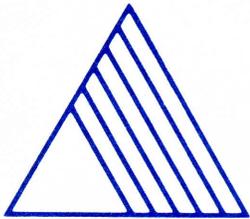


SPECIAL TRADE-IN OFFER

Trade your Pinnacle or Sage/Stride Microcomputer for a New PINNACLE 1A

Now you can experience substantial savings when you trade in your Pinnacle or Sage/Stride microcomputer for a new Pinnacle 1A. The Pinnacle 1A has received rave reviews and PERSONAL COMPUTER WORLD has published, "...the system is our new speed champion, being over twice as fast as the Sage II."

You owe it to yourself to compare the difference. This trade-in offer allows you to benefit from the microcomputer that is truly the price/performance leader in the industry.



PINNACLE

**The
accessible
peak of
performance**

THE OFFER

Configuration	Cost with Trade-In	Retail Cost
20MB Hard disk, 2MB Ram, 20MB Cassette Tape Back-up.....	\$3,000	\$10,800
40MB Hard disk, 2MB Ram, 20MB Cassette Tape Back-up.....	\$4,000	\$12,800

OPTIONS

Additional Items Available	Your Cost	Retail Cost
p-System Developers Package (1).....	\$200	\$495
PICK Operating System.....	\$1800	\$2000
MOSYS Operating System.....	\$250	\$800
CP/M-68K Operating System.....	\$300	\$350
Wyse 50 Terminal and cable.....	\$500	\$695
20MB Cassette Tapes.....	\$ 25	\$ 45
Parallel Printer Cable.....	\$ 25	\$ 45

THE COMPARISON

	Pinnacle	Sage	Stride (2)
20 MB Hard disk based system with 2 MB Ram and tape backup.....	\$10,795	NA	\$12,780
68000 Processor Speed.....	12Mhz	8Mhz	12Mhz
Maximum Memory	8MB	1MB	12MB
p-System, filer, editor included.....	Yes	Yes	Yes
Wait States at 12Mhz (3).....	No	--	Yes
Teac Phillips cassette tape backup (4).....	Yes	No	No
Hard disk transfer rate (5).....	350KB/s	136KB/s	250KB/s
Hard disk error correction (6).....	Yes	No	No
Single block read and write (7).....	Yes	No	No
Industry standard SCSI hard disk controller.....	Yes	No	No
Automatic hard disk formatting (8).....	Yes	No	No
Automatic multi-user setup (9).....	Yes	No	No
Multiple users from one terminal.....	Yes	Yes	Yes
Semaphore capability.....	Yes	Yes	Yes
Inter-user communication capability.....	Yes	Yes	Yes
ROM Monitor with debugger.....	Yes	Yes	Yes
4 layer circuit board.....	Yes	No	Yes
Maximum users.....	40	6	15
Floating point processor available.....	Yes	No	Yes
Company:			
Age.....	9 years	3-4	3-4
Production employees.....	130	5-30	5-30

**PINNACLE
SYSTEMS INC.**

10355
Brockwood Road
Dallas, Texas
75238
(214) 340-4941

PRIORITY OF SHIPMENT

Shipments are made according to the following priority:

1. Prepaid orders have first shipment priority.
2. C.O.D. orders are shipped in order of deposit received.

TERMS AND CONDITIONS

1. Upon receipt of your order and a \$500 deposit or full payment, we will send an order confirmation and the expected shipment date.
2. You agree to send your Pinnacle or Sage/Stride, postage paid by you, no later than ten (10) days after you receive your new Pinnacle 1A. If you do not send your Pinnacle or Sage/Stride within ten days, you must pay the difference between the trade-in price and the retail price within fifteen (15) days after receipt.
3. Offer applies to any configuration of Pinnacle or Sage/Stride products purchased prior to 11/15/85.
4. Sage or Stride systems that are traded in must include all hardware components, but do not necessarily have to run.
5. Offer may be terminated without notice.
6. Offer does not apply to Stride employees.
7. Orders subject to acceptance at Pinnacle Systems, Inc. in Dallas, Texas.
8. Order valid only if postmarked on or before December 31, 1985.

FOOTNOTES

- (1) Pascal compiler, 68000 assembler, native code generator, and assorted Pascal utilities.
- (2) Based on Stride September 1, 1985 price list.
- (3) Stride has one wait state for add-on memory. Because the Stride BIOS is relocated to the top of memory, the BIOS on a 12Mhz Stride with greater than 2MB ram is running at less than 10Mhz.
- (4) The Teac tape backup unit is able to backup 20 MB of data in approximately 5 minutes. The tape media is specially made for high density recording while the cassette tape and transport mechanism have been in high volume production for years.
- (5) In a Stride newsletter, a badblock scan was used to benchmark their hard disk performance. The new Strides read 5000 blocks in 10.08 seconds, the Sage IVs read this in 18.39 seconds. The Pinnacle performed the same scan in 7.25 seconds.
- (6) Stride uses a primitive CRC check to detect errors. We have 8 bits of error correction of both data and id fields, and all uncorrectable errors are detected. Even a change in temperature may cause a hard disk with no error correction to become unreadable.
- (7) We need read or write only one block (512 bytes) at a time. To write a single block, Stride must read an entire track (10,240 bytes), modify the single block within the track, write the entire track back, and then read the entire track again to verify that no error has occurred. This means that the Stride operates very slowly in write mode. In read mode, the Stride must also read an entire track to get just one block, a severe speed penalty.
- (8) Our formatting process automatically detects and allocates defects in the media. Stride must edit a defect list by hand before formatting their hard disks.
- (9) Pinnacle has a sophisticated full screen utility program that enables a neophyte user to create a 16-user BIOS configuration in less than 30 seconds. All ramdisks, code pools, stack areas, serial output buffers, and such are automatically allocated.

ORDER FORM

Please fill out this order form listing your trade-in choice and any optional items. Sign and send this order form with your \$500 deposit or full payment to Pinnacle Systems, Inc. in the enclosed business reply envelope. Trade-in subject to terms and conditions as shown in the offering letter. Order valid only if postmarked on or before December 31, 1985. Please copy this form for multiple orders.

Name: _____	
Company: _____	
Mailing Address: _____	
City: _____	State: _____ Zip: _____
Shipping Address: _____	
City: _____	State: _____ Zip: _____
Telephone: (_____) _____	
Identify the microcomputer being traded in: <input type="checkbox"/> Pinnacle <input type="checkbox"/> Sage <input type="checkbox"/> Stride	
Serial Number: _____	Date Purchased: _____ RAM Capacity: _____
Does it run: <input type="checkbox"/> Yes <input type="checkbox"/> No	Dual Floppy: <input type="checkbox"/> Yes <input type="checkbox"/> No
Hard Disk: <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, how much capacity? ____ MB	

Quantity	Description	Price	Price
_____	20MB/2MB/20MB Cassette Drive	\$3,000	_____
_____	40MB/2MB/20MB Cassette Drive	\$4,000	_____
_____	PICK Operating System	\$1,800	_____
_____	p-System Developers' Package	\$200	_____
_____	MOSYS Operating System	\$250	_____
_____	CP/M-68K Operating System	\$300	_____
_____	Wyse 50 Terminal and cable	\$500	_____
_____	20MB Cassette Tapes	\$25	_____
_____	Parallel Printer Cable	\$25	_____
		Subtotal	_____
		6.125% Tax (Texas Only)	_____
		Shipping (add \$40 for each computer or terminal)	_____
		TOTAL	_____

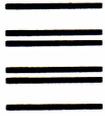
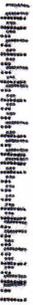
Enclosed is my check: \$500 Deposit \$_____ Full Payment.

I agree to return to Pinnacle Systems, Inc. my Pinnacle or Sage/ Stride as outlined above within ten (10) days after receipt of my Pinnacle or pay the difference between the trade-in price and the retail price within fifteen (15) days after receipt.

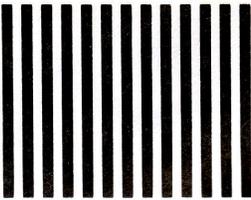
Signed: _____ Date: _____



PINNACLE SYSTEMS INC.
10355 Brockwood Road
Dallas, Texas 75238



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NECESSARY
IF MAILED
IN THE
UNITED STATES



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FIRST CLASS MAIL PERMIT NO. 5569 DALLAS, TEXAS

POSTAGE WILL BE PAID BY ADDRESSEE

PINNACLE™

10355 Brockwood Road
Dallas, Texas 75238

