it can be used as one. Word processing systems typically cost \$10,000.00 to \$20,000.00, therefore, this seems like the most likely addition that could be added as a sales feature and at very minimal cost.

Wordstar is a universal word processor that is very powerful and operates on a microcomputer. Dedicated word processors use computers also, but they are designed in general to work faster and have dedicated keys on the keyboards for most functions. Wordstar uses a standard low cost CRT and does not have dedicated keys, but the overall operation is similar. Also, Wordstar can use an optional program called "Spellstar" with its 20,000 word dictionary to check documents. The Engineering secretaries use both Wordstar and Spellstar and they do an excellent job.

Another program that adds universal appeal to the computer is a row-column calculator sheet like visicalc that Jim Bechler uses. Under CPM you can purchase "Calcstar" which is a companion program to Wordstar and Spellstar. This should be offered as an option.


Because programs and printers have to be matched, some program configurations and check-out must be done. This can generally be done by the user, but it would initially save a lot of problems if all systems were first configured and checked out by Engineering. If we only offered CPM and advised the customer to buy Wordstar, he might have a problem configuring it to the system and to a particular printer. The manuals cover this, but some familiarity with computers is also required.

Because of the above problems, the "Standard" minimum system is suggested for users not familiar with configuring programs for computers.

		<u>Eng. Hours</u>	<u>Material Cost</u>
STANDARD -	1. CPM disc operating system.	2	\$250.00
	2. Cable - to another printer.	1	\$ 25.00
	3. Printer - EPSOM 80.	-	\$400.00
	4. Paper - box of 3000 sheets.	-	\$ 30.00
	5. Wordstar disc configured on CPM disc.	1	\$350.00
OPTION -	1. NEC 7730-2 Word Processing Printer in place of item 3.	1	\$2,700.00
	2a. Switch box - to select either the standard 1981 thermal printer, or, the word processing printer rather than going behind the 1981 and plug- ging in a different cable (INMAC P/N 372-2NB).	1	\$195.00
	2b. Cable for use with 2a (INMAC P/N 310-2NB)	-	\$ 40.00
	3. Ellestad Program - Requires CPM and can work with standard thermal, EPSOM or NEC printers.	1	(price of CPM) \$250.00
	4. Spellstar disc - configured on CPM with Wordstar.	1	\$200.00
	5. Calcstar disc configured on CPM.	1	\$250.00

NOTE: Most software discs, other than CPM (which is specially configured for us), can be purchased for 30-40% off when it is for resale from Software Distributors: Phone 213)559-9330.

The attachments show three sources where users can buy software direct, other than the CPM software, which only Del Mar can configure for the 1981.

  
R.I. Cherry

RIC:rb

attachments