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THIS MONTHS TOPICS : The ADAM's future; Highlights of the Las Vegas CES; Reviews on ADAMCALC, R. Scarry's Wordbook, Dragon's Lair, Expertype, Electronic Flashcard Maker, Zaxxon. Workshops on SMARTFILER, SMARTLOGO and ADAMCALC; questions and answers; Software exchange; Whats next?

Well, the Coleco announcement on 1/2 certainly came as a shock to us ADAM owners. However, we need to analyze the facts of the situation and make some reasonable conclusions.

The Coleco announcement specifically said that Coleco was withdrawing from the home computer market due to the stiff competition and unpredictability. Coleco then said that they were selling their "current" inventory of ADAMs and would stop production "as soon as current committments" were filled. Lets analyze these statements: There was no date given as to when ADAM production would stop. The sale of inventory will certainly realize a significant income to Coleco and relieve what must have been immense stockholder pressure (the stock went up 2 1/2 immediately after the announcement). Customer support will continue as well as ADAM repair by Honeywell. More importantly Coleco has shown new software for the ADAM (see CES highlights for specifics). My conclusion from these statements is that Coleco has reacted correctly to stockholder pressure and stopped the speculation that the ADAM would die. They have gotten out of the home computer market WAR with Commodore and Atari in which there is very little profit. However, Coleco has stated that they will continue to develop and market software for the ADAM.

Whats all this mean for us ADAM owners ? Firstly, the best estimates are that there are about 250,000 ADAM owners out there now and that Coleco has about 100,000 to 200,000 more ADAMs in stock or in distributor/ retailer inventories (per The Wall Street Journal). This will give us an excellent base which will draw both software and hardware support from other companies. Coleco has kept the technical information about the ADAM top secret, this should change and once this information gets out to other enterprising companies I think we'll see alot of action relative to new products. Additional software and hardware products are what keep a home computer alive.

All in all I think we ADAM owners are in good snape - THE ADAM IS FAR FROM DEAD !!!!!!!

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BUYING SERVICE ORDER FORM

HARDWARE/ ACCESSORIES

ITEM NAME/ NUMBER

PRICE

| _____ | \$ [_____.____]

| _____ | \$ [_____.____]

SUB TOTAL HDW/ACC \$ [_____.____]

ILLINOIS RESIDENTS ADD 6.25 % SALES TAX \$ [_____.____]

SOFTWARE PRODUCTS

ITEM NAME/ NUMBER

PRICE

| _____ | \$ [_____.____]

| _____ | \$ [_____.____]

SUB TOTAL SOFTWARE\$ [_____.____]

TOTAL THIS ORDER \$ [_____.____]

SHIPPING/INSURANCE \$ [_____.____]

(FIRST \$50 - \$2.50)

(FIRST \$100- \$3.50)

(FIRST \$200- \$4.50)

(MAXIMUM - \$5.50)

PAYMENT -CHECK (ALLOW A WEEK TO CLEAR); MONEY ORDER; MASTERCARD OR VISA (\$25 MINIMUM).
CARD # []
EXPIRATION DATE []
BANK # (LFT. SIDE) []
SIGNATURE-

MEMBERSHIP # OR INITIAL ANNUAL FEE REQ'D \$ [_____.____]

TOTAL INCLUDED \$ [_____.____]

**** NIAD BUYING SERVICE PRODUCT LIST ****

<u>HARDWARE/ ACC'S</u>	<u>PRICE</u>
ADAM DISK DRIVE 7817	\$235.00
ADD'L DATA DRIVE 2409	\$175.00
MODEM 7818	\$ 89.95
64k EXPANDER 2562	\$175.00
DIGITAL DATA PACKS 2564	\$ 5.55@
DATA PACKS (3 or more)	\$ 3.95@
RIBBONS 7806	\$ 5.55
ACCESSORY KIT 7816	\$ 32.95
*MONITOR CABLE 7830	\$ 10.95

SOFTWARE (DDP UNLESS NOTED) **

ADDRESS BOOK/AUTO	
DIALER 7815; 9658 DSK	\$ 37.95
SUPER ZAXXON 2623	\$ 29.95
SUPER DONKEY KONG	
OR JR. 2628;2629 (JR.)	\$ 29.95
SMART LOGO 7600;9621 DSK	\$ 62.95
EXPERTYPE 7602;9610 DSK	\$ 39.95
SMART FILER 7813;9656 DSK	\$ 18.95
RECIPE FILE 7814;9657 DSK	\$ 18.95
SMART LTRS/FORMS	
7805;9613 DSK	\$ 25.95
FLASHCARD MAKER 7662	\$ 25.95
FLASHFACTS (TRIVIA 2902,	
HISTORY 2901,VOCAB 2900)	\$ 13.95@
ADAMCALC 7831;9662 DSK	\$ 37.95
R. SCARRY'S WORDBOOK 7658	\$ 29.95
DRAGONS LAIR 2683	\$ 29.95
WACKY WORD GAME 7834	\$ 19.95
*CPM 2.2 & ASSEMBLER	
7832;9663 DSK	\$ 62.95

CARTRIDGES - ALL \$ 27.95

WAR GAMES 2637
TARZAN 2632
STAR TREK 2680
FORTUNE BUILDER 2681
CABBAGE PATCH KIDS 2682
MONKEY ACADEMY 2694
SMURF PAINT & PLAY 2697
TELLY- TURTLE 2698
FIX-UP MIX UP PUZZLE 2699

OTHER SOFTWARE**

BOUNTY HUNTER VS4048	\$19.95
ADVENTURE PK I VS4011	\$19.95
ADVENTURE PK II VS4015	\$19.95
TREK VS5004	\$19.95
SAVINGS & LOAN VS5051	\$19.95

PRICES VALID UNTIL 2/15/85

*ITEMS NOT YET AVAILABLE

** NOTE: DISK VERSIONS NOT AVAILABLE UNTIL 3/85

Dear ADAM owner,

I'm a fellow ADAM owner like all of you. I feel I bought the best home computer on the market for the money. The Coleco announcement of January 2nd doesn't change this fact. Please read the enclosed copy (back of this letter) of the lead article in the January, 85 NIAD issue for my thoughts on this.

I've found that I had to spend alot of time researching problems and sources of software to effectively use my ADAM. This time has paid off and I am very happy with my ADAM. I thought it would be a help to my fellow ADAM owners to start a User group to share this information. Additionally, I've obtained a retail license to sell ADAM products supplied to me by two local distributors.

At this time when Coleco has dropped the ADAM its important for us ADAM owners to group together to share information.

USER GROUP OBJECTIVES:

- . To support members by supplying accurate information
- . To aid in the selection of quality software
- . To insure members obtain the MAXIMUM use of their ADAM
- . To represent the members to Coleco relative to problems and product direction.
- . To provide an exchange of information between members

SERVICES:

- . Monthly newsletter
- . FREE software exchange program for software written by members and public domain software.
- . FREE membership in a buying service which will allow the purchase of ADAM products and software at near wholesale prices. ALL products will be available as soon as Coleco releases them.
- . Software reviews on all new items of software.
- . Workshops on each of the major software products - Smartfiler, Adamcalc, etc.
- . Individual questions will be answered via telephone or Comuserve EMAIL (72255,47).

I think an \$ 18.00 annual fee for this service is reasonable to cover my costs and time and provide you alot of benefits. Please fill out the attached form and send it in today or call me with any questions.

Lyle Marschand