USED COMPUTER GUIDE

The micro bluebook

Used Computer Guide

Volume 3

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Editors Note...

We hope the unassuming style of this guide is not taken as a measure of effort for content. If you want to pay for fancy varnished covers, graphics, typesetting and color printing you will have an opportunity in future issues. At this time these steps, common to any publishing venture would prove a delay in bringing truly current prices in a marketplace with such rapid fluctuation.

The USE COMPUTER GUIDE accepts no advertising and has no relationship with manufactures.

The largest benefit associated with installing used equipment is the initial savings in purchase price. But many would hesitate to consider pre-owned equipment for fear of buying the obsolete. This is a veiwpoint one inherits by placing undue emphasis on hardware. By all accounts software lags far behind hardware which means some of the older models having an abundant software library can do applications the "new stuff" can't do. Word processing, the single most important application for the microcomputer is an example of a task done by old generation every bit as good as the current new generation micros. Few microcomputers, if any, can be considered obsolete. The prices simply deflate, a process that takes many years before any degree of real obsoletion takes place.

Perhaps the single most useful yardstick for measuring computer capabilities is Apple's Macintosh. This recent introduction to the micro marketplace, (along with the assumption that software will become abundant for the MC68000 based machine), with a bottom configuration costing only $2500, has to some extent, effected the prices of almost all used microcomputers. Dollar for dollar Apple's new entry offers as much or more capability than any micro made. The degree of impact will be very significant on used prices with the introdution of a suitable software library. The promise of a vast selection for the LISA has not materialized. We will be watching the Macintosh closely.

Introduction

Should you plan to buy or sell a used computer, we trust the following information will more than compensate you for the purchase of this guide. To some the comprehensive list of microcomputers alone will be of great interest. We have attempted to list all the popular micros with the exception of some single board specialized computers.

A microcomputer is defined as a computer on a board. Multiple boards are generally beyond the scope of our listings. The reader is cautioned, that while we attempt to be error proof, we can take no responsiblity for the use or accuracy of the following information. We have used a variety of sources that are considered reliable, but available data can lead to different interpretation and what this guide constitutes is offered as our opinion.

The used computer store is a business whose idea is just now arriving. A common scenario is for a computer owner who recently purchased hardware to try for weeks unsuccessfully to sell even with dramatic price reductions. Thousands of owners who would like to sell their current system find the task complicated by an immature used small computer marketplace causing unsure pricing of equipment and made more difficult by the large variety of choices as well as the constant introduction of new systems. Fortunately the used brokerage business gives signs of being the single fastest growing segment of a truly explosive industry. What follows illustrates to the reader several means of finding potential buyers and sellers of computer systems including a directory of price information for almost every typical small computer system ever made.

We invite all business interests to let us know in what way they participate in the used marketplace and to share their views with us. There is no charge to have your firm listed in this guide.

Purpose of GUIDE

The purpose of this guide is to give to the reader a level of understanding about the used market and thereby increase his chance for a productive transaction in used equipment. It should be of special interest for anyone who sells or buys on a professional level, or someone considering participating in a used equipment business. To date we have found no single noteworthy source of information concerning the used market. In this aspect we may be the first.

This GUIDE is not a comparison shopper. There are plenty of good publications on how to make a purchase decision, which would first show how to evaluate the buyer's needs before considering a possible hardware selection. We do however, wish to bring attention to information that is indicative of general market trends. This timely information gives insight into future price trends and helps clarify purchase decisions.

For the careful and educated shopper, there is the possiblity of some stunning bargains. If, on the other hand you have fallen out of love with your current system, we offer advice on how to sell your equipment and how much to ask for it.

You can't determine the exact value of used equipment without entering the marketplace to seek bids. If Mr. X will pay $2000 for your printer it's worth $2000. If you find someone willing to pay a larger sum then the value is now greater. The most useful information this guide contains is phone numbers. There are a lot of these. You can likely find the answers to most any question concerning the used marketplace by using the telephone.

Periodicals

Selling used computer equipment is like selling anything else. You must advertise your product in a manner that will attract an adequate number of interested parties. A simple and convenient method is to run ads in your local newspaper. If however you have a limited number of potential buyers in your local area, then you should consider national advertising in a magazine or newspaper that features classified or display ads for computer equipment.

What follows are the best options available to advertise in national publications that have a specific section for used computer equipment. Information concerning subcriptions should be confirmed by the publication office as they are subject to change without notice.

Computer Classifieds
PO Box 15478
Paramus, NJ 07652-1547
and 201-967-9713

A semi-monthly classified ad publication designed for computer users so they can communicate with each other in a timely economical manner. Subcription rates are

$22 for 24 months (48 issues) or $12 for 12 months (24). Your first ad has a per issue minumum of $5 (at 25 cents per word). Additional ads may then be placed (at 25 cents per word) with no minumum per ad. Each ad must appear in at least two issues, for a total minimun of $10 per order. Payment due with order.

Computer Hotline
Box 1373
Fort Dodge, Iowa 50501
the 800-247-2000

Devoted for coverage of the larger computer systems, this publication is one of the most established in industry. Microline Magazine was once a section of this periodical.

Computer Shopper
PO Box F
Titusville, FL 32780
1-305-269-3211

The Computer Shopper is a monthly publication of used, new, and surplus equipment. For the most part it centers around micros but occasionally some larger systems as well. Classified

ads cost 17 cents a word if you are a subscriber and about 34 cents otherwise. As of the first quarter of 1984 their total subscriptions (direct and newsstand) are approximately 75,000 and growing rapidly. Largest of this kind it offers some of the most effective advertising for the used market. At this time subscriptions are $15 per year.

BYTE/McGraw-Hill
PO Box 372
Hancock, NH 03449

Free unclassified ads. Should send in double-spaced on plain white paper, 75 words or less and include complete name and address. Your confirmation that they have accepted the freebie is the ads appearance in Byte. If lucky it would take about three months before appearing. They are not orientated towards used computers but the small section on used hardware is potentially reaching at least 440,000 subscribers.

Computer Advertiser
PO Box 3218
Computer Adveriser
Boise, Idaho 83703
800-551-7978

A variety of computer related articles can be found in the including a classified ad section. A free small ad is included with the $9 subcription price. The April issue was 32 pages.

Computer Trader Magazine
1704 Sam Drive
Birmingham, AL 35235
205-854-0271

Like the Shopper it is a monthly publication with national distribution. With each subscription you have the opportunity to place two free ads. And if that doesn't sell the equipment, they will again place your ad free of charge, for another two months. Some might consider the publication for this reason alone but for a $15 subscription you can expect to recieve editorials aimed at the reader who wants to get more from his small computer system. Ham radio enthusiasts will also benefit as a portion of the magazine is devoted to radio electronics and how they interface with the microcomputer. The readership now numbers in the low thousands and can be expected to increase dramatically in the coming months.

The Electronic Exchange
PO Box 486
Forest Lake, MN 55025

One year subscription - $12.00 (12 issues). At this time primarily consists of classified ads. 12 pgs.

Microline Magazine
Hot Line, Inc.
Box 1373
Fort Dodge, Iowa 50501
800-247-2000
in Iowa 800-363-2172

January '84 issue was 30 pages. First class subscription is $25 per year. The classified section is growing rapidly as Microline promotes this section to meet the growing needs for used computer ads.

NETwork
2320 Kansas Ave, Suite 1107
Topeka, KAnsas 66611
1-800-233-2322

A monthly publication. Introductory offer $19.95 for 12 issues. You can get with this current offer 3 free classified ads in every monthly issue for 12 months. For computer users to buy, sell or trade your portable computer hardware, software, peripherals and information.

Software Shopper
PO Box 309
Fraser, MI 48026
in 313-776-0540

A newsmagazine devoted and geared towards owners and users of Commodore Vic-20, Pet, and C-64 computers. First edition due out April of 1984.

Software Supermarket
PO Box 4004
Sidney, OH 45365
513-498-2111

We haven't used this one before but they claim to have a comprehensive buyers guide and an extensive classified ads section to buy, sell, or swap hardware or software. A one year subscription is $15.00 for 12 issues. Classified want ads are figured by the word, not by the inch. All words are 35 cents (at this writing). The main thrust is on software which is unusual.

The Processor
PO Box 518
Webster City, Iowa 50595-0518
800-247-4880
(in Iowa call 1-800-722-3961)

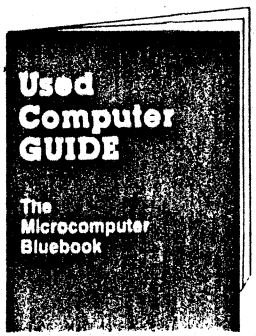
Put out by Peed Publishing this is a good place to advertise larger systems. A favorite for brokers and dealers to see who has what. The subscription price for one year is $27.00. They have no classified sections. Only display ads.

Part of the growth in personal computers can be seen by the increasing number of "computer clubs", and many have a club newsletter that offers a free source for members to advertise. With

about 500 magazines related to the computer field, you may be able to select one or more that deals specifically with the sellers computer.

Local newspapers of course have been effective for years but for hardware without the benefit of name recognition it may be more productive to select one of the above "trade papers".

Large systems are sometimes advertized in the Wall Street Journal. In the last part of 1983 we recieved a media kit indicating a one page ad in the International Issue was over $70,000!



The Electronic Marketplace

We have all heard of the predicted change computers will have on our everyday living. Not surprisingly it is this amazing tool itself that promises to have a significant impact on marketing used equipment. Information exchange from one point of the globe to another at the speed of light, has effectively placed much of our world at our door step. Only with the aid of the computer can we organize and display these billions of pieces of information. As mankind struggles to innovate our environment, these changes come full circle and now, perhaps more than any previous milestone, it is our environment that promises to change man.

Current models of computers frequently contain a modem and can be expected as standard equipment in future generations. One obvious area of impact, seen in our everyday lives, will be the result of competition with the written word. An "electronic ad" for example is faster, less expensive, and easier to search for. After the majority of homes have a computer, it seems likely that in some forms the "hard copy" will be no more. How cheap is cheap? With current technology it is about 1200 times less expensive to use computer disks in storing materials like books and magazines. The total sum of mankinds knowledge can now be stored within the rooms of a library. And in that incredibly vast sea of data your little microcomputer can search and find exactly what you want without you having to move from the keyboard.

If you find yourself with computer equipment to sell and it sports a modem, then you may have at your disposal the means to sell equipment, or almost anything else for that matter. We could talk on and on about what telecomunication is but that is a book in itself. For our purposes we will list special CBBS or databases that have meaning for the used computer shopper.

Barter Worldwide, Inc.
6275 Breen Valley Circle, Suite 112
Culver City, CA 90230
1-213-641-1000

Barter Worldwide has a flea market called Tradenet. You can pay an annual fee of $150

or pay a commission on each trade you make. You may wish to trade your eqiupment with companies or individuals. Tradenet recieves a 10% cash commission on the retail value of any trade... or, at their discretion, could receive goods or services equal to 15% retail value of the trade.

The Computer Exchange
PO Box 66634
Seattle, WA 98166
1-206-246-2851

This service charges a service fee that must be prepaid before the computer related hardware is placed on their BBS. For example, for $2001 to $5000, cost is a fee of $75. Any type of computer is fine. The listing stays active with Computer Exchange until your equipment is sold or you cancel the listing. They attempt to locate a buyer as soon as possible.

Computer Exchange, Inc.
2702 Hancock Dr.
Austin, TX 78731
voice 512-454-7486
data 512-451-2065

Consignment and cash basis. Buys old TI equipment. Has 1000 ft. of floor space for display of a large variety of used. At this time most of the customers are leasing clients.

Delphi's Data On-line Exchange
3425 Meadowview Dr.
Riverside, CA 92503
others offic 714-354-2020

Delphi claims to have more than 1500 brokers & vendors nationwide and 1000's of that have subscribed to their on-line computer exchange. They have a central computer that has a data base containing "virtually every kind of computer and peripheral on the market". Mini's, Micros and Mainframes. Big and small, new and used. To join you call Delphi-Data and give your name, address, VISA/MasterCard number and they will sign you up. Normally the Hardware and Software Exchanges are each $34/yr but during a current subscription drive you get both for $34/yr. They also have a "Company Profile" and you can find out all kinds of interesting things, like how long they've been in business, how many employees, etc. After paying a subscription fee there is no further charge to access the system.

Digital Equipment Corp.
Merrimac, NH
data 1-603-884-4424

Called DECMART, this firm sells factory refurbished computer equipment. Like most bulletin boards it is menu operated. Info listed with the item

includes part number, refurbished cost, technical description, installation charge if any, and when available for delivery. You can either order or leave a message for a sales representative to contact you. All equipment comes with documentation and a 90 day warranty.

How does the written word compare with the electronic?

Very favorably at this time. The vast majority of America has yet to discover the electronic marketplace. However current subscribers to data bases are enrolling by the hundreds every day of the week. It seems likely that the advantages of computerization will bring dramatic changes within the coming months. One example can be illustrated by a new company, B.B.C. Trading Co., with their current effort to enlist advertisers on their new electonic BBS. The formula of these entrepeneurs, is to let people access a data bank at no expense. They claim 25 million computer users are ready, willing, and able to access their network and therefore it is the most cost effective solution avilable to reach potential subscribers. Without a doubt the owners envision great potential and it is their view that the time is right for electronic advertising to stand on its own merit. For more information on B.B.C. Trading Co., call or write:

America's Information Network
1818 So. State College Blvd. Ste.#215
Anaheim, California 92806
1-303-691-9169

Serious electronic shopping can be done at Comp-U-Store which is a branch of Compu-U-Card of America. Since 1973 this firm has sought quotes from dozens of manufacturers, retailers, and wholesalers. The result is an impressive list of brand name products totaling over 50,000. Traditionally these products have been ordered by phone but what better way to access a computerrized list than with the computer?! Avalable 24 hours a day, for a $25 yearly charge, you can wander thru a wide range of categories including musical, sporting, electronic, camera and many more.

Frequently this efficient method of shopping gives price benefits and some items may be marked down 50% from the retail cost. Members recieve a monthly newsletter at no cost and pay no hook-up time when online.

For complete details contact:
Compu-U-Store 1-800-243-9000

Though the thrust of Compu-U-Store is for new products, the same principle is at work with used items. Two large commercial databases offer means to advertise your used equipment.

CompuServe
5000 Arlington Center Boulevard,
Columbus, Ohio 43220
1-800-848-8990

A subsidiary of H&R this 1972 firm has perhaps the largest microcomputer following in the States and offers a wide range of features including the means to advertise your used hardware. It is also one of the least expensive commercial databases available.

Source Telecomputing Corp.
1-800-336-3300

Using several Prime mainframes the Source has a menu operated bulletin board called POST that contains dozens of categories including hardware and software sales. A detailed explanation of how CompuServe and the Source work is beyond the scope of this guide. We suggest for a very thorough understanding of how to participate as a novice in the electronic marketplace "The Complete Handbook of Personal Computer Communications" by Alfred Glossbrenner, St. Martin's Press, 175 Fifth Avenue, New York, N.Y. 10010.

Microcomputer Brokers

While the number of U.S. mini and mainframe used computer brokers is about six hundred, there are, by comparison, only a handfull of brokers involved in micro computers. Many of them are selling the micro as just one more product from a large and well known manufacturer. A microcomputer sale offers less reward to a broker or dealer yet still demands the same level of expertise and support that a larger and more complex sale would require. Many used equipment brokers think the small sale is more difficult because you have to deal with the uninitiated. In other words, a data processing manager or purchasing agent of a large firm will frequently know exactly what they want and that's not true for the average individual microcomputer buyer. This is not to say that more sophistication in the small computer used marketplace would not be appreciated. The USED COMPUTER GUIDE is itself an attempt to illuminate the used marketplace and bring attention to some new, and perhaps better, methods of conducting a used equipment sale.

Despite the activity in electronic shopping for used equipment, the majority of shoppers will want to examine equipment first hand. All of the following have computers on display. Some can also boast electronic bulletin boards to keep customers up to date on current listings.

Not surprisingly, equipment can be purchased at the "going rate", from one of the following brokers but to sell your used hardware means discounting the asking price. Brokers offer a valuable convience that is paid for by this discounting.

A&S
849 Robinson Lane
Boulder City, NV 89005
1-702-293-3697

Altos, Televideo used.

Anchor Computer Systems
323 1st S.
Seattle, WA
206-621-9307

The first retailer of moderate size to join the used computer market. With three company owned stores they present one of the most important options for a Northwest starving for used equipment dealers. President Alan Corwin, says the demand is growing faster than the supply. Corwin admits to giving trade in value less than what could sometimes be recieved in a private sale but some people don't want to go to the trouble.

Aurora Computer Peripherals
991 Aurora Ave. Suite E
Aurora, Illinois 60505
1-312-859-2420

Takes trade-ins on Apple, Franklin, Compaq, Columbia, Eagle (They refurbish and service the used equipment before resale.)

Computer & Office Epuipment Brokers
1020 Post Rd.
Darien, CT 06820
1-203-655-7061

Deals with most models of microcomputer. Buys, sales and leases. CDLA member.

Computer Remart
115 NW Glisan
Portland, OR 97209
503-227-3710

This firm has a store front where they display your equipment on a consignment basis. All types of computers 1- but a preference for micros.

Computer Reruns
2337 W. Stadium
Arbor, Michigan 48103
313-994-4949

Handles all micros. Consignment and cash offers. Sells through their Ann store front. Offers 30 day warranty and service center.

Computer Station, Inc.
#1 Diamond Lake Rd.
Minneapolis, MN 55419
612-861-5529

Handles a wide variety of hardware, specializing in TI, IBM, and equipment priced under $10,000. 600 ft. of store for display. In house data base. Will pay cash in some cases.

Computer Surplus
Box 4246
Tumwater, WA 98501
1-206-352-1348

Pays cash for a variety of old generation equipment including Altair, Imsai, OCS, Cromemco, or Measurement Systems S-100 cards. Also Persci, Tandon, Ramdisks, VB3, Epson Printers, Oki, and

other letter quality or matrix printers. One of the bigger outfits that deals in micro equipment in the nation.

Concept-11 Retail Outlets
1822 E. Abram St.
Arlington, TX 76010
817-861-2222

This firm could be of special interest to the mid-south and promises to be a large force in used computer reailing. They offer a full range of support for the buyer including warranties and in-house or mail-in repair service. Brokerage, rentals, leasing, and cash offers for used equipment all play a part of Concept-11's expansion plans. Arrangements for a branch company, such as the one listed below, are available to sincere entrepreneurs that qualify.

Concept-11 Retail Outlets
PO Box 913
Henderson, KY 76010
502-827-2509

(Branch outlet for above head office)

Interstate Computer Bank
381 First St.
Box 5193
Los Altos, CA 94022
1-415-949-2558

Pays cash for Apples, Osbourne, Kaypro, IBM, Xexox 820, DEC, Eagles. (And other popular computers) Founded in March, 83' they purchase much of their equipment from corporations and retailers to sell in the store and by mail order. The firms owners claim they intentional selected a site where 14 computer stores are within 12 blocks of each other. Average purchase price is about 50 percent of market value and ICB sells them at a 20 to 40 percent markup. This price can be effected by the amount of repair work done on them before resale. The owners have remarked that most of the equipment is sold within two weeks of purchase. The largest seller at this time is the Apple IIe. ICB offers a 90-day warranty for parts and labor as well as an extended warranty at a cost of 14 percent of the computer's purchase price.

Microland Exchange
12 Elkland Rd.
Meville, NY 11747
516-491-1106

Buys and sells Apple, IBM PC, Compaqs, Osbornes, NECS, Seikos, Franklins, Altos, Northstar, Texas Instruments, Tele Video, Tandy,

Hyperions, Macintosh, Victor, Epson, Columbia, Eagle, Disk Drives, Modems, Printers.

Nelson Computers
233 W. 42nd St.
New York, NY 10036
1-212-595-0928

IBM PC, TRS-80, Osbourne, Apple and sells the same.

National Unlimited
Bus. Systems Inc.
1-914-664-2828

Pays cash for: NCR, Vector, NEC, Astra, Apple, Commodore
(Printers): Centronix, Diablo, Okidata, Epson

Scientific Computer Systems Inc.
Boulder, Colorado

President; Edward Owens. 1981
Sells on consignment.
Scientific Computer hopes to become the first nationwide chain of used computer stores. Typically charges 10% to 30% of asking price.

Southwest Computer Exchange
9931 Harwin #110
Houston, Texas 77036
713-952-0286

Handles all micros, printers, modems, disk drives, and other computer related equipment on a consignment basis. Offers a full range of support for the buyer including warranties and maintenance contracts. Leasing arrangements also available. The owners are planning on growing into a major force in used computer retailing.

Used Computer Exchange
4540 MacArther Blvd. - Suite 306
Washington DC, 20007
1-202-337-1303

Buys all microcomputers, particularly Apples, IBM, Kaypro, CPM and MS DOS machines. Buys nationally over the telephone, receiving the computers UPS COD. Pays shipping costs in most cases. Pays cash for most computers, but will accept on consignment those they won't buy. Will buy larger quantities, and computers in need of repair.
Sells mostly locally, but will occasionally ship outside immediate area.

Western Pacific Data Systems
7373-E Engineer Rd.
San Diego, CA 92111
1-619-292-7205

Texas Instrument
Buy/Sell micro or mini

If you need to sell used equipment without having the advantage of commonly traded and popular makes, then one of the above dealers may be the only realistic means to sell. Why? Because its much easier to market the "off the wall" equipment by live demonstations. The average person will not purchase used equipment by mail unless he or she is already quite familiar with the product. Even if you don't have an IBM PC you probably know quite abit by being bombarded with advertising. That is not true for the vast majority of microcomputers for sale. Wouldn't it be nice to have some way of knowing the approximate cost of any given system? Enter the USED COMPUTER GUIDE.

* * * * * * *

Software Brokers

Almost all software is quite legal to resale the original copies but it depends entirely on the conditions of the sale. At this time the true used software broker is a rarity. We expect the practice to grow but most software is not sold independant of the equipment. Should someone wish to begin the business of resaling used microcomputer sofeware it would be advisable to consider only the most popular programs. What follows are reputed to be some of the best selling programs in early 1984.

Top Applications Software (Micro)

1.	1-2-3	Lotus Development
2.	PSF:Graph	Software Publishing
3.	dBase-II	Ashton-Tate
4.	PSF:File	Software Publishing
5.	General Accounting	BPI Systems
6.	VisiTrend/Plot	VisiCorp

7.	VisiCalc	VisiCorp
8.	Multiplan	Microsoft
9.	PSF:Graph	Software Publishing
10.	Wordstar	MicroPro International
11.	Peachtree Accounting Software	Peachtree

It would be well advised for software brokers to handle only the more popular programs.

Top Utility Software (Micro)

1.	PSF:file	Software Publishing
2.	Microsoft Basic	Microsoft
3.	Visi On	VisiCorp

Top Systems Control (Micro)

1.	MS/DOS	Microsoft
2.	CP/M	Digital Research
3.	Apple DOS	Apple Computer
4.	Concurrent CP/M-86	Digital Research

Gennaro Conte
2522 Holland Ave
Bronx, NY 10467
1-212-798-2964

Apple Public Domain Software at $12 per disk including telecommunications, games, chemistry, utilities, astronomy and more.

Softraders International
1610 Shomaker Dr.
Murphysboro, IL 62966
618-687-4799

Matches users wanting to exchange original disks and documentation. They offer unlimited trading opportunities thru worldwide network with quarterly directories and monthly updates. Send system description, titles of programs you have and want plus return postage.

Software Supermarket
PO Box 4004
Sidney, OH 45365

See periodicals.

Trade Broder, Inc.
PO Box 1194
Mercer Island, WA 98040
1-206-232-7709

At this time only MS-DOS software is bought and sold. Pays about 30% of retail list price and sells for 10% to 15% markup. Popular programs at this time. Also will trade for original disks and documentation.

United Computer
1-800-992-7777 U.S.
1-800-992-8888 CA
1-800-823-4400 L.A.

They have advertised interest in buying dealer inventory at reduced prices. They are worth mentioning because of their novel approach of renting software.

Video Replay
190 E. 23rd St
Arllington Station, NY 11746
phone 1-515-673-7237

Video Replay buys and sells old game cartridges. Coleco, Intellivision are included. They buy at about 60% retail value.

We hope to add to this small list as the possibilities become clear to entrepreneurs. Software brokerage is a new concept.

Micro Prices

Section 1 - Evaluation Formula...

A large portion of the pricing is taken from examples within our own network of used equipment information. Published ads in local and national magazines as well as contact with the third market were useful in price determination. This is not to say that we did not resort to an "estimated" used value if we determined the statistical base was to small or appeared exaggerated.

How did we arrive at a value when some models hold a minor role in the marketplace? The first step was to determine the performance capabilities. Dr. Roger Melen, who helped found Cromemco, has suggested the following widely used formula:

$$M = \frac{R}{64K} \times \frac{D}{100K} \times \frac{C}{2000}$$

R equals RAM capacity, D equals disk capacity, and C equals display characters. By taking the value of M and relating it to the price, useful comparison of the hardware capabilities can be made. The higher M is, the more capable the equipment.

Considerations that next followed in accordance with our views on importance are: CPU characteristics, operating system, software availability, market trends, features and quality of manufacture. If the product has name recognition, it is more valuable. Only a handful of manufacturers can claim this bonus.

By far the majority are actual sale prices advertised in the marketplace immediately proceeding the publication of the GUIDE. Should you desire complete information on any of the models that follow, we would be happy to do some free detailed research for subcribers of the GUIDE.

As a rule of thumb a model that is no longer manufactured sells for 25 to 45% of the orginal purchase price. If they are still a current model the average price will approximately be from 45 to 65% of the current list price. Some exceptions of very popular makes sell for as much as 90% of list price.

Section 2 - How to use...

The 'List Price' is not the listed retail price but is the lowest available quote we have seen published by any qualified sales organization. If you purchase at full list price,you are probably paying a premium. (Sometimes this is a good idea to gain needed services and support).

'#4/82' sometimes found after the Model, this is an example of the date the first system was installed.

'OS' shows available Operating Systems for that model. Only one is included with the price.

'CPU' is the Central Processer that came with that model.

'RAM' shows first how much memory with the specified model, and if a second figure is present, what capacity for that model.

'Storage' indicates what comes specifically with that price.

'Ports' were include to help determine configuration.

For each model listed there are numerous configurations. If a different configuration is in question you will have to use your judgement on how much to add or subtract from our used price. Typically a system will include a monitor, keyboard, one or two disk drives, and the CPU. If the seller has accumulated a large software library it will of course add to the price.

Section 3 - Price List...

Access Matrix Corp.
Model: Attache (portable) List: 2500 Used: 1195
OS: CP/M 2.2
CPU: Z80A Memory: 64
Storage: One 5.25" floppy Ports: 1/2 ser, 1/1 par

Acorn Computer
Model: Acorn List: 995 Used: 856
OS: CP/M
CPU: Two 6502 Memory: 32

Action Computer Enterprises
Model: Discovery 500 #12/82 List: 6500 Used:3290
OS: CP/M, Multi-User DPC/OS, Network DPC/NET
CPU: Z80A Memory: 64/1000
Storage: One 5.25" 640Kb Ports: 2/2 ser, 1/1
One 5.25 10Mb Hard Disk
> The system is designed around the IEEE 696/S-100 bus with a multiprocessor archetecture. Only one board is required for each user. Supports up to 7 users, can use 8086/8087 as processor.

Actrix Computer Corporation
Model: Actrix #5/83 List: 2200 Used:1005
OS: CP/M
CPU: Z80A Memory: 64
Storage: Two 5.25" 180Kb each Ports: 2 ser.,1 par.,1 IEE488
w/printer, modem, keyboard, and CRT

Model: Actrix DS List: 2590 Used: 1575
w/ Two 5.25" 360Kb (optional 8088 co-processor w/256K)

Advanced Computer Design
Model: List:4300 Used:2350
OS: UCSD Pascal Version 3.A and Advanced Pascal
CPU: Western Digital 16-bit Memory: RAM 64
Storage: Two 8" 1Mb Ports: 1 RS-232

Advanced Electronics Design
Model: Freeport List: 15000 Used: 5600
OS: Proprietary (Multi-User 7)
CPU: LSI 11/23 Memory: 256
Storage: One 5.25" floppy Ports: 1 ser, 1/8 par

Advanced Micro Digital
Model: Super System List:2675 Used:1605
Operation System: CP/M, CP/NET, MP/M, TurboDOS
CPU: Z80 (4MHz) Memory: 64
Storage: 1 DD floppy and 1 Winchester Ports:

Al Electronics Corporation
Model: ABC-24 List: n/a Used: n/a
OS: DOSKET, CP/M, MP/M, UCSD
CPU: n/a Memory: n/a
Storage: two 5.25" 320Kb Ports: 2 ser.,1par.,1 IEEE-488

Model: ABC-26 List: n/a Used: n/a
Storage: two 8" 1.15Mb

Model: ai-M16 System List: n/a Used: n/a
OP: MS-DOS, GENIX
CPU: 8086 Memory: 512
Storage: one 8" 1.1Mb and Ports:
one 5" Winchester Hard Disk (7.8Mb)

Alpha Micro
Model: AM-1000 FF #6/82 List:5850 Used:2350
OP: CP/M, Multi-User AMOS/L
CPU: AM-100 (8 MHz) Memory: 128/348

Model:AM-1000 VW (10 Mb hard disk) List:7600 Used:3410
Model:AM-1000 WF List:8250 Used:3470
Model:AM-1000 VWF List:8750 Used:3625

Model: AM-1010 List:10,250 Used:3025
OS: CP/M, Multi-User AMOS/L
CPU: 16000 (8 MHz) Memory: 128/348 16
Storage: one 5.25" 384Kb floppy Ports: 2 RS-232, 1 parallel
one 5.25" Hard Disk .8Mb

Model: AM-1000 EVW List:15,000 Used:4050
Model: AM-1000 EVF (has printer) List:16,166 Used:4350
Model: AM-1031 List:18,500 Used:3375
> The AM-1000E family's memory can expand to 512K. Inbusiness since March of 1977, the company offers integrated small business computer systems, the AM-1000E being the latest series.

Alspa Computer Inc.
Model: ACI-1/SS List: 2000 Used: 1005
OS: CP/M
CPU: Z80A Memory: 64
Storage: One 5.25" Ports: 1/3 ser, 1/1 par

Altos
Model: ACS 8000-2 List: 3650 Used: 1780
OS: CP/M
CPU: Z80A Memory: 64
Storage: Two 8" (500Kb each) Ports: 2 RS-232, 1 parallel

Model: ACS 8000-15 List: 4600 Used: 1670
OS: CP/M
CPU: Z80A Memory 64/208
Storage: Two 8" (1Mb total) Ports: 2 RS-232, 1 parallel

Model: ACS 8000-10 List: 5900 Used: 2820
OS: CP/M, Multi-User MP/M
CPU: Z80A Memory: 208
Storage: One 8" (500Kb) Ports: 6 RS-232, 1 parallel
One 8" (10Mb)

Model: ACS 8000-12 List: 7000 Used: 3360
OS: CP/M, Multi-User MP/M
CPU: Z80A Memory: 208
Storage: One 8" (500Kb) Ports: 6 RS-232, 1 parallel
One 8" Hard Disks (20Mb)

Model: ACS 8000-14 List: 8800 Used: 4110
Model: 580-10 (16-bit) List: 4000 Used: 2220
Model: 586-40 (16-bit) List: 8800 Used: 3995
Model: MTU-4 List: 2400 Used: 1370

> All of the 8000 family are Z80A based computers with six RS-232-C serial ports and one 8-bit parallel port. Current sales number about 25,000 making them relatively popular. THe systems will support from one to four people.

Apollo Computer Inc.
Model: DN 300 List: 18900 Used: 6585
OS: AEGIS
CPU: VLSI Memory:512/1500
Storage: One 8" floppy Ports: 1/2 ser

Apple Computer Inc.

The importance of this microcomputer in the used marketplace is second to none. Over 1,100,000 Apples sold in different versions make this the king of used microcomputers. Apple 1le is an enhanced version of the Apple 11 and is compatible with nearly all software and hardware for the Apple 11 (Plus) that it replaces.

The Apple Story...

Hard to believe that Hewlett-Packard, when presented with the design plan by Steve Wozniak and Steve Jobs, turned it down. They were on the staff of Atair and Hewlett-Packard in Cupertino, California and in their spare time they constructed the crude prototype of the Apple micro.

As members of a group of computer enthusiasts called the Homebrew Computer Club they were able to build about 100 units (in the celebrated Wozniak's parents garage), which they sold to the club members at a profit.

After obtaining funding and marketing via the firm of A.C. Markkula, the Apple 11 was born. Apple is now a billion dollar plus per year company.

Model: 11e #1/83 List: 1400 Used: 810
OS: Prop
CPU: 6502 Memory: 64/128
Storage: One 5.25 Ports: 0/1 ser, 0/1 par

Model: Apple 11 Plus List: n/a Used: 760
OS: DOS 3.3
CPU:6502 Memory: 32/48
Storage: One 5.25" (140Kb) Ports: 2 RS-232, 1 parallel

Model: APPLE 111 #80' List: 2500 Used: 1495
OS: SOS
CPU: 6502 Memory: 128/256
Storage: One 5.25" (140Kb) Ports: 1 RS-232

Model: LISA #7/83 List: 6995 Used: 4120
OS: LISA
CPU: 68000 Memory: 1024/2048
Storage: Two 5.25" (860Kb each) Ports: 2 RS-232, 1 parallel
One 5.25" Hard Disk (5Mb)
Monitor: 720x360 Includes mouse.
The cost of the Lisa's six-pact of integrated software applications is about a additional $1200.

Model: LISA 2 List: 3495 Used: 3310
OS: LISA (claim MS-DOS will be available soon)
CPU: 68000 Memory: 512K/1MB
Storage: One 3.25" floppy

Model: LISA 2/5 (external 5Mb HD) List:
Model: LISA 2/10 (internal 10Mb HD) List: 5495 Used: 5410

Model: Macintosh #1/84 List: 2495 Used: 2435
OS:
CPU: 68000 / 8 MHz Memory: 128K/256K in 1985
Storage: One 400K floppy w/B&W 9" Monitor and mouse

> A maximum of 512K might exist when 256K RAM chips are available. In the advanced factory of Apple's, a Macintosh is built

every 27 seconds. Much of Apple's future is invested in the success or failure of the Macintosh. Apple claims that they have produced a computer that is so simple to maintain and use that it will not require the traditional repair work identified with most computers.

Applied Digital Data Systems
Model: Multivision 3 List: 12825 Used: 3815
OS: MUON
CPU: 8085 Memory: 256
Storage: One 5.25" Ports: 1/2 ser, 1/2 par

Applied Technology Ventures
Model: 1 List: 6400 Used: 2820
OS: CP/M
CPU: Z80A Memory: 64
Storage: One floppy and one 10Mb HD

Archives
Model: 1 List: 6500 Used: 2280
OS: CP/M
CPU: Z80A Memory: 64
Storage: Two 386Kb floppies

Atari Inc.
Model: 400 List: 300 Used: 85
OS: Proprietary
CPU: 6502 Memory: 16 10

Model: 800 List: 670 Used: 120
Model: 1200 XL List: 900 Used: 220

Athena Computer and Electronics
Model: Athena 1 List: 3250 Used: 2170
OS: CM/M
CPU: NSC 800 (Two) Memory: 196/1000 ROM 12
Storage: One 5.25" Ports: 1/2 ser, 1/1 par
Portable

Avera
Model: GS-1220 List: 57000 Used: 10080
OS: CP/M-86
CPU: n/a Memory: 256
Storage: One 512Kb floppy and one 10Mb HD

Basis
Model: Basis-108 List: 2000 Used: 1450
OS: CP/M
CPU: Z80, 6502

Billings
Model: BC-12FD List:3000 List:1005
OS: BOS
CPU: Z80A Memory:RAM 56K PROM 8K Ports:
2 RS-232, 1 Parallel
Storage: Two 5.25" 315Kb

Model: 100 Computer System List: 3000 Used: 865
Model: 500 System 11 List: 3375 Used: 1100
Model: 6000 System 11 List: 5000 Used: 2150
Model: 6000 System X11 List: 7000 Used: 3100

Blackhawk Computer Systems
Model: Blackhawk 111 List: 4500 Used: 2500
OS: CP/M
CPU: Z80 Memory: 64
Storage: Two 312Kb floppies

Model: Blackhawk 1V List: 8500 Used: 3945

BMC Computer
Model: 80/20 List: 2000 Used: 1315

Model: 20A List: n/a Used: n/a
Model: 20B List: 6450 Used: 2420
OS: CP/M (Digital Research), MP/M
CPU: Z80A Memory: 128
Storage: Two 5.25" 400Kb floppies w/intergal printer and color monitor. (Monichrome on model A)

Burroughs

Model: B21-1TS List: 3000 Used: 1736
Model: B21-3 List: 10980 Used: 5140
Model: B21-4 List: 14900 Used: 7120
Model: B21-5 List: 19200 Used: 9005
Model: B22 (without HD) List: 11070 Used: 6620

Business Operating Systems
Model: M-2 List: 4620 Used: 2465
Model: M-10 List: 7900 Used: 4350
Model: M-28 List: 8600 Used: 4320
Model: M-44 List: 11000 Used: 5940
Model: M-46 List: 9120 Used: 4520

Bytronix
Model: Series 500 List: 4675 Used: 1720
Model: Series 550 List: 5000 Used: 1760
Model: Series 1000A List: 3995 Used: 1370
Model: Series 4000 List: 6450 Used: 1865
Model: Series 5000 List: 7950 Used: 2810

Cado Systems
Model: C.A.T. 111 List:15,000 Used: 2800
OS: Multi-User CADO
CPU: 8085 Memory: 64/96 4K
Storage: one 8" 2.4Mb Ports: 2 RS-232
two 5.25" Hard Disks (15Mb)

Model: C.A.T. 1 w/2 floppies List: 9390 Used: 4850
Model: System 20/24 List: 23950 Used: 7435
Model: System 20/28 (3 CTR) List: 39290 Used: 14230

California Computer Systems
Model: Calstar List: 2750 Used: 1050
OS: Proprietary
CPU: NMOS Memory: 126/256
Storage: Two 8" Ports: 1/2 ser, 1/1 par

Callan Data Systems
Model: Unistar 200 List: 13500 Used: 8150

OS: UNIX 111
CPU: 68000 Memory: 512/1000 64
Storage: One 5.25" & one Hard Disk Ports: 4 par

Model: Unistar 100 List: 8250 Used: 3750

Canon USA
Model: AS-100M List: 4000 Used: 1775
OS: CP/M-86
CPU: 8088 Memory: RAM 128/512
Storage: Two 5.25" 1.28Mb Ports: 4 RS-232, 1 Parallel

Model: CX-1 List: 5000 Used: 650

Casio
Model: FX-9000P List: 1090 Used: 230
OS: CA-BASIC
CPU: Z80A compatible Memory: 12/24

Century Computer
Model: 8200 List: 4000 Used: 3100
OS: CP/M-816, Multi-User MP/M
CPU: 8085 Memory: RAM 128/1024
Storage: Two 8" (2Mb) Ports: 4 RS-232, 1 Parallel

Model: Vanguard 8000 List: 5000 User: 3750
Storage: One 8" (1Mb) and one 5.25" Hard Disk (5Mb)

Centurion
Model: Microplus List:12,350 Used:3750
OS: MICROPLUS, Multi-User CENTURION (3) CPU:Primary 6
Memory: RAM 128/512
Storage: one 8" Hard Disk (32Mb) Ports: 8 RS-232

Model: 5200 List: 18100 Used: 4490
OS: CENTURION, Multi-User CENTURION
CPU: CPU-6 Memory: 128/512
Storage: One 8" (1.2 Mb) Ports: 1 RS-232
One 8" Hard Disk (24Mb)

Charles River Data Systems
Model: Basic Universe 68/27 List: 15200 Used: 8730
OS: UNOS (UNIX com) Memory: 256/2000
Storage: One Mb floppy & 16 Mb HD Ports: 2 ser, 1 par

Model: Basic Universe 68/47 List: 21500 Used: 10335

Chromatics
Model: CG Series List: 5900+ Used: 3420+
OS: CP/M, IDRIS
CPU: 68000

CIE Systems Inc.
Model: 680/10 List: 4800 Used: 3440
OS: UNIX 111, REGULUS
CPU: 68000 Memory: 128
Storage: One 5.25 mini-floppy Ports: 3 ser, 1 par
One 10MB Winchester Hard Disk

Model: 680/20 List: 10400 Used: 4990
OS: Multi-User REGULUS
CPU: 68000 Memory: 256/512
Storage: One 5.25" (500Kb) Ports: 4 RS-232, 4 RS-422
One 5.25" (10Mb)

Model: 680/30 List: 11000 Used: 5120
OS: Multi-User REGULUS
CPU: 68000 Memory: 256/768 PROM 2
Storage: One 5.25" (500Kb) Ports: 4 RS-232, 1 parallel
One 5.25" Hard Disk (10Mb)

Model: 680/40 List: 12000 Used: 5950

Codata Systems
Model: 3300 List: 7800 Used: 3900
OS: UNIX
CPU: 68000 Memory: 320/1500
Storage: One 5.25" & one HD Ports: 1/10 ser

Coleco Industries Inc.
Model: Adam List: 600 Used: 515

OS: Coleco-proprietary
CPU:
Storage: tape drive

Memory: 80K
w/ Pr, Ky

Colonial Data Products Inc
Model: SB-80
OS: CP/M, Multi-User MP/M
CPU: Z80A
Storage: Two 8" (1.2Mb total)

List: 2795 Used: 1680

Memory: RAM 64
Ports: 2 RS-232, 2 parallel

Model: SB-80/4-34D (four user)

List: 15900 Used: 4820

Columbia Data Products
Model: MPC 1600-VP
OS: CP/M-86, ETHERNET
CPU: 8088
Storage: Two 5.25" (320Kb each)

List: 2650 Used: 2250

Memory: RAM 128/256
Ports: 1 RS-232, 1 parallel

Model: MPC 1600-1
OS: CP/M, ETHERNET
CPU: 8088
Storage: Two 5.25" (320Kb each)

List: 3400 Used: 2220

Memory: 128/1024 PROM 12
Ports: 2 RS-232, 1 parallel

Model: MPC 1600-4
OS: CP/M-86, ETHERNET
CPU: 8088
Storage: One 5.25" (320Kb)
One 5.25" Hard Disk (12Mb)

List: 5000 Used: 2490

Memory: 128/1024 PROM 12
Ports: 2 RS-232, 1 parallel

Commodore
Model: VIC 20
OS:
Model: PET 4032
Model: MAX
Model: 64
Model: 8032
Model: Commodore Executive 64

List: 80 Used: 50

List: n/a Used: 320
List: n/a Used: 48
List: Used:
List: n/a Used: 394
List: 995 Used: 695

Compac Microelectronics Inc.
Model: CEC8000S system List: 18000 Used: 10945
OS: UNIX
CPU: Zilog Z8001 Memory: 512Kb
Storage: One floppy and one 20Mb Winchester (basic system)

Compal Computer Systems
Model: 8200 List: 11000 Used: 3400
OS: CP/M
CPU: Z80 Memory: 56/256 2
Storage: One 5.25" Ports: 1/1 ser

CompuPro Godbout
Model: 816A List: 3850 Used: 2675
OS: CP/M-80, CP/M-86
CPU: 8085 8-bit and 8088 16-bit Memory: 128Kb
Storage: Two 8" 1.2Mb floppies

Model: 816B List: 5180 Used: 3465
OS: CP/M-80, CP/M-86, MP/M-86
CPU: 8088, 8085 Memory: 192
Storage: Two 8" 1.2Mb floppies

Model: 816C List: 7800 Used: 4715
OS: MP/M-86 (upto 16 users)
CPU: 8088,8085 Memory: 320
Storage: Two 8" 1.2Mb floppies Ports: 9 ser, 9 par

Model: 816D List: 10150 Used: 7410

CompuSource Inc.
Model: Abacus (Apple comp. port.) List: 2295 Used: 1930
OS: CP/M ($299 option for CP/M)
CPU: 6502 Memory: 80
Storage: Two 5.25" 145Kb floppies

Computer Distributors of Hawaii
Model: BC-80R List: 890 Used: 555
OS: CP/M
CPU: Z80A (4 MHz) Memory: 64
Storage: cassette tape (bubble memory available) wo/monitor

Computhink
Model: The Hawk 32 List: 15670 Used: 10195
OS: UNIX
CPU: 68000 Memory: 128
Storage: One mini-floppy and two 5.25" Winchester drives

Convergent Technologies
Model: CT-2200 IWS Workstation List: 18900 Used: 9005
OS: CTOS (Multi-User)
CPU: 8086 Memory: 256
Storage: One 500Kb floppy and one 8Mb Winchester

Corona
Model: Coronal PC List: 2400 Used: 1920
OS: MS-DOS
CPU: 8088 Memory: 128
Storage: Two 5.25" floppies

Corvus Systems
Model: 61 List: 6150 Used: 5195
OS: USCD Pascal, CP/M Emulator
CPU: 68000 Memory: 256/512
Storage: One 8" floppy

Cromemco
Model: C10 Personal Computer List: 1820 Used: 1410
OS: CP/M
CPU: Z80A Memory: 64
Storage: One 5.25" 390Kb floppy

Model: CS-1 List: 3200 Used: 2405
Model: CS-2 List: 3750 Used: 2575
Model: CS-3 List: 5600 Used: 3890

Custom Computer Systems
Model: Exec Jr/80 List: 2895 Used: 1595
OS: single user
CPU: Z80A (4MHz) Memory: 64/192
Storage: Two 8" 600Kb floppies Ports: 4 ser

Data General
Model: Enterpeise 1000 List: 7195 Used: 2060
OS:
CPU: microNOVA microprocessor Memory:
Storage: Two mini-floppies (716Kb)

Datamac Computer Systems
Model: 1200 List: 2650 Used: 1400
OS: CP/M
CPU: Z80A Memory: 64
Storage: Two mini-floppies Ports: 2 ser

Model: 1265 List: 4520 Used: 3340
Model: 800 List: 2600 Used: 1400

Datamedia
Model: 932 List: 16740 Used: 8905
OS: PICK
CPU: 68000 Memory: 128
Storage: One floppy and one 12.7Mb Winchester

Datapoint
Model: 1561 List: 5750 Used: 2579
OS: CP/M, Multi-User DOS.H, ARCNET
CPU: Z80A (Primary) Memory: RAM 128
Storage: one 8" (1Mb) Ports: 5 RS-232

Model: 1562 List: 5750 Used: 2890

Data Technology Industries
Model: Associate List: 2495 Used: 1375
OS: CP/M 3.0
CPU: Z80A Memory: 128/256
Storage: Two 5.25" 360K w/ 12" monitor

Model: Assistant CPe List: 1795 Used: 1525
OS: CP/M
CPU: Z80A and 6503 Memory: 64
Storage: Two 5.25 floppies w/62-key kb, 12" Monitor

Data Terminals & Communication

Model: DTC Micro 210A — List: 8900 Used: 3120
OS: Proprietary
CPU: Two 8085 — Memory: 64 2
Storage: Two 5.25" — Ports: 1/4 ser

Digicomp Research

Model: DELPHI 100 — List: 13240 Used: 6935
OS: TeleSoft-Ada, CP/M 2.2
CPU: 68000 (primary) — Memory: 256/16Mb
Storage: One 8" floppy and 40Mb

Digilog Business Systems

Model: 1 (System 1800) — List: 6900 Used: 3175
OS: TURBODOS (Multi-User 15)
CPU: Z80A — Memory: 128 2
Storage: One 820Kb floppy and one 5Mb Wenchester

Digital Equipment

Model: DEC Rainbow 100 — List: 2675 Used: 1595
OS: CP/M-80, CP/M-86
CPU: coprocessors 8088 and Z80 — Memory: 64/256
Storage: One mimi-floppies of 400Kb each

Model: Decmate 11 — List: 2675 Used: 1570
OS: CP/M
CPU: 6120 (enhanced version of the PDP-8)
Storage: One 400Kb floppy

Model: Professional 325 — List: 3375 Used: 1810
OS: P/OS
CPU: prop. (same as PDP-11/24 — Memory: 256/512
Storage: Two floppies

Model: Professional 350 — List: 4375 Used: 2290
OS: P/OS, CP/M
CPU: prop. — Memory: 256/512
Storage Two floppies (400Kb each)

* The Professional's are the newest series of systems and supports an existing software base. The 350 is the 325 with more

expansion slots.

Digital Microsystems
Model: DMS-4 List: 8995 Used: 4395
OS: CP/M (Hi-Net Local Area Network)
CPU: Z80A Memory: 64
Storage: One 8" 500Kb floppy and 10.7Mb Hard Disk

Docutel/Olivetti Corp
Model: M20 List: 2300 Used: 987
OS: Proprietary
CPU: Z8001 Memory: 128/512
Storage: One 5.25" Ports: 1/1 ser, 1/1 par

Dual Systems Control
Model: 83/00 List: 4395 Used: 3175
OS: UNIX
CPU: 68000 Memory: 512
Storage: Two 8" 1Mb floppies Ports: 2 ser

Model: 83/20 (20Mb HD) List: 18000 Used: 10380
Model: 83/40 (two 20Mb HD) List: 25000 Used: 12700

Durango Systems
Model: Poppy List: 4400 Used: 3120
OS: MS-DOS (Multi-User 12)
CPU: 80186 Memory: 128/1000
Storage: Two 5.25" Ports: 1/1 ser, 1/1 par

Dynabyte Inc.
Model: Monarch 6600 List: 11000 Used: 5875
OS: CP/M-80, MP/M 11 (Multi-User 16)
CPU: 8086 and Z80A Memory: 256/1000 4
Storage: One 8" and one Hard Disk Ports: 1/9 ser, 1/1 par

Dynalogic Info-Tech
Model: Hyperion (portable) List: 2990 Used: 2450
OS: MS-DOS
CPU: 8088 Memory: 256
Storage: Two 5.25" (320Kb each) Ports:

Eagle

Model: 11 E-1 List: 1300 Used: 1055
Model: 11 E-2 List: 1575 Used: 1205
Model: 1620 List: 3000 Used: 2260
Model: 1630 List: 4700 Used: 3390
Model: PC-1 List: 2320 Used: 1280
Model: PC-2 List: 2700 Used: 1555
Model: PC-XL List: 3450 Used: 2795

Elite

Model: Elite Consultant List: 11210 Used: 8705
OS: SMDOS (Trademark of Ebnek, Inc.)
CPU: 16032 of 68000 Memory: 256/1000
Storage: One floppy & one 10Mb HD Ports: 2 ser, 1 par

Epic Computer Products Inc.

Model: Episode Model 2296 List: 2250 Used: 1140
OS: CP/M 2.2
CPU: Z80A Memory: 64
Storage: Two 5.25" Ports: 1/1 ser, 1/1 par

Epson America

Model: HX-20 portable List: 790 Used: 455
OS: TP/M
CPU: two 6301 Memory: 16/32

Model: QX-20 portable List: n/a
OS: CP/M
CPU: Z80A (4MHz) Memory: 128/256
Storage: Two 5.25" 320Kb Ports: 1/1 ser, 1/1 par

Exo Systems Corporation

Model: Avalanche 200 List: 1300 Used: 790
OS: CP/M, CP/NET
CPU: Z80A Memory: 64/64 PROM 8
Storage: One 5.25" (.5Mb) Ports: 1 RS-232 & 422,1 par.

Model: Avalanche 300 List: 1800 Used: 1260
Model: Avalanche 500 List: 6000 Used: 3375
Model: Avalanche 700 List: 8000 Used: 3720
Model: Nobus-8 SS/DD List: 3400 Used: 1890

Facit, Inc.
Model: DTC — List: 4000 Used: 1015
OS: DOS, CP/M, MP/M
CPU: 8-bit — RAM: 64

Financial Business Computers. Inc.
Model: FBC Systems — List: 12000 Used: 3650
OS: CP/M, MP/M (2/16 users)
CPU: Z80 — RAM: 64/192
Storage: One floppy and one 10Mb

Fifth Generating Technologies
Model: System 2001/20 — List: 6600 Used: 4650
OS: PRO-1V-PLUS, REGULUS
CPU: n/a — RAM: 256/2048
Storage: n/a

Fortune Systems
Model: 32:16 # August 82' — List: 4995 Used: 4190
OS: Enhanced UNIX (modified version 7)
CPU: 68000 — RAM: 128/1000
Storage: One floppy — Display: 12' monochrome

> Most of Fortune's customers that we have talked to have paid at least $8500 for their system.

Franklin Computer
Model: Ace 1000 — List: 1600 Used: 875
OS: MS-DOS — RAM: 64/256 PROM 12
CPU: 6502 — Ports: 1 RS-232, 1 par.
Storage: 1 5.25" (143Kb)

Model: Ace 1200 — List: 3300 Used: 1780
(with monitor and two drives)

Fujitsu Microelectronics Inc.
Model: Micro 16s — List: 3995 Used: 2475
OS: CP/M
CPU: Z80A, 8748 — RAM: 128/1000 10
Storage: Two 5.25" — Ports: 1/1 ser, 1/1 par

Gimix, Inc.
Model: 6809 List: 10000 Used: 2010
OS: UNIFLEX, OS9-1, OS9-2, OS9-3
CPU: 6809 RAM: 64/1000 (256)
Disk: One floppy w/ 40Mb HD Ports: 3 RS-232

Gifford Computer System
Model: 220 List: 12000 Used: 5995
OS: CP/M, CP?M-80, MP/M-86

Model: System 321 List: 10000 Used: 6130
OS: MP/M, CP/M Plus, Concurrent CP/M
CPU: RAM: 384/1000

Gould Sel
Model: PS 3000 List: 20000 Used: 12320

Model: PS 1000 (w/5Mb HD) List: 8800 Used: 3890

Grid System Corp.
Model: 1101 portable (formally Compass) List:6795 Used: 5265
OS: n/a
CPU: 8086 and 8087 RAM: 256/Bubble 358
w/built in 300/1200-baud modem

Model: 1100 (no modem) List: 5995 Used: 5140
Model: 1109 modem and 512K List: 7995 Used: 6620

Hewlett Packard
Model: H-89 List: 1400 Used: 660
OS: CP/M
CPU: Z80A RAM: 48/64
Storage: One 5.25" (640Kb) Ports: 3 RS:232

Model: HP-86 Lists: 1795 Used: 595
OS: HP
CPU: HP Custom Processor RAM: 64/576
Storage: Ports: 1 RS-232, 1 IEEE:488

Model: HP-75C (portable) List: 990 Used: 385
OS: Proprietary
CPU: Proprietary RAM: 16/24 48
Storage: None available Ports: 1/1 ser, 0/1 par

Model: HP-85 List: 2750 Used: 585
OS: Proprietary
CPU: NMOS RAM: 16/32 32
Storage: 5.25" are available Ports: 1/2 ser, 1/1

Model: HP-16 List: 3700 Used: 2260
Model: HP-26 List: 9000 Used: 4880
Model: HP-36 List: 12100 Used: 6965

Model: HP-120 #9/82 List: 3190 Used: 1935
OS: CP/M-80
CPU: Dual Z80A RAM: 64
Storage: Two floppies (248K each)

Model: HP-125 #8/81 List: 3190 Used: 1980

> The HP-125 is completely compatible with the HP-120 but is more compact due to the smaller monitor.

Model: HP-150 #10/83 List: 3995 Used: 2870
OS: MS-DOS 2.0
CPU: 8088 RAM: 256
Storage: Two 3.5" floppies w/264K each
with 5Mb Hard Disk... List: 5850 Used: 3810

High Technologies Inc.
Model: Mayflower II (portable) List: 3750 Used: 1470
OS: CP/M
CPU: Z80A RAM: 128/512 2
Storage: Two 5.25" Ports: 1/2 ser, 1/2 par

Hitachi Sales Corp. of America
Model: MBE 16000 List: 3000 Used: 1095
OS: MS-DOS, CP/M
CPU: 8088 RAM: 128/384
Storage: One 5.25" Ports: 1/1 ser, 1/1 por

Honeywell Inc.
Model: microSystem 6/10 #6/83 List: 3995 Used: 1775
OS: Proprietary, or MS-DOS and CP/M-86
CPU: 8085A or 8086 RAM: 128/512
Storage: One 5.25" Ports: 1/2 ser

> Honeywell is the first vendor to support the full instruction set of its large computers on its micro's. In fact it is basically a scaled-down version of Honeywell's DPS 6 mini. Honeywell manufactures their own LSI and MOS components.

IBC/Integrated Business Computers
Model: Middi Cadet Lists: 7500 Used: 2940
OS: CP/M, Multi-User OASIS
CPU: Z80A RAM: 256/512 PROM 12
Storage: One 5.25" (1 Mb) Ports: 10 RS-232, 1 Parallel
One 5.25" (20 Mb) Hard Disk

Model: Ensign List: 10000 Used: 3110
OS: OASIS-16
CPU: RAM: 512/8000

IBM
Model: IBM PC #10/81 List: 2540 Used: 2010
OS: MS-DOS
CPU: 8088 RAM: 64/256 PROM 40
Storage: One 5.25" (320Kb) Ports: 2 RS-232, 1 Parallel

> So well recieved the IBM PC has become the de facto standard amoung micro's. Most used microcomputer dealers recieved more requests for the PC than any other computer. To date trading is limited because the supply far exceeds the demand.

Model: PC XT #6/83 List: 5240 Used: 4650
OS: MS-DOS, p-SYSTEM
CPU: 8088 RAM: 128/640
Storage: One 5.25" (320Kb) Ports: 3 RS-232
One 5.25" (10 Mb)

Model: IBM PCjr #1/84 List: 670 Used: 615
OS: PC-DOS 2.1
CPU: 8088 (4.77MHz) RAM: 64/128

Model: IBM PCjr "enhanced" List: 1270 Used: 1025
OS: PC-DOS 2.1
CPU: 8088 (4.77MHz) RAM: 128
Storage: One 5.25" (360Kb) Keys: 62

* So far in 1984 the sales for the PCjr are far less than most predicted. Apple 11e is now expected to outsell by 2-to-1.

Model: 5120 List: 5700 Used: 1725
Model: System/23 Datamaster List: 9700 Used: 1485

Model: 3270-PC 11 List: 4290 Used: 4155
OS: PC-DOS 2.0, Control Program
CPU: RAM: 256/640
Storage: one floppy

Model: 3270-PC 4 List: 5320 Used: 5100
Model: 3270-PC 6 List: 7180 Used: 6925

Model: XT/370 List: 9000 Used: 8745
> Basically this model is an IBM PC with three extra plug-in boards. One board a processor card that emulates the 370 instruction set, another that is an input/output controller allowing connection to a System 370 mainframe via a remote 3274 control unit and a third with 512K of memory.

IMS International
Model: 5000SX Used: 2360
OS: CP/M, Multi-User MS-DOS
CPU: Z80A RAM: 64/1000 PROM 4
Two 5.25" (800Kb) Ports: 2 RS-232

Model: 5000IS List: 3100 Used: 2159
OS: CP/M, Multi-User MS-DOS, TURBODOS
CPU: Z80A RAM: 64/1000 PROM 4

Model: 8000SX List: 4500 Used: 2270
OS: CP/M, Multi-User MS-DOS, TURBODOS
CPU: Z80A RAM: 64/1000PROM 4
Storage: Two 8" (2.4 Mb) Ports: 2 RS-232

Model: 8000S List: 5360 Used: 2830
OS: cp/m, Multi-User MS-Dos, TURBODOS
CPU: Z80A RAM: 64/1000 PROM 4 Storage:
Two 8" (2.4 Mb) Ports: 2 RS:232

Indepentant Business Systems
Model: IBA2-2F List: 5250 Used: 3735
OS: IBS/UCSD-P
CPU:

Innovative Electronics Technology
Model: Proteus List: 4860 Used: 2625
OS: CP/M-8000, BITOS
CPU: RAM: 128/256

Instrumentation Laboratory
Model: 100 AP System w/40Mb HD List: 14550 Used: 4840

Intellimac
Model: IN/7000 Series List: 26000 Used: 9700
OS: ROS, MSX
CPU: n/a RAM: 768/16000

Interactive Systems
Model IST-86 List: 13000 Used: 3565
OS: MP/M-86 (Multi-User)
CPU: 8086 (primary), 8089 & 8051 RAM: 256/1000
Storage: One 5.25" Hard Disk (13.6 Mb) Ports: 6 RS-232

International Systems Marketing
Model: IMS portable (30 pounds) List: 2795 Used: 2210
OS: PC DOS IBM-compatible
CPU: 8088 RAM: 256
Storage: Two 5.25" floppies w/ 360Kb each

w/10Mb Hard Disk List: 3995

w/10Mb Hard Disk and color monitor List: 4495

Intertec Data Systems

Model: 10 List: 2000 Used: 920
OS: CP/M RAM: 64 PROM 2
Storage: Ports: 2 RS-232

Model: 20 List: 3000 Used: 1115
OS: CP/M
CPU: Z80AS RAM: 64 PROM 2
Storage: One 5.25" (350 Kb) Ports: 2 RS-232

Model: 30 Lists: 3500 Used: 1135
OS: CP/M
CPU: Z80AS RAM: 64 PROM 2
Storage: Two 5.25" (350 Kb each) Ports: 2 RS-232

Model: 40 List: 4000 Used: 1280
OS: CP/M
CPU: Z80AS RAM: 64 PROM2
Storage: Two 5.25" (750Kb each) Ports: 2 RS-232

Model: Jr. Model Lists: 1860 Used: 1180
1000perating System: CP/M RAM: 64 PROM 2
Storage: Two 5.25" (total 320Kb) Ports: 2 RS-232

Model: QD-Model List: 2300 Used: 1750
OS: CP/M
CPU: Z80AS RAM: 64 PROM 2
Storage: Two 5.25" (total 700Kb) Ports: 2 RS-232

Model: SD Model List: 2600 Used: 1085
OS: CP/M
CPU: Z80AS RAM: 64 PROM 2
Storage: Two 5.25" (750 Kb each) Ports: 2 RS:232

Ithaca Intersystems

Model: 525 List: 4800 Used: 2640
OS: CP/M, MP/M 11
CPU: Z80B 6MHz RAM: 64/1024
Storage: Two 320Kb mini-floppies

Ivy Microcomputer Corp.
Model: 3001 List: 2995 Used: N/A
Model: 3002 List: 3995 Used: N/A
*Shipment of this IBM comp. to start in early to mid-84.

Kaypro Corporation (orignally NonLinear Systems, Inc)
Model: Kaypro 11 portable #6/82 List: 1295 Used: 1005
OS: CP/M
CPU: Z80 RAM: 64
Storage: Two 5.25 (195Kb each) Ports: 1 ser, 1 par

Model: Kaypro 4 #6/83 List: 1540 Used: 1360

Model: Kaypro 4 (overhauled version) 1830 Used: 1495

> Kapro overhauled the 4 and raised the list price about $200. The newer version has twice the disk storage capacity. Upgrade kits are not available for the older models from Kay Computers. CPU is Z80A instead of Z80. Has other improvements.

Model: Kaypro 10 #7/83 List: 2795 Used: 2395
Model: Kaypro XT 16bit, 256Kb List: ?
Model: Robie (now being introduced) List: 2295

Logical Business Machines
Model: David List: 4950 Used: 2280
OS: n/a (language referred to as English)
CPU: n/a RAM: 64 per station
Storage One 1.2Mb floppy

Model: Tina List: 8800 Used: 2790
Model: Adam List: 17000+Used: 3560

Logical Microcomputer Company
Model: Megamicrocomputer List: 15000 Used: 11980
> This system is the first we know based on the NS 16032 having a IEEE-796 Multibus which means it is plug compatible with any peripheral devices. The system provides 16Mb for each of its 32 users and can crank out 161,000 64-bit multiplications per second.

LNW

Model: LNW 11 List: Used: 465 OS: CP/M
CPU: Z80 RAM: 112
Storage: Two 5.25" or 8" Ports: 1 ser, 1 par.

M/A-COM Office Systems

Model: Keymate C-100 List: 2750 Used: 425
OS: 65-D
CPU: 6502 RAM: 48
Storage: One 80Kb mini-floppy

Model: 220E List: 6290 Used: 1220

Magic Computer Company

Model: Magic List: 3000 Used: 1410
OS: CP/M
CPU: Z80 and 6502 RAM: 64
Storage: Two 5.25" (320Kb each) Ports: 1 ser, 1 par

Megadata

Model: 8174-1 List: 10000 Used:3890
OS: MOS, UNI Plus
CPU: n/a RAM: 768/16000

Model: 8174-4 List: n/a Used: n/a
CPU: n/a RAM: 896/16000

Mercator Business Systems

Model: 2000 List: 6540 Used: 3790
OS: OASIS-16, CP/M-86 and jMP/M-86
CPU: n/a RAM: 64/256

Model: 3000 List: 16000+ Used: 8190+
Model: 4000 List: 17200+ Used: 8820+
Model: 5000 List: 28900+ Used: 9980

Micro Craft Corp.

Model: Dimension 68000 List: 6250 Used: 4560
OS: CP/M, IBM PC, Apple compatable

CPU: 68000 Storage: Two floppies (5.25")

Micro Five
Model: 1000 List: 4900 Used: 3170
OS: STARDOS/BUSINESS BASIC
Storage: Two 1Mb floppies RAM: 128/512

Model: 3000 List: 26450 Used: 8085
Storage: One 1.2 Mb floppy, 34Mb Hard Disk w/17Mb tape cart.

Micromation
Model: MiSystem List: 7000 Used: 3795
OS: CP/M, MP/M, DBOS, TurboDOS
CPU: Z80A (master) RAM: 64
Storage: ONe 5.25" 256Kb floppy and a 10Mb Winchester H.D.

Model: Mariner System (ex. 4 user) List: 20450 Used: 9005
Storage: One 1Mb floppy, 21 Mb Winchester w/20 Mb tape

Micro Source
Model: M6000P portable List: 3900 Used: 2290
OS: CP/M
CPU: Z80 (can upgrade to 68000) RAM: 64
Storage: Two 5.25" 386Kb floppies Ports: 1 ser, 1 par

Microstandard Technology Unlimited
Model: MTU-130 List: 4450 Used: 1995
OS: CO-DOS, UCSD, MP/M, CP/M
CPU: 6502 (optional 68000) RAM: 48/256
Storage: One 1MB floppy Ports: 1 ser, 2 par

Molecular
Model: Supermicro 8 List: 4650 Used: 3820
OS: Multi-User CP/M (upto 8)
CPU: Z80A (primary), slaves Z80A RAM: 64
Storage: One 8" (512Kb) Ports: 2 RS-232, 1 parallel
One 5.25" Hard Disk (10Mb)

Momentum Computer Systems
Model: Hawk 32/E List: 17950 Used: 8970
OS: UNOS

CPU: n/a RAM: 500/1000

Morrow Designs
Model: Micro Decision 1 List: 1545 Used: 870
OS: MOS
CPU: Z80 RAM: 64
Storage: Two 200Kb floppies Ports: 2 ser

Model: Decision MD-1 List: 2395 Used: 975
OS: MOS (Micronix)
CPU: Z80 (4MHz) RAM: 64
Storage: One 5.25" 400Kb floppy

Model: MD-2 List: 2400 Used: 1130
Model: MD-3 (w/10 Mb HD) List: 5300 Used: 1915

Multitech Electronics
Model: MPF-11 List: 400 Used: 165
CPU: 6502 (Apple compatible) RAM: 64

Model: MPF-11-C List: 600 Used: 245

Multi-Tech Systems
Model: MT-500 List: 4300 Used: 1730
OS: CP/M
CPU: Z80A RAM: 64Kb
Storage: One 5.25" (300Kb) Ports: 1 RS-232

Nabu Manufacturing
Model: 1100 List: n/a
OS: CP/M
CPU: Z80A (5MHz) RAM: 64
Storage: Two 8" (1Mb each) Ports: 2 RS-232, 1 parallel

Model: 1600 List: n/a
OS: MS-DOS, Multi-User XENIX
CPU: 8086 (4.9MHz) RAM: 256/512 ROM 8
Storage: One 5.25" (800Kb) Ports: 4 RS-232

Nelma Data Corporation
Model: Persona List: 2200 Used: 1120

OS: CP/M
CPU: Z80A RAM: 64
Storage: Two 5.25" (180Kb each) Ports: 1 serial, 1 parallel

NBI
Model: System one/IWS List: 12500 Used: 5480
OS:
CPU: RAM: 512/1000

NCR
Model: Tower 1632 List: n/a Used: n/a
OS: UNIX 111
CPU: RAM: 256/2000

Model: WS-100 List: 7800 Used: 3275
OS: CP/M
CPU: 8088 RAM: 64/512

Model: WS-200 List: 9900 Used: 5275

Model: Decision Mate V #3/83 List: 5140 Used: 3875
OS: CP/M and MS-DOS or CP/M-86
CPU: Dual Z80A and 8088 Memory: 64/512
Storage: One 5.25' floppy, 320K formatted
One 5.25' Hard Disk, 10Mb formatted
with two floppies... List: 3440 Used: 2695

NEC Information Systems
Model: PC-8000 List: 3200 Used: 990
OS:
CPU: NEC's copy of a Zilog Z80 RAM: 32/64
Storage: Two 5.25" Ports: 0/1 ser, 1/1 par

Model: PC-8801A List: 950 Used: 715
Model: PC-8831A List: 870 Used: 670

Model: APC-HO1 #7/82 List: 2090 Used: 1910
OS: CP/M-86, MS-DOS, UCSD p System
CPU: 16-bit PD8086 (like the 8086) RAM: 128/512
Storage: One 1Mb floppy w/monochrome monitor

Model: APC-H02 (Two 1Mb floppies) List: 2540 Used: 1625
Model: APC-H03 List: 3050 Used: 1945
Model: APC-WPS 2 List: 3448 Used: 3645
Model: APC-WPD 4 List: 5625 Used: 3790

> List prices above national advertised and are below current list. We have never talked to any owner that didn't think NEC an exceptional value. One owner said he was sorry for friends that had IBM PC's.

NEC is a subsidiary of Nippon Electric Company, Ltd., of Tokyo Japan. Established in 1899 NEC markets about 16,000 products worldwide. The APC models are some of the elite of micro's.

North Star Computers
Model: Advantage List: 2160 Used: 1295
Model: Advantage w/5Mb List: 3345 Used: 2570
Model: Advantage w/15Mb List: 4315 Used: 3180

Olivetti
Model: M20 List: 3000 Used: 1975
OS: POOS (much like CP/M)
CPU: Z8001 (Optional 8086 card) RAM: 128/512
Storage: One 5.25" (320Kb) orts: 1 ser, 1 par

Ontel
Model: 1505 List: n/a Used: 1955
OS: MDOS/80, HDOS/80, CP/M
CPU: 8085 RAM: 64
Storage: Two 5.25" 600Kb mini-floppies

Onyx Systems Inc.
Model: Sundance 11 List: 8500 Used: 4120
OS: CP/M, MP/M

Model: C5001/MU List: 7800 Used: 3975
Model: C8001/MU List: 9500 Used: 5430
Model: C5002A List: 10900 Used: 6195

Model: 186 Series new List: 4485+ Used: 4130

OS: Concurrent CP/M-86,OASIS, MBOS/BB3
CPU: 80186 RAM: 256
Storage: One 1Mb floppy

Model: System 2000 List: 6750 Used: 4340
OS: MP/M-86, OASIS
CPU: 8088 RAM: 64/256
Storage: One 5.25" & one Hard Disk Ports: 1/4 ser, 1/1 par

Model: Sundance 16 List: 13000 Used: 6285

Osborne Computers
Model: 1 List: 720 Used: 360
Model: Executive List: 840 Used: 485

> In 1983 the Osborne was within the top ten for popular microcomputers. In 1984 the popularity has severely decreased.

OSM Computer Corporation
Model: Zeus 2 List: 15000 Used: 3850
OS: MUSE
CPU: Z80A RAM: 64
Storage: Two 8" floppies and one 68Mb Winchester

Model: Zeus 3 List: 8000 Used: 3115
Storage: One 5.25" 160Kb and One 6Mb Winchester

Otrona
Model: Attache Compact Computer List: 4000 Used: 2005
OS: CP/M
CPU: Z80A RAM: 64
Storage: Two 360Kb 5.25" floppies

Panasonic Co.
Model: HHC/Link (portable) List: 500 Used: 820
OS: Proprietary
CPU: 6502 RAM: 4/16
Storage: None available Ports: 0/1 ser

Model: JR-200U List: 400 Used: 75

OS: Proprietary
CPU: 6802 RAM: 32 16
Storage: None available Ports: 0/1 ser, 1/1 par

Personal Microcomputers
Model: PMC-101 List: 1200 Used: 695
OS: CP/M
CPU: Z80A RAM: 128 4
Storage: One 5.25" Ports: 1/2 ser, 1/3 par

Pertec Computer Corporation
Model: System 3205 List: 5000 Used: 3935
OS: CP/M, Proprietary
CPU: 68000 RAM: 256/1000
Storage: Two 5.25" Ports: 1/3 ser, 0/8

Pied Piper
Model: Communicator 1 portable List: 965 Used: 580

Plexus Computers Inc.
Model: P/35 Computer System List: 13500 Used: 7915
OS: UNIX 111
CPU: 68000 RAM: 512/2000 48
Storage: Cartridge and Hard Disk Ports: 1/8 ser, 1/1 par

Model: P/25 List: 11250 Used: 7480
CPU: Z8000

Plessey Peripheral Systems
Model: 6100 Series List: 5300 Used: 4150
OS: Proprietary
CPU: LSI 11/23 RAM: 64
Storage: Two 8" Ports: 1/1 ser

Model: 6200 Series List: 6600 Used: 4740
OS: Proprietary
CPU: LSI 11/23 RAM: 256
Storage: Two 8" Ports: 1/5 ser

PolyMorphic Systems Corp.
Model: 8813 List: 6000 Used: Used: 449

OS: CP/M 2.2
CPU: IAPX80186, Z80A — RAM: 320/1000 4
Storage: Three 5.25" — Ports: 1/4 ser, 1/2 par

Product Associates Inc.
Model: ZDISK-1 — List: 3000 Used: 1240
OS: MP/M — RAM: 64
Storage: Two 300Kb mini-floppies — Ports: 2 ser, 1 par

Model: ZDISK-2 — List: 4900 Used: 2240
Storage: One floppy and one 5Mb Hard Disk

Model: ZDISK-3 — List: 5900 Used: 2660
Storage: One floppy and one 10Mb Hard Disk

Pronto Computers Inc.
Model: Series 16 — List: 3000 Used: 1885
OS: MS-DOS
CPU: 80186 — RAM: 128/1000
Storage: One 5.25" — Ports: 1/1 ser, 1/1 par

Texas Instrument
Model: TI 99/4A Used: 25

Model: TI Professional Computer List: 3145 Used: 2510
OS: MS-DOS, CP/M-86
CPU: 8088 RAM: 64/256
Storage: Two 5.25" (320Kb each) Ports: 1 par.

Toshiba America Inc.
Model: T300 List: 3090 Used: 2545
OS: MS-DOS
CPU: 16 bit RAM: 192K/512K
Storage: dual disk drive

TRW-Fujitsu Co.
Model: Affinity 16 List: 7750 Used: 4680
OS: Affenity 16 OS
CPU: 16-bit RAM: 124
Storage: Two 320K floppies w/CTR 2000 char.,kb

Unidata Systems, Inc.
Model: The Graduate List: 3450 Used: 1965
OS: CP/M, MP/M, UNIDATA
CPU: Z80B (5MHz) RAM: 64/
Storage: Ports: 4 ser, 2 par

United Technologies
Model: TP8100 List: 15000 Used: 4830
OS: SPECIAL
CPU: Z80A (4MHz) RAM: 256

Universal Data, Inc.
Model: UDI-100 (portable) List: 1520 Used: 315
OS: CP/M, MP/M, Program Generator
CPU: 1804, 1802 RAM: 8/276
Storage: not at this list Ports: 1 ser, 1 par, 1 Uni

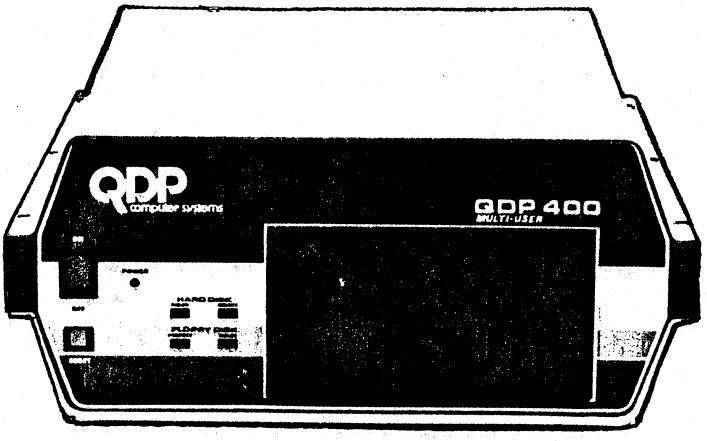
Universal Research
Model: Portabrain (portable) List: n/a Used: n/a
OS: CP/M, MP/M
CPU: Z80 RAM: 64
Storage: Ports: 2 ser, 1 par

QDP Computer Systems

Model: QDP-100 List: 4715 Used: 2470
OS: CP/M
CPU: Z80B RAM: 128/512 2
Storage: Two 8" Ports: 1/4 ser, 1/2 par

Model: QDP-300 Multi-User List: 6195 Used: 4785
OS: CP/M, MP/M
CPU: Z80B (6MHz) RAM: 256/768
Storage: Two 8" for total of 2.4Mb and 5.25" Wincherster-12.4Mb
> The above price is for the multi-user version.

Model: QDP-400 List: 8295 Used: 7295
OS: TurboDOS
CPU: Z80B (two to five) RAM: 128/640
Storage: One 8" floppy and one 5.25" Winchester 16.2Mb.



> A multi-user, multi-processor, networked computer system. Each of 5 users is supplied with their own slave Z80B.

Quasar Data Products

Model: QDP-100 List: 4695 Used:2130
OS: CP/M
CPU: Z80A (4MHz) RAM: 64
Storage: Two 8" 1.2Mb floppies Ports: 2 ser, 2 par

Model: QDP-100H (10Mb Hard Disk) List: 8695 Used: 2740

Quay
Model: 900 List: 4990 Used: 1770
OS: CP/M, MP/M11
CPU: Z80A RAM: 64
Storage: Two 8" 1.25Mb floppies Ports: 1 ser, 1 par

Model: 900 List: 2295 Used: 955
Storage: One 200Kb floppy

Quest Electronics
Model: Venture system List: 195 Used: 65
OS: VENTURE DOS
CPU:1802 (expandable to 8088) RAM: 4

Radio Shack
Model: 1 (two drive model) List: n/a Used: 110
Model: 2 List: n/a Used: 1200
Model: 4 (two drive model) List: 1500 Used: 1340

Model: 4P List: 1800 Used: 1340
OS: CP/M
Storage: Two 184K floppies RAM: 64

Model: 12 2 drives List: 2990 Used: 1600
Model: TRS-80 Color Computer MC-20 List: 120 Used: 75

Rair Microcomputer Corp
Model: The Rair Business Computer List: 9750 Used: 7895
> Dual 8088's and an 8-bit 8085 w/256K RAM to 1Mb, and 19Mb Winchester Hard Disk.

Rexon Business Machines Corp.
Model: RX 100 Marathon A-1 List: 11350 Used: 9670
128K RAM, 10Mb 5.25" Hard Disk, .25" tape cartridge, 8088 Intel

Model: RX 400 Marathon List: 18200 Used: 14650

Sage Computer Technology
Model: 1V List: 2430 Used: 2170
w/16 Mb Hard Disks List: 5400 Used: 5005
w/12 Mb Hard Disk List: 6140 Used: 5435

w/18 Mb Hard Disk List: 6300 Used: 5540

Sanyo Business Systems
Model: MBC-550 List: 769 Used: 650
OS: MS-DOS
CPU: 8088 RAM: 128
Storage: One 5.25" (160Kb) Ports:

Model: MBC-1000 List: 1530 Used: 1295
Model: MBC-1250 List: 2440 Used: 1690
Model: MBC-4000 List: 2700 Used: 2145

Scientific Data Systems
Model: SdS 420A List: 8000 Used: 389

Seattle Computer
Model: Gazelle List: 8000 Used: 6120
OS: MS-DOS
CPU: 8086 (8MHz) RAM: 128/1000
Price includes printer, terminal and minimun software.

Seequa Computer Corp.
Model: Chameleon (portable) List: 1995 Used: 1470
OS: MS-DOS
CPU: n/a RAM: 128
Storage: One floppy

Model: Chameleon Plus List: 2895 Used: 2475
w/Two floppies and 256K

Model: Seequa XT (10Mb Hard Disk) List: 3995 Used: 3320
w/One floppy and one 10Mb Hard Disk

Sharedata
Model: Omni Integrated Office System Used: n/a
OS: UNIX-like

Sharp
Model: System 100 (8-bit) List: 3400 Used: 1620
Model: System 200 (8-bit) List: 5000 Used: 2120
Model: YX-3200 List: 3500+ Used: 1715

SKS Computers, Inc.
Model: SKS 1000 List: 3300 Used:
OS: CP/M, MP/M, OASIS
CPU: Z80 RAM: 64/1000
Storage: Two disks (560Kb each)

Solaris Computer Corp.
Model: Level 1 List: 2400 Used: 1590
OS: CPM-86, MP/M-86, MS-DOS, XENIX
CPU: 8088 (5MHz) RAM: 128/512
Storage: One disk with standard software.

Solid State Technology, Inc.
Model: 8100 List: n/a
Sony Corp of America

Model: SMC-70 List: 2700 Used: 1325
OS: CP/M, MP/M
CPU: Z80A RAM: 64
Storage: One 280Kb floppy

Sumicom
Model: System 330 List: 3400 Used: 2250
OS: MS-DOS, CP/M-86
CPU: 8088 RAM: 128/272
Storage: Two 5.25" (600Kb each) Ports: 1 Par,

Model: System 830 List: 4000 Used: 2170

Surgeonics, LTD
Model: Energy Saver Systems List: 35000 Used: 2400
OS: Exective
CPU: 8-bit RAM: 256

Systems Group
Model: System 2924 List: n/a
OS: MP/M, Multi-User OASIS

Model: System 2960 List: 8270 Used: 6220
Model: System 2962 List: 8960 Used: 6435
Model: System 2964 List: 11000 Used: 8185

Model: System 2966 List: 12600 Used: 8890
Model: System 2968 List: 12080 Used: 8315
Model: System 2969 List: 13750 Used: 8995

Tab Products
Model: System 1630 List: 7700 Used: 5185
OS: CP/M-86, MP/M-86
CPU: 8088 RAM: 128/768
Model: System 1650 List: 8070 Used: 6430

Tarbell Electronics
Model: Rebel 2 List: 2480 Used: 1890
OS:
CPU: Z80B (6 Mlz) RAM: 64
Storage: Two 5.25"

Model: Rebel 5 w/5Mb Hard Disk List: 3000 Used: 2340
w/10Mb Hard Disk List: 3140 Used: 2385
w/16Mb Hard Disk List: 3270 Used: 2440

Model: Tarbell Empire List: 3775 Used: 2789
OS:
Storage: Two 8" (DD)

Tava Corporation
Model: Tava PC List: 1995 Used: 1710
OS: DOS, CP/M-86
CPU: n/a RAM:

Televideo Systems
Model: TS-802 List: 2525 Used: 1825
Model: TS-803 List: 1850 Used: 1210
Model: TS-806/20 Mb List: 4859 Used: 2890
Model: TS-816/40 Mb List: 9275 Used: 5120
Model: TS- 1603 List: 2150 Used: 1020

Model: TS-1603 List: 3000 Used: 2145
OS: MS/DOS, CP/M-86
CPU: 8088 RAM: 128/256
Storage: Two 5.25" (1Mb each) Ports: 2 ser, 1 par

Vector Graphic
Model: 4/20 List: 4000 Used: 3275
OS: CP/M, Multi-User MS-DOS, VECTORLINC
CPU: Z80B (primary

Victor Business Products
Model: 9000 List: 2880 Used: 1620
w/HD List: 4850 Used: 3015

Visual Computer Inc
Model: Commuter List: 2360 Used: 2330
OS: MS-DOS
CPU: 8088 RAM: 128/512
Storage: Two 360Kb floppies

Voyager Systems, Inc.
Model: Voyager 4000 Series List: 5000 Used: 3195
OS: CP/M, MP/M, DOS
CPU: 8086, 8088 (3.07 MHz) RAM: 64/1000
Storage: Two 5.25" (1.2Mb each) Ports: 1 RS-232, 4 par

Wang Laboratories
Model: 2200MVP List: 11,000 Used: 2150
OS: BASIC-2 and MP/M (12 Users)
CPU: WANG RAM: 32/512
Storage: One 5.25" (320K) Ports: 1 RS-232
One 5.25" Hard Disk (10Mb)

Model: Wang PC-004A List: 3600 Used: 1300
OS: MS-DOS 2.2, CP/M-80, UCSD p-system
CPU: 8086 (8MHz) RAM: 128/640
Storage: One 5.25" (360Kb) Ports: 1 RS-232, 1 parallel

Model: 2200SVP List: 14400 Used: 5900
Model: PC-003B List: 3700+ Used: 2135
Model: PC-005A List: 6400+ Used: 3450

Western Digital
Model: SB1600 single board computer List: 2800 Used: 420
Model: SB1673 (2 1.2Mb floppies) List: 7000 Used: 2625

Wicat Systems

Model: 150WS — List: 9450 Used: 3820
OS: Multi-User MCS, also UNIX III
CPU: 68000 (primary) — RAM: 256/1536 PROM 64K
Storage: One 5.25" (630K) — Ports: 2 RS-232, 1 parallel
One 5.25" Hard Disk (10Mb)

Model: 160WS — List: 15000 Used: 9800

Model: 140WS — List: 7950 Used: 5870
Operatiog System: MCS
CPU: 68000 — RAM: 512
Storage One 616Kb floppy and one 10Mb Winchester

Winsource, Inc.

Model: 10, 50 or 100 — List: 8500 Used: 6980
OS: CP/M, MP/M, CP/M-86, MP/M-86, N-STAR
CPU: 8086, Z80A — RAM: 64/1000
Storage: One floppy and 10Mb HD — Ports: 8 RS-232

World Information Systems, Inc.

Model: TDS/16 — List: 60000 Used: 21300
OS: Multi-User, multiprogramming
CPU: 8-bit — RAM: 256

Xerox

Model: 820-II #7/82 — List: 2995 Used: 1275
OS: CP/M-80
CPU: Z80A (4MHz) — RAM: 64/64 PROM 4K
Storage: Two 5.25" (total 322K) — Ports: 2 RS-232, 2 parallel

Model: 16/8 new — List: 3045 Used: 2005
OS: CP/M-80, CP/M-86, MS-DOS
CPU: Z80A, 8086 — RAM: 64 and 128/256
Storage: Two 5.25" floppies

Model: 1800 portable #new — List: 1595+ Used: 1340
OS: n/a
CPU: NSC800 (8-bit 2.5 MHz) — RAM: 64 ROM 32

Model 1800 w/ 1850 "Flat-Pack" — List: 4075 Used: 3480

OS: CP/M-80, CP/M-86, MS-DOS
CPU: 8088, Z80A and NSC800 RAM: 128/512
Storage: Two 5.25" 500K floppies w/ 300/1200 modem, 4.5" printer which has 4 color graphics, a real time clock,

Xycomp, Corp.
Model: Xycomp List: 82000+ Used: 62300
OS: UNIX
CPU: 68000 RAM: 832/
Storage: One foppy (1Mb) & 70Mb HD Ports: 12 RS-232

Zax Corp.
Model: The Box List: 5995 Used: 4125
OS: CP/M, MP/M, CP/M-86, MP/M-86, XENIX
CPU: 8086, Z80B 8MHz RAM: 64/1000
Storage: Ports: 4 RS-232, 2 par, 1 Cen.

Zeda Computers International, LTD.
Model: 520 List: 2400 Used: 620
OS: Single User
CPU: n/a RAM: 64

Model: 580A List: 3000 Used: 750
OS: Single User
CPU: n/a RAM: 64/128

Zendex Corp.
Model: 925 List: 8600 Used: 3750
OS: MP/M, CP/M
CPU: 8085 RAM: 64
Storage: N/A Ports: N/A

Model: 938 List: 17100 Used: 4950
Storage: Two floppies (500Kb ea) and one 10Mb fixed Winchester

Zenith Data Systems
Model: Z-89 List: 2000 Used: 750
OS: CP/M, MP/M, H-DOS
CPU: Z80A RAM: 48/68, Prom 2Kb
Storage: one 5.25" (640Kb) Ports: 3 RS-232

Model: ZF-100 Series

OS: Z-DOS, CP/M-86, MP/M-86, H-DOS
CPU: 8085 or 8088 RAM: 192/768
Storage: Two floppies Ports: 2/8 ser, 5 par, 1 Cen.

Model: ZF-120-22 List: 2870 Used: 1450
Model: ZF-120-32 List: 4260 Used: 2340

Model: Z-90 List: 2500 Used: 1020
OS: CP/M, MP/M, H-DOS
CPU: Z80, 8088 RAM: 64
Storage: One floppy

> Zenith expects to ship new (16-bit IBM compatible) personal computers by 5/84. Anytime new models become available it usually lowers the value of existing models. The new models are:

Model: Z-150 List: under $3000
Model: Z-160 (portable) List: under $3000

Zero One Computer Corp.
Model: Zero One System List: 16000 Used: 5200
OS: CP/M, MP/M, TurboDOS
CPU: Z80A (4MHz) RAM: 64
Storage: n/a Ports: 2 RS-232, 1 Cent.

Zitel Corp.
Model: PCX-86 System Used: n/a
OS: CP/M, MP/M
CPU: RAM: 128/1280

Zobex
Model: S-11 List: 4900 Used: 3425
CPU: n/a RAM: 64/512
Storage: n/a Ports: IEEE-696

Mini/Mainframe

In the event you may buy or sell some larger equipment the following may be of interest to you. This list includes some of the biggest third market firms in the U.S. Due to the specialized knowledge required when dealing in the mini/mainframe environment it is almost mandatory that one depend on the expertise of dealers, brokers or leasing companies who handle these large equipment investments.

-BASIC FOUR-

Aleta Enterprises, Inc.
16 Southsand
Irvine, CA 92714
714-786-3559

Flexible Computer Products
14446 Midway Road
Dallas, TX 75234
214-960-1601

McData, Inc.
6030 F Unity Drive
Norcross, Ga 30071
404-448-8011

Retrofit
Timothy Lawlor
392 Pleasant Street
Brockton, MA 02401
619-292-7205

Spencer Systems Assoc.
6303 Acuff
Shawnee Mission, KS 66216
913-268-5244

UIPS
6333 Pacific Ave
Stockton, CA 95207
209-473-4156 / 408-971-8118

Unique Data Systems
124 Getty Ave
Clifton, NJ 07011
201-772-4256

-BURROUGHS-

Universal Financial Products, Corp.
375 West First Street
Elmhurst, IL 60126
312-279-1160

-CDC-

Bottom Line Industries
7027 Eton Ave
Canoga Park, CA 91303
213-710-0777 TLX 698670

Norcomex/Computech
7501 Keele St., Ste 400
Concord, ON, Canada L4K1Y2
416-671-3736 TLX: 06-986766

-DATAPOINT-

Fox Compter Sales, Inc.
195 Alpha Drive
Cleveland, Ohio 44143
216-449-5205

General Data Processing
3300 Main St.
Houston, TX 77002
713-523-6454

Omega Optical
13515 N. Stemmons
Dallas, TX 75234
214-241-4141

Save Systems, Inc
57 E. Washington
Chagrin Falls, OH 44022
216-247-2066

Unique Data Systems
124 Getty Ave
Clifton, NJ 07011
201-772-4256

-DEC-

Brookvale Associates
40 Orville Drive
Bohemia, New York 11716
1-800-645-1167
NY 516-567-7777

Bycal Enterprises, Inc.
35 Park Drive, Suite 1
Boston, MA
617-536-6059

Computer Clearing House Inc.
200 City View Drive
Rochester, NY 14625
716-381-1252

Crozier
9421 Winnetka Ave
Chatsworth, CA 91311
800-243-0992 or 818-349-5844

Dataware Systems Lease
30 Bay St.
S.I. NY 10301
212-447-4911 Telex 429394
also 800-221-6318

Digital Computer Exchange, Inc.
2305 Sumter Lake Dr.
Marietta, GA 30062
404-971-1005

EMC Corporation
12 Mercer Road
Natick, MA 01760
800-222-EMC2 Telex:948615

HCB
723 Memorial Hwy
Bismarck, ND 58501
701-258-1560

Hi-Tech Computer Systems
56 Forester Ave
Warwick, NY 10990
914-986-2220

Intercon
PO 171
Braintree, MA 02184
617-848-9656

Interfaces Limited
501 Valleybrook Road
Pittsburgh, PA 15317
412-941-1800

MCA
PO Box 988
Parker, CO 80134
303-841-8088

The Moore Computer Exchange
521 Valley Drive
Manhattan Beach, CA 90266
213-376-7235

New York Computer Exchange, Inc
130 Gazza Blvd
Farmingdale, NY 11735
800-645-9109 or 516-752-8666

Northwest Mini Computer
337 Boston Road
Billerica, MA 01821
617-663-2550
800-343-8302

Omni-Systems Associates
Box 632
Caldwell, NJ 07007
201-335-6919

Saxpo, Inc
11 Stewart Avenue
Huntingtion, NY 11743
516-549-6900 Telex:961369

Sevco
84 S. St.
Hopkinton, MA 01748
617-435-6938
telex 710-3477577

Scherers
6145 Scherers Place
Dublin, Ohio 43017
614-889-0810

Trimarchi and Associates, Inc.
PO Box 560
State College, PA 6801
814-234-5659

Westec Associates
1607 116th Ave NE, Suite 108
Bellevue, WA 98004
206-454-2901

-HEWLETT PACKARD-

Datagate Systems Inc.
2287 Ringwood Ave
San Jose, CA 95131
408-946-6222

Encore
1804 14th St
Santa Monica, CA 90404
213-452-9117

Eurodata Inc.
1673 Carling Ave, Suite 110
Ottawa, Canada K2A 1C4
613-725-9485/Telex 053-3025

CSU Industries, Inc.
135 Rockaway Turnpike
Lawrence, New York 11559
516-239-4310

MSI Microtek
16530 Commerce Ct.
Cleveland, OH 44130
216-234-8040

-HONEYWELL-

Browns Computer Service, Inc.
2343 South Hanley
St. Louis, MO 63144
314-644-3323

Stearns Computer Service Inc.
218 Pond St
Hopkinton, MA 01748
617-435-9481

URS
66 Montvale Ave.
Stoneham, MA 02180
617-438-4300

-IBM-

Accord Computer Corp
PO Box 268
311 Springfield Avenue
Summit, NJ 07901
201-277-6401

ACS Equipment Corp.
29811 I-45 North, #209
Spring, TX 77381
713-363-9126

Alpha Financial Group
731 Front Street, N.W.
Grand Rapids, MI 49504
616-458-3235

Ambico Investments Inc
1701 River Run, Suite 304
Fort Worth, TX 76107
817-332-7082

Amcom
5200 West 73rd Street
Minneapolis, MN 55435
612-835-4737

Amerada Marketing
13771 N. Central Expressway, Suite 615
Dallas, TX 75243
214-235-3114

American Business Communications
2670 N. Cobb Parkway
Kennisaw, GA 30144
404-422-0112

Annex Computers
3020 East Camelback Road, Suite 200
Phoenix, AZ 85016
602-956-8586

Arbour Marketing Corporation
19 Killdeer Drive
Hackettstown, NJ 07840
201-852-7152

Bankers Leasing Assoc. of Alanta
2481 Hogan Road
East Point, GA 30344
404-766-4416

Barrett Capital & Leasing Corp.
707 Westchester Avenue
White Plains, NY 10604
914-682-1960

Bedford Computer Marketing
4141A Greenbriar
Stafford, TX 77477
713-491-6757

Berlent Industries Inc
1975 Hempstead Turnpike
East Meadow, NY 11554
516-794-9722

Brixton International Assoc.
1461 Franklin Avenue
Garden City, NY 11530
516-248-0250

Bruce Baum Associates
523 4th Street
San Rafael, CA 94901
415-459-2279

Camelback Computer Investors
6621 North Scottsale Road
Scottsdale, AZ 85253
602-998-2880

Cap Industries Inc
2231 Hollywood Boulevard
Hollywood, FL 33020
305-925-1002

CDB Financial Inc
8035 E R L Thornton Frwy,
Dallas, TX 75228 Suite 302
214-324-3491

CDLA-Net Martin Marietta
6303 Ivy Lane 7th Floor
Greenbelt, MD 20770
301-982-6916

Centron/DPL Company
7480 West 78th Street
Minneapolis, MN 55435
612-884-3366

Century Computer Sales
15910 Ventural Blvd
Encino, CA 91436
818-986-2054

Charter American Inc.
4161 Blackland Drive
Marietta, GA 30067
404-955-7483

Cherokee Computer Corporation
PO Box 988
Rome, GA 30161
404-291-4124

Classic Computer Corporation
1807 Trowbridge Cove
Atlanta, GA 30338
404-395-0000

CMI Corporation
755 W. Big Beaver Rd., Suite 1900
Troy, MI 48084
313-632-1000

CMLS
3212 Chichester Lane
Fairfax, VA 22031
703-560-8350

Coastal Computer Marketing
15335 Morrison St., Suite 170
Sherman Oaks, CA 91403
213-986-4830

Comdisco Inc.
6400 Shafer Court
Rosemont, IL 60018
312-698-3000

Commerce Computer Corporation
2250 Highway 78, Suite 5
PO Box 409
Snellville, GA 30278
404-972-9232

Commercial Computer Sls.
3029 Stanford Ave
Marina Del Rey, CA 90292
213-306-0113

Commonwealth Computer Advisors
707 East Main St., Suite 1650
Richmond, VA 23219
804-643-4200

Compu-Act Co Inc.
200 State Road 52, Suite 204
Port Richey, FL 33568
813-863-2461

Computer Arrangements
PO Box 470221
Dallas, TX 75247
214-438-4245

Computer Clearing House
200 City View Dr
Rochester, NY 14625
214-826-3290

Computer Affiliates Co
412 Manor Road
Staten Island, NY 10314
212-273-6094

Computer Dealers & Lessors Assoc.
1212 Potomac St. NW
Washington, DC 20007
202-333-0102

Computer International Corp.
630 Colonial Park Drive, Suite 200
Roswell, GA 30075
404-587-0002

Computer Marketing Inc.
7704 Seminole Avenue
Philadelphia, PA 19126
215-782-1010

Computer & Office Equipment
1020 Post Road
Darien, CT
203-655-7061

Computer Options, Inc.
1660 South Highway 100
Minneapolis, MN 55416
1-800-328-5718

Computer Resale Exchange Inc
1330 New Hampshire Ave., NW
Washington, DC 20036
202-737-1401

Computer Research Tech. Inc.
201 Allen Road, Suite 406
Atlanta, GA 30328
404-252-9007

Computer Sales International Inc
222 South Central Avenue, Suite 702
St. Louis, MO 63105
314-727-7010

Computer Savings Corporation
3509 E. Shea Blvd., Suite 101
Phoenix, AZ 85028
602-971-3830

Computer Services International
560 Sylvan Avenue
Englewood Cliffs, NJ 07632
201-569-6123

Computer Systems/Graphics Inc.
10983 Granada Lane, Suite 106
Overland Park, KS 66211
913-649-2190

Computer Traders Inc.
1800 Water Place, Suite 100
Atlanta, GA 30339
404-955-0360

Concord Systems Inc.
6300 N. River Road, Suite 503
Rosemont, IL 60018
312-823-5650

Continental Computer Leasing Corp.
125 Pheasant Run
Newtown, PA 18940
215-968-6000

Continental Data Corp
2950 Atlanta Street
Smyrna, GA 30086
404-436-3663

Cougar Computer Corporation
26250 Euclid Office Plaza,
Euclid, OH 44132
216-261-3500

CPU Sales & Leasing, Inc.
3477 NW Yeon Avenue
Portland, OR 97210
503-222-2226

D P Enterprises Inc.
1310 Ward Street
Seattle, WA 98109
206-622-7564

Daley Marketing Corporation
1700 Adams Avenue, Suite 207
Costa Mesa, CA 92626
714-662-0755

Data Exchange Inc
2314 Wisconsin Avenue
Downers Grove, IL 60515
312-963-4424

Data Sales Co. of California
7373 Skyline Blvd.
Oakland, CA 94611
415-339-8901

Data 3 Computer Corp.
11000 Prairie Lake Dr., Suite 600
Eden Prairie, MN 55344
612-941-9495

Dataserv Equipment Inc.
509 Second Ave. South
Hopkins, MN 55343
612-933-2575

Datatronics, Inc.
13326 "B" Street
Omaha, Nebraska 68144
402-330-3292

Dimensional Data Inc.
7830 Lawrence Avenue
Norridge, IL 60656
312-297-7210

Distinctive Data Processing
2860 Walnut Hill Lane, Suite 101
Dallas, TX
214-357-7391

DP Enterprises, Inc.
1310 Ward Street
Seattle, WA 98109
206-622-7564

Duane Whitlow & Co.
1131 Rockingham Dr., Suite 125
Richardson, TX 75080
214-238-0482

East/West Compters Inc.
2 Hedgerow
Spring House, PA 19477
215-628-4040

Easton Computer Co. Inc.
U.S. 1 & Black Horse Lane
Monmouth Junction, NJ 08852
201-821-5330

Economic Computer Sales
845 Crossover Lane
Memphis, TN 38117

Economic Data Corp.
650 Louth Cherry St., Suite 506
Denver, CO 80222
303-3994666

EDP General
111 North Palm Avenue
PO Box 4014
Indialantic, FL 32903
305-727-2052

Frontier Computer Corp.
4575 S. Westmoreland
Dallas, TX 75237
214-330-7243

Future Computer System
1462 Erie Blvd.
Schenectady, NY 12305
518-382-5350

Gany Corp.
1162 Rockbridge Road
Stone Mountain, GA 30087
404-925-1464

Gemini Computer Corp.
14229 Proton Road
Dallas, TX 75234
214-934-9151

General Systems Corp.
2328 Livernois
Troy, MI 48084
313-689-6200

Global Computer Corporation
17400 Dallas Parkway, Suite 100
Dallas, TX 75248
214-931-3083

Goldenwest Computer Marketing Inc.
4341 Birch St. Suite 200
Newport Beach, CA 92660
714-957-3327

Greyhound Computer Corporation
111 West Clarendon, 14th Floor
Phoenix, AZ 85077
602-248-2700

El Camino Resources LTD
4827 Sepulveda, Suite 110
Sherman Oaks, CA 91403
213-986-2411

Express Leasing Inc.
11858 Bernardo Plaza Court
San Diego, CA 92128
619-489-7800

Federal Computer Marketing, Inc.
14001 Goldmark Drive, Suite 237
Dallas, TX 75240
214-690-5187

Federated Financial Inc.
6740 Clough Pike
Cincinnati, OH 45230
513-231-0290

First Alliance Corp.
16100 Chesterfield Village Pky,
Chesterfield, MO 63017
314-532-5704

First Northern Computer, Inc.
11995 Singletree Lane, Suite 145
Eden Prairie, MN 55344
612-944-8830

Forsythe/Mc Arthur Assoc. Inc.
919 North Michigan Avenue
Chicago, IL 60611
312-943-3770

Frank Orlando Jr $ Co., Inc.
3012 Malmo Drive
Arlington Heights, IL 60005
312-364-9220

GTEX Inc.
1131 Rockingham Drive, Suite 215
Richardson, TX 75080
214-783-1212

Hartford Computer Group
515 East Golf Pond Road
Arlington Heights, IL 60005
312-364-0505

Hellems Associates Inc.
836 Ritchie Highway
Severna Park, MD 21146
301-261-1944

Inter-American Data, Inc.
578 Old Norcross Road
Lawrenceville, GA 30245
404-492-9300

International Marketing & Finance
185 North Redwood Drive, Suite 100
San Rafael, CA 94903
415-492-9300

IOA Data Corp.
383 Lafayette Street
New York, NY 10003
212-673-9300

IPS Computer Marketing Corp
Mack Centre 111
140 E. Ridgewood Avenue
Paramus, NJ 07652
201-262-9500

Irving Computer Group Inc.
11500 Stemmons, Suite 182
Dallas, TX 75229
214-620-8380

JMS Computer Associates
7 Roswell Street
Alpharetta, GA 30201
404-475-1000

Kennsco Inc.
10432 Highway 152
Maple Grove, MN 55369
612-424-4800

La Salle Computer Corp
10 South Riverside Plaza, Suite 1550
Chicago, IL 60606
312-332-3220

Lacy Goosetree Inc.
11500 Stemmons Freeway, Suite 162
Dallas, TX 75229
214-484-1054

Langco, Inc.
PO Box 5511
Fort Wayne, IN 46895
219-484-0380

Leasing Dynamics Inc.
1717 E. 9th St.
Cleveland, Ohio 44114
216-687-0100

Leaspak International Inc.
1244 South Ridge Court, Suite 100
Hurst, TX 76053
817-268-0023

M&M Data Products, Inc.
406 Main Street
Metuchen, NJ 08840
201-494-2610

Major Computer Inc.
10237 Yellow Circle Drive
Minnetonka, MN 55343
612-933-6000

Marketex Computer Corp.
1601 Civic Center Drive, Suite 203
Santa Clara, CA 95050
408-241-3677

Marshall Lewis & Assoc., Inc.
1921 E. Carnegie Ave. Bldg. H
Santa Ana, CA 92705
800-IBM-USED Calif: 714-641-0366

Matrix Computer Funding Corp.
1225 Fort Union Blvd., Suite 210
Midvale, UT 84047
801-566-9201

MCI Computer Corporation
936 Dewing Ave., Suite H
Lafayette, CA 94549
415-284-2005

Metroplex Computer Company, Inc.
320 Decker Drive, Suite 180
Irving, TX 75062
214-258-2005

Michael Vargo Companies
48945 Van Dyke Avenue
Utica, MI 48987
313-254-2850

Mountain Capital Corp.
2256 North Sake Parkway, Suite 302
Tucker, GA 30084
404-939-7200

N V C Computer Sales Inc.
2 Bala Plaza, Suite 500
Bala Cynwyd, PA 19004-1556
215-667-9840

National Computer Equipment Corp.
27557 Harper Avenue
St. Claire Shores, MI 48081
313-774-7400

Nelco, LTD.
400 F. Southlake Blvd.
Richmond, VA 23236
804-794-3009

Neu-Comp Co.
11 N. Arlington Hts. Road
Arlington Hts., IL 60004
312-392-0720

NF Computer Sales & Leasing Corp.
950 York Road (Hinsdale)
Oakbrook, IL 60521
312-920-8181

Nexus Data Corporation Network
110 North High St., Suite 108
Gahanna, OH 43230
614-475-2808

Oliver-Allen Corp.
30 El Portal, Suite 202
Sausalito, CA94965
415-332-6262

Pacific Coast Computer Inc.
65 Gate Five Road
Sausalito, CA 94965
415-332-6262

Pacific Computer Corp.
556 Weddell Drive, #8
Sunnyvale, CA 94086
408-734-3735

Pacific Computer Leasing Corp.
2003 Maple Valley Highway
PO Box 1186
Renton, WA 98057
206-271-5000

Parkhurst Computer Sales & Leas.
240 N. Rock Road, Suite 233
Wichita, KS 67206
316-687-3541

Pearl Equipment Company, Inc.
4717 Centennial Blvd.
PO Box 24026
Nashville, TN 37202

Pioneer Computer Marketing Corp.
4835 LBJ Freeway, Suite 680
Dallas, TX 75234
214-385-0354

Powers Computer Products, Inc.
841 Audubon Drive
St. Louis, MO 63105
314-721-8850

Princeton Computer Assoc. Inc.
205 Livingston Avenue
New Brunswick, NJ 08901
201-846-2200

Procom Leasing & Management Corp.
212-279-1717

R. Associates Inc.
1423 Upland
Houston, TX 77043
713-973-1500

Randolph Computer Corporation
537 Steamboat Road
Greenwich, CT 06830
203-661-4200

Regional Computer Sales Corp.
805 Oakwood Drive, Suite 200
Rochester, MI 48063
313-656-1900

Reliable Computer Corp
105 S. Roselle Road
Schaumburg, IL 60193
312-894-7272

Robertson Marketing Inc.
1809 Wandering Way
Charlotte, NC 28111
704-366-1814

Roi Computer Co.
2737 77th SE
Mercer Island, WA 98040
206-232-6060

Roselius Computer Corp.
3421 Wynn Drive
Edmond, OK 73034
405-3448-8690

Somerset Investment Services
251 Riverside Avenue
Westport, CT 06880
203-226-1279

Southern Data Systems
6616 Highway 100
Nashville, TN 37205
615-352-6565

Southwest Computer Exchange, Inc.
9931 Harwin, Suite 110
Houston, Texas 77036
713-952-0286

Spectrum Leasing Corp.
11781 Lee Jackson Highway, Suite 601
Fairfax, VA 22033
703-821-0910

Stamford Computer Group Inc.
200 Broad Street
Stamford, CT 06901
203-324-9495

Star Computer
13826 Lynnwood Lane
Sugar Land, TX 77478
713-491-2440

Star Data Systems, Inc.
909 NE Loop 410, Suite 630
San Antonio, TX 78209
512-822-8582

Starwood Corp.
1527 N. Glengarry Road
Birmingham, MI 48010
313-642-966

Sun Data, Inc
6180 Atlantic Boulevard
PO Box 5250
Norcross, GA 30091
404-449-6116

Syscomp
3160 McMullen Booth Road
Clearwater, Fl 33519
813-799-4310

Systems Configuration Services
31 Kathy Place, Suite 3A
Staten Island, NY 10314
516-567-1150

Systems Marketing, Inc.
3603 North 7th Avenue
Phoenix, AZ 85013
602-264-5600

TBC Investments, Inc.
18488 Prospect Rd, Suite 10
Saratoga, CA 95070
408-446-9619

Tennecom Marketing
210 Space Park North
Goodlettsville, TN 37072
615-859-3872

Tetra Industries Inc.
4631 Carmel Valley Road
Charlotte, NC 28211
704-542-3900

Texas Governmental & Industrial
One Galleria Tower
13355 Noel Rd., Suite 1345
Dallas, TX 75240
214-991-0040

Texcom Management Services, Inc
4203 Gardendale, Suite 100
San Antonio, TX 78229
512-690-9826

Thomas Nationwide Computer
One Huntington Quadrangle,
Melville, NY 11747
516-752-1000

Time Brokers of New England
45 Central Street
Norwood, MA 02062
617-769-4060

Ultimate Computer Service
30 Broad St.
Denville, NJ 07834
201-625-8700

Unicom Computer Corp.
2829 Bridgeway Blvd.
Sausalito, CA 94965
415-332-2585

Unilease Computer Corp.
1345 Avenue Of The Americas
New York, NY 10105
212-265-1040

Unimark Inc.
8400 W. 110th Street, Suite 200
Overland Park, KS 66210
913-649-2424

Unit Record Service Co. Inc.
66 Montvale Avenue
Stoneham, MA 02180
617-438-4300

Upgrade Systems, Inc.
112 N. Washington St.
P.O. Box 272
Bastrop, LA 71220
318-281-2066

Warwick Data Systems, Inc.
1950 Greenwood Lake Turnpike
Hewitt, NJ 07421
201-728-7600

Westinghouse Credit Corp.
One Oxford Centre
301 Grant Street
Pittsburgh, PA 15129
412-255-4100

William Marion Company, Inc.
PO Box 309
Hackensack, NJ 07602
201-343-4554

World Leasing Corporation
124 Prospect Street
Ridgewood, NJ 07450
201-444-3222

-MICOM-

Landmark Corp.
4825 N. Scott, Suite 111
Schiller Park, IL 60176
713-686-8692

-MICRODATA-

Genesis Computer Corp.
45 Lowell St.
Nashua, NH 03062
603-889-5722

Microtek Service, Inc.
3890 N. Freeway
Houston, TX 77022
713-686-8692

-MODEMS-

The Modem Exchange
2327 Park Avenue
Cincinnati, OH 45206
513-961-0776
800-543-7636

NCS
270 Hayward Ave
Rochester, NY 14609
USA 716-325-3037
Canada 416-784-1494

-NCR-

Boynton Business Systems
146 Rt. 208
Montgomery, NY 12549
914-457-9221

Computer Services
1400 I-35 #108
Carrollton, TX 75006
214-242-5217

Harwood & Associates
2 Northgate Park
Chattanooga, TN 37415
615-870-5500

Smith Anderson Corp.
71-866 Highway 111
Rancho Mirage, CA 92270
619-340-6688

Vandegrift & Assocs Inc.
PO Box 427
Gooklettsville, TN 37072
615-859-6500

-PERKIN ELMER-

React Corp.
1240 Hamilton Ct.
Menlo Park, CA 94025
415-326-4587

-PRINTER PARTS-

The Printer Works
1961 Alpine Way
Hayward, CA 94545
415-887-6116

-TEXAS INSTRUMENTS-

Confidental Data Services
303-232-0652

Diversified Computer Services
6620 Busch Boulevard
Columbus, OH 43229
614-431-0666

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1407 Downtown Blvd
Raleigh, NC 27604
919-832-3479

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619-292-7205

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7501 Keele St., Ste. 400
Concord, ON, Canada L4K1Y2
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Canada 416-784-1494

Service

The computer itself is reaching a point of sporting very long life expectancy and is currently devalued not for wear and tear so much as for technical advances in the marketplace.

One advantage offered by the purchase of a new computer may be the warranty. It is only a benefit if your computer breaks down during the lifetime of the warranty. Otherwise it contributes to the purchase price and not to the computer system itself. The actual cost of the warranty for a typical $3000 system is about $250 to $300.

A used computer purchase, on the micro level, almost always comes without a warranty. The reason is that most transactions are not dealer originated but are privately sold. Increasingly, used equipment dealers offer warranties, with a common duration of 30 to 90 days. Alvin Cheeks, owner of Concept 11 Computer Outlets, put it this way: " Without going through a reputable used dealer you put up your money and take your chances."

It might be worth a moment to mention what could go wrong with your "baby". Without a doubt it is the mechanical parts that give problems. The printer is probably the most likely to break down at the wrong time. (It's always the wrong time). Next in order are the disk drives. The most common failure is a a dirty head. More or less, disk drives have a 5 year life expectancy with moderate to heavy use. It's probably a 50/50 chance that a system failure will result due to the monitor, keyboard or system board itself. Personally, the two problems I have had were a monitor and loose memory chip on the system board.

When inspecting a used system make sure all the keys work, and the printer produces uniform printing without strange (even if musical) sounds. Their is no easy way to determine the wear and tear a drive has sustained except asking questions of the orginal owner. Has he had any equipment failures? Where and how long ago did he purchase the system? Above all you must take the

system for a 'test drive'. We've been told by computer repairmen that using a graphic oriented software program, such as a complex game, is common with technicians for post-repair checkout.

When purchasing mini and mainframe equipment with their higher price tags it becomes very important if that equipment has been re-furbished and is eligible for a maintenance agreement.

For those who have a somewhat larger item that can't be sold, or doesn't work, we have included some firms who purchase obsolete computers. Some are looking primarily for older models (pre-1970) that have a healthy amount of precious metal content. You need not even have a complete system as components, switches, backplanes, connectors, circuit cards all have value.

Blue Water Computer...	California	619-294-4012
C.& P. Metals...	Ohio	419-529-9001
Comservc...	New York	212-532-3090
D.C.E. Inc...	California	213-350-1240
Electronics Recycling Corp...	New York	516-567-2737
Ekco Metals...	Los Angeles	213-264-1615
PMR,Inc...	Ohio	216-585-4930
Residual Materials, Inc...	North Dakota	701-746-9381
Rose Bros. Metals...	Montana	816-776-6900
Westec Associates...	Washington	206-454-2901

Market Trends

It would be difficult for a new firm to subsist by trading microcomputers exclusively. This can be expected to change in the coming months as the microcomputer continues to play a bigger role. There are in fact, a few examples of exclusively used equipment brokers operating in the "black" the first part of 84'.

General Market Forecast

Any forecast for the used microcomputer marketplace must take into consideration the saturation point for "new" computer sales. We predict that by 1989-90, at least half of the market will comprise used small computer sales. By comparision todays market is very immature.

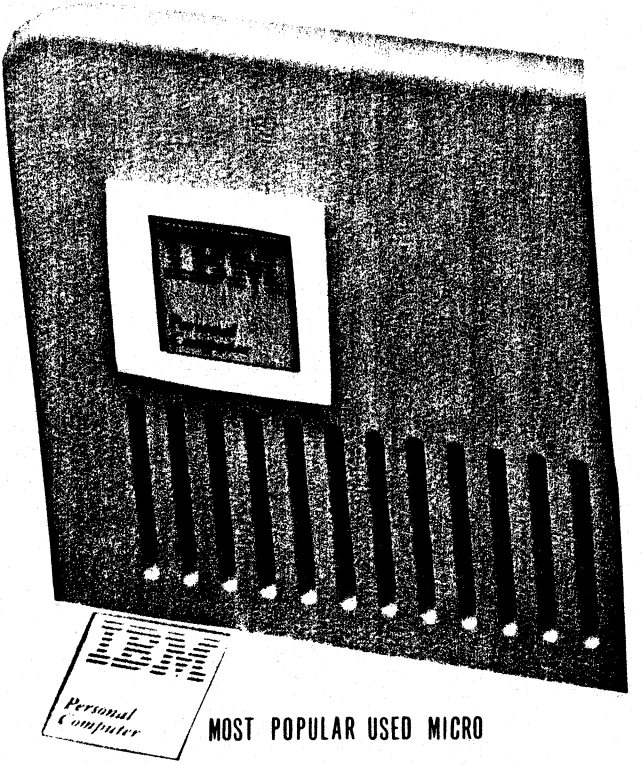
According to an analysis of the DATA SOURCES data base, from April '83 to January '84, the microcomputer area of the market grew at a 26.9 percent rate, and the specialized systems segment advanced 45.6 percent. In contrast, the supercomputer and mainframe market showed a modest 5.5 percent expansion and the commercial systems area lost 2.2 percent of its products.

DATA SOURCES, a Ziff-Davis guide to products, went on to say: "Ever decreasing hardware costs and the increasing capabilities of high-end minicomputers have slowly eroded much of the mainframe's traditional market".

By all indications, the used marketplace can expect 1984 to be a very good year indeed. According to researcher, Debra Hurd, there will be approximately 5 million personal computers purchased in 1984 as compared to an expected birth rate of 3.8 million children. The conclusion is that computers are more popular than children.

What will the popular IBM PC be worth in 1990?

The current popular IBM PC with 640Kb storage, 600Kb RAM, color monitor, and a dot matrix printer will probably be worth (today's dollar), in 1990, about $1000 used. Just as 16-bit machines are devaluing the 8-bit, so will the 32-bit replace todays generation.



MOST POPULAR USED MICRO

The Apple remains the single most important traded micro. but IBM PC recieved more requests. The supply for IBM remains very limited. Demand for new is still higher than production levels.

The popular replacement computer in 1990 for the above IBM PC will, or so we believe, come with 1Mb RAM, 500Mb storage, 450 cps printer, color monitor, and have built in standard telecommunica-tion/multi-user capability, and cost three to four thousand dollars. 8-bits will be largely extinct.

Current trading reflects a heavy interest in the MS-DOS personal computers (IBM and the compatibles). The supply is not available to meet this demand. Apple computers, having excellent name recognition are still much in demand but with a slight drop in interest. CP/M will gradually become unpopular and continue to yield for months the largest source of used computers in circulation.

Printers...

The $3,000 dollar laser printer is expected out by the end of 1984. It won't be long before laser type printers dominate the business and professional printer market. Apple is hinting at a laser printer for the new Lisa and Macintosh systems in the $5,000 range. These so called "super printers" will never be able to compete with the low end of conventional impact printers in price. All of the faster, high priced impact printers however, will become in comparison slower, noiser, and offer lower resolution and inferior graphics. It would seem that certain classes of printers are more prone to speedy devaluation than most computers themselves.

Like printers, disc drives suffer from unavoidable wear and therefore have a somewhat fixed lifetime due to their mechanical nature. Optical disks are expected to be more reliable and available in the first half of 1985 for a cost of about $1000. These disks could easily provide up to 500 Mbytes on 5.25" size disk. It may take some time before this new technology will be cost effective for replacing current magnetic media which is also improving.

Printers... New or Used?

All in all the decision to purchase a printer is easier than the computer itself. It still, however, takes careful consideration as potentially over 1000 models lobby for your printer purchase though only a small number of these are found with regularity in the used marketplace.

The Disposable Printer?

If your requirements are in common with the average buyer you will purchase a new $500 dollar dot matrix or letter quality printer. We have seen recent additions to the impact matrix family for reportedly near "letter quality" printers with speeds of 100 characters per second and selling for suggested retail prices as low as $300. Such low prices will effectively obsolete many older models and encourage a decline of prices on many used printers. Some have coined these lightweight printers "disposable". Actually, a very reliable printer can be purchased at this price and can be expected to give long and troublefree performance. At the other end of the matrix printers in both price and performance are dot matrix printers with speeds of several hundred CPS, costing upto 5 or 6 thousand dollars, and can easily weigh 70 or 80 pounds which represents, in part, the additional steel and plastic to supply the required strength for fast moving print heads.

A few trivia questions...

Q: What is the most expensive printer on the market?
A: To date the Xerox 9700 Electronic Printing System. $392,000

Q: What is the fastest printer?
A: We have "heard of a 26,000 LPM printer but the fastest we have been able to nail down is the DatagraphiX 9800. At 21,000 lines per minute this laser printer could produce "Gone With The Wind" in flawless copy before you could read the first page. Price = $377,895.

Monitors...

If the quality of the monitor is poor you would probably relate that to the sophistication of the computer itself. The monitor is the single most visible component of a computer system and plays a critical part in how we percieve the computer and has frequently of inferior resolution. With a recent growth in high resolution and lower cost monitors the market is becoming increasingly competitive and forcing prices to drop. Light pens, mouses, dedicated display memory and other accessories are appearing on the market.

No segment of the microcomputer industry is expanding as fast as color graphics causing the prices for high resolution RGB monitors to sell in 1984 for under $550. The same monitor would of cost over $1000 in 1982. Leading Edge Gorilla monichrome is an example of under $100 dollar with very acceptable quality. Liquid crystal or light-emitting diode displays will increase in popularity but so far are of overall minor importance.

What's the monitor of the future?

Perhaps gas plasma monitors considering the incredible resolution without the glare and flicker associated with CRT screens. They are also flat for another improvement and promise to become cost effective as graphics requirements exceed the CRT's capablity.

Monitors do wear out. Screen coatings fade and occasionally the electronics fail. There is little incentive for buying used monochrome monitors as they can be purchased new for little.

We're taxing our crystal ball, but we feel that the psychology for purchasing used computer equipment is changing dramatically not only because of increasing computers sales, but also as a result of buyer sophistication. In the meantime, we expect to see new firms, most of them very small, becoming involved in selling used equipment.

Charitable Contribution?

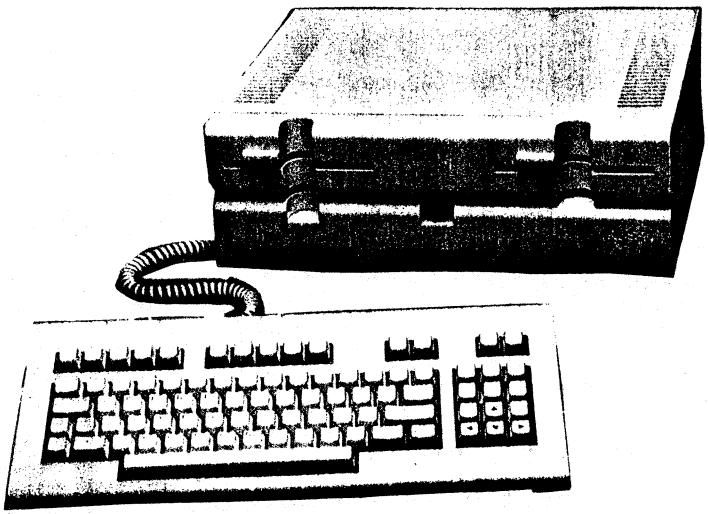
Many computer owners may benefit by not even trying to sell their system, just give it away for a tax consideration. Little or no salesmanship is required to find appropriate parties to take your hardware at no cost.

You may deduct charitable contributions on Schedule A (Form 1040). To figure how much you may deduct for equipment that you contribute you must have an idea of its fair market value. This publication can be used to help establish competent evidence of market value.

A charitable deduction may be taken only in the tax year that the contribution is actually made. Most canidates for accepting your computer equipment are engaged in charitable, religious, educational, scientific, or literary purposes. One of the best bets is giving your equipment to one of the nonprofit educational organizations in your area. Any organization can tell you if it qualifies.

Make sure you keep a receipt or some form of proof of your deduction. Have a description of the equipment in enough detail to identify it and its physical condition at the time of the contribu-tion.

To determine if this is a viable option you should ask you CPA or local IRS office. You can order federal tax publication 526 and 561 for an explanation on determining the value of donated property and charitable contributions in general.



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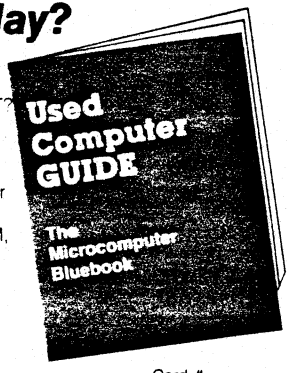
What's it worth today?



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