

BUSTALK

JUNE 1986

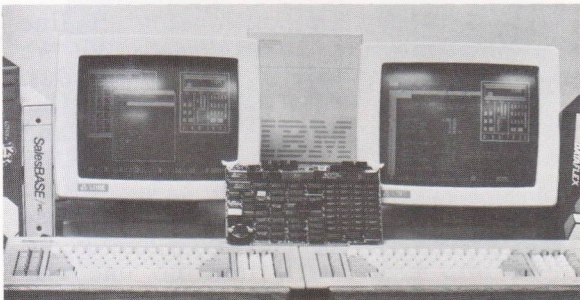
NEW PRICING EFFECTIVE JUNE 1, 1986

ICM is pleased to announce a new pricelist that will increase your profitability. Also enclosed is the "Systems Integrator Survey", designed to give you the customer, a voice in determining how ICM will support you in the coming years. From the survey, a new Systems Integrator agreement will be formulated, improving ICM's support structure. ICM's intent is to give its resellers the marketing and service support they need in the most profitable manner.

ICM believes we all need to work together in a business strategy directed towards gaining a greater share of the marketplace over the long term. This will build a stable business that will withstand the ups and downs of the industry that we have all seen over the past four years.

NEW PRODUCTS

The speed of the CPS-B6A has been upgraded to 8 MHz (now called the CPS-B8A). Only one megabyte versions of our 16 bit product line are now available. Check your new price sheet for other reductions.



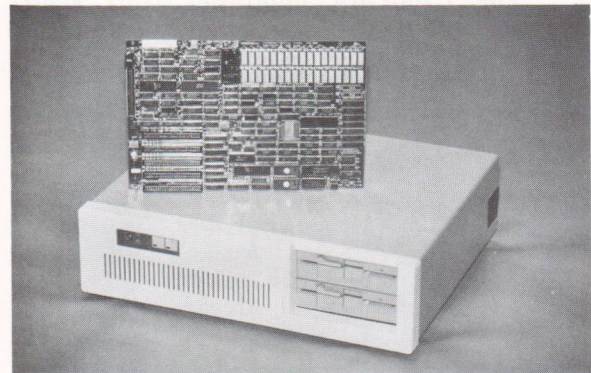
CPS/MS-1000 (PC Compatible S-100 Bus Network Processor Package)

Now, for the first time, TurboDOS™ users can run IBM PC-DOS software on the S-100 bus. ICM's CPS/MS-1000 package runs the most popular PC-DOS™ programs like SIDEKICK™, LOTUS 123™, and

WORDSTAR™. It fits existing ICM S-100 systems without a LAN hook-up, and has low entry requirements for the TurboDOS systems. MS-1000 software runs on ICM's new CPS-16F, a one megabyte Network Processor (Slave). The CPS-16F communicates via RS-232 to the ICM M/STER terminal and displays the complete 256 IBM graphic character set.

A total solution package includes ICM's exclusive MS-1000 software, CPS-16F one megabyte Network Processor, ICM M/STER PC compatible terminal, TurboDOS/PC, and PC-DOS, all for a List price of only \$1,995.00 RETAIL!

IT'S ABOUT TIME THAT PC-DOS
SOFTWARE RUNS ON THE S-100 BUS,
ISNT IT!



WS-286 (High Speed PC Workstation/Filesaver)

ICM's PC compatible 80286 based workstation/filesaver reduces entry level costs of networking. Designed with the most common components used by both fileservers and network workstations all on one board.

Our WS-286 contains all the common local area network components like ARCnet™, SCSI, 1 MB RAM, and 5 expansion slots. Placing all these components on a single board reduces your integration requirements, repair costs, system complexity, and your need to stock multiple costly inventory components.

In particular, the on-board SCSI controller provides an easy interface to ICM's single board disk and tape controller, so the WS-286 can be used as a fileserver or a fast and inexpensive diskless workstation. The WS-286 supports both Novell and TurboDOS Operating Systems.

The WS-286, functioning as a network workstation, runs at 10 MHz, over twice as fast (11.5 on Norton Utility) as the IBM AT™. The five expansion slots are synchronized with the CPU to operate at 4.77 MHz allowing full XT™ expansion card compatibility, while the processor operates at full speed with no wait states. The WS-286 fits into standard IBM-XT type enclosures with no software or hardware modification. ICM supplies this product either with or without an XT type enclosure.

Scheduled for release July 15 the WS-286 is sure to be one of ICM's "hot-test" products.

CPS-Q6A and CPS-216 (Multi-Processor Boards)

These compact products open a myriad of new opportunities for S-100 Bus System Integrators. In addition to placing multiple users on a single board, these innovative products require less power and cost less per processor.

The CPS-Q6A combines four 8-bit network processors on a single board, each designed to run at 10 MHz with 128K RAM per processor. Until the 10 MHz chips are available from the manufacturer the operating speed will be 6 MHz.

The CPS-216 offers two 16-bit network processors on one board, each operating at 8 MHz with 256K RAM per processor.

A one time offer of 50% off list will be given to all dealers for the purchase of a demo unit. Delivery of these products should begin in mid-August.

PRODUCT UPDATES

We've had many inquiries about the current version of TurboDOS, 1.42. 1.42 supports record and file locking for both MS-DOS™ and TurboDOS/PC. Prices to update from the previous version are listed in the software section of the price sheet. TurboDOS Version 1.43 is now in Beta Test. It includes all patches developed for 1.42 plus enhanced record and file locking compatibility. By using the 16-bit Master's memory more efficiently, 1.43 allows more files to be open at one time.

OTHER PRODUCTS ON THE MARKET

ATTACH

Have you ever wished you didn't have to switch cables to move from an 8-bit processor to a 16-bit? Have you ever wanted to do away with your switch box? Could you use more processing power located across the network? If you've answered yes to any of these questions, ATTACH is your answer. ATTACH Software easily installs in the TurboDOS Operating System, and allows you to use any resource in the network to which you are attached. Some examples are as follows:

ATTACH allows remote modem access from any console on the system.

In a classroom setting the instructor can attach to any or all students' workstations while demonstrating a particular program, or help an individual student solve specific problems from the instructor's terminal location.

For field diagnostic use, you can access a customer site via modem and run test or diagnostic programs on the customer's computer, monitoring the results from your office.

Only one copy of ATTACH is required per network system, at just \$150 RETAIL!

NETWORKING INFO

Novell is the fastest growing PC network operating system and ARCnet is the fastest growing network interface. Now you can get both from ICM. Over 40% of our LAN-PC sales have gone to Novell users. Why? ICM's ARCnet controller for the PC is the only interface board that runs reliably at speeds over 8 MHz.

ICM offers the most complete line of ARCnet interface cards and HUBS. We have LAN controllers for S-100 Bus, Zenith, and any IBM PC-Bus compatible machines. Four port passive HUBS and either two or eight port Active HUBS are now available. Now you can get components from ICM that no one else offers, allowing you to integrate computers into a network that no one else can. In addition, our LAN products offer reliability and performance at less expense than any others on the market today.

We would appreciate your comments on Novell as a future operating system to integrate S-100 systems into various networks.

ICM EXPANSION

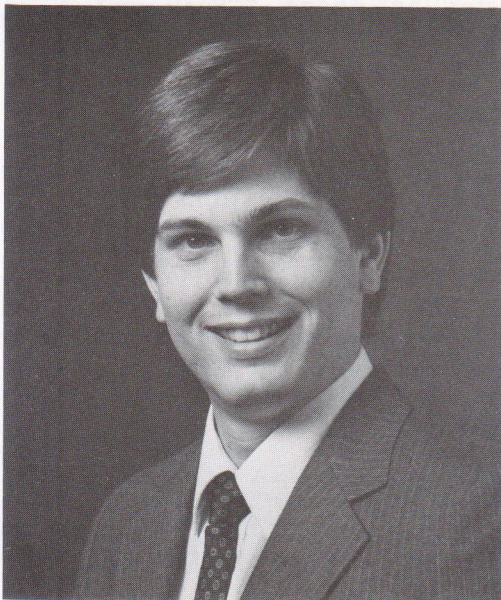
ICM continues to grow in a profitable fashion, and to meet the growing needs of our company we have acquired an additional 15,000 sq. ft. of office space, allowing a much needed expansion. Our move was completed in February, and the new facility is located at 4020 Leaverton Court directly across the street from our 4015 Leaverton Court building. Call (714) 630-0964 for invoicing, shipping, or administrative matters; for marketing, sales, or technical support call (714) 630-3714.

NEW ACQUISITION

During the past year, ICM purchased MultiMicro Computer (MMC) of Huntington Beach, California, a systems house which utilized exclusively the ICM product line. MMC is the second company ICM has purchased over the past year.

NEW PERSONNEL

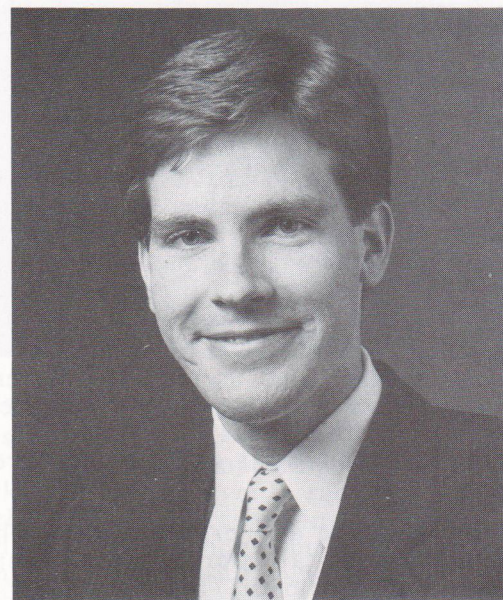
One of the main objectives for purchasing MMC, along with their assets, was to add experienced personnel to the ICM team.



Marc Leavitt - One of the assets ICM "acquired" through the MuSYS transaction is Marc. His specialty is Operating System level programming. Marc has recently been appointed ICM's Director of Engineering.



Ernest H. Wassmann - Ernie brings 17 years of industry knowledge and exclusive multi-processing experience in both hardware and software to the team. Ernie's charter at ICM is to concentrate on the development of a concise marketing plan to place ICM and its customers into the mainstream of the Micro marketplace. Ernie gives ICM the necessary marketing and sales expertise to strengthen our marketing awareness and focus in the industry.



David Boggess - Dave will head up the new sales department, and brings "cutting edge" techniques in marketing as well as sales from the PC world. His five years of senior sales and management experience will be an asset to both ICM and its dealers. Dave holds a degree in Marketing from Texas A&M University.

OTHER NEW PERSONNEL

John Lauber - John's past developments for ICM include the ARCnet TurboLAN™ drivers and the PCD-PC Disk Read/Write Utilities. His recent software developments are MS-1000 and ATTACH. We anticipate many more exciting products from John.

Anne Wang - Anne joined the ICM technical support team in January 1986, and has been providing customers with concise answers to their support questions ever since. Anne holds a B.S. degree in Computer Science from California State University, Fullerton.

Kathy Riggs - Prior to her employment at ICM, Kathy headed up the Technical Writing Staff at American Edwards Laboratories, where she was employed for ten years. Kathy's technical writing experience will greatly enhance ICM's manuals and user guides.

Paul Dietrich - This new member of technical support comes from six years of Naval hardware integration. Paul has outstanding knowledge and skills in hardware service, and will be an "Ace in the pocket" of all ICM dealers.

BULLETIN BOARD SYSTEM

The new BBS phone number is
(714) 632-8750

Our Bulletin Board System is alive and well and is available for your use 24 hours a day. If you have used the system previously, if you have been upgraded to a registered user, which allows you to leave messages to the other users, upload, or download files. If you are a first time user of the system, you can leave a message to the System Operator in the ideas "I" function to let us know you want to be a registered user.

If you have any problems using the bulletin board, call our technical support staff at (714) 630-3714.

TurboDOS is a trademark of Software 2000, Inc.
PC-DOS, IBM-PC, AT, XT are trademarks of International Business Machines.
Sidekick is a trademark of Borland International.
Lotus 123 is a trademark of Lotus Development Corporation.
Wordstar is a trademark of MicroPro.
ARCnet is a trademark of Datapoint.
TurboLAN is a registered trademark of InterContinental Micro Systems Corporation.

TRADE ORGANIZATIONS

We would like to recommend that everyone actively involved in the S-100 marketplace get involved in SITA.

S-100 International Trade Organization
P.O. Box 12881
Raleigh, N.C. 27605

As mentioned in our COMDEX/Fall Overview Newsletter, SITA was organized during COMDEX/FALL in Las Vegas. Its purpose is to perpetuate the S-100 industry. ICM is one of the Charter Members of this organization.

MISCELLANEOUS TIDBITS

JACK SCREWS

Ever wonder why we don't ship jack screws to mount personality boards? Well, now we do, and at no extra charge.

TURBODOS/INTEGRATION SEMINAR

We are again being inundated with requests for another TurboDOS/ Integration Seminar. This seminar will be held June 17 through June 21 at ICM's new 4020 facility. Detailed information about registration, hotel and transportation, and a tentative agenda have already been mailed. If you have not received this information and would like to participate, please call to pre-register by phone. Participation will be limited to the first 20 prepaid registrants.

PRODUCT APPLICATIONS

One of ICM's goals for 1986 is to develop an inventory of articles featuring customer applications of our products. Some of these application stories will be used in articles to be published in various industry journals and magazines. This will give both the customer and ICM press exposure. If you would like to participate in this program, please submit your article for our consideration.

NETWORK INTEGRATION CHECKLIST

To assist you in installing IBM-PC's™ in a TurboDOS network, we have developed an integration checklist, which is enclosed.