

# NeXT

Campus Resellers



# News

Service and Support

## *Announcements*

### **NACS Campus Computer Reseller Conference, July 26-29, 1992**

The third annual National Association of College Stores' Campus Computer Reseller Conference will be held July 26-29, 1992 in San Diego, California. NeXT's participation will include a general information session, panel discussions with resellers, and a hospitality suite showcasing our new Turbo products and color printer. Enclosed is a brochure with the conference schedule registration form. For more information, call NACS at 800-622-7498. We look forward to seeing you in San Diego!

### **Quarterly Stock Balancing Begins July 1, 1992**

On July 1, 1992, NeXT's stock balancing period for the second quarter of 1992 begins. Product on NeXT's current price list shipped to you after April 1, 1992 is eligible for stock balancing in accordance with NeXT's Stock Balancing Policy. Enclosed in this mailing is a letter describing the stock balancing time line, a copy of the stock balancing policy, and a stock balancing form. If you have any questions regarding stock balancing, contact your local NeXT representative.

### **Release 3.0 to Ship in August**

To ensure the highest possible quality in Release 3.0, NeXT has revised the ship date to late August. This 6 week delay will allow for additional testing by beta site customers and should contribute to even higher customer satisfaction when the product is launched. Testing to date has been extremely successful.

In addition, the encryption of electronic mail messages and workspace files has been dropped as a feature from Release 3.0 because the U.S. Government will not allow NeXT's implementation to ship worldwide. Since NeXTSTEP is global software, Release 3.0 must perform consistently throughout the world.

### **NeXT at Allegheny Featured in *Chronicle of Higher Education***

The *Chronicle of Higher Education* recently wrote an article describing how Allegheny College in Meadville, Pennsylvania is using NeXT computers in its curriculum. The article focuses on how faculty members who are not programmers are able to write their own applications with NeXTSTEP. Enclosed is a reprint of the article for your use.

## *Sales Tools*

### **Spring 1992 issue of *NeXT on Campus* Enclosed**

Enclosed is the latest issue of NeXT's higher education journal *NeXT on Campus*. This issue features a special report which highlights the diverse use of NeXT computers in higher education. The report contains interviews with people who are using NeXT computers on their campuses for everything from administration to physics. This issue also includes articles on Release 3.0's 3D Graphics Kit and a review of Craftman, a multimedia authoring tool from Xanthus.

*Sales Tools*  
*(continued)*

## **NeXT's Advertising Schedule**

NeXT recently ran advertisements in the following publications with the headline "Build a Weapon Your Competitors Can Never Copy".

- Wall Street Journal                      May 28
- Open Systems Today                      June 22
- PC Week                                      June 15, June 29

Look for this most recent advertisement in your favorite publication.

## **June NeXTWORLD Extra Newsletter**

Enclosed is the June 1992 NeXTWORLD Extra newsletter, featuring news about NeXT computers, product reviews, and activities in the NeXT community.

*Third-Party*  
*Products*

## **Eiffel on NeXT University Partnership Program Announced**

Eiffel is a complete, easy-to-use language with a robust set of tools and reusable libraries. For professors who choose Eiffel as a teaching tool, Interactive Software Engineering Inc. (ISE) has created the *Eiffel on NeXT University Partnership* program. This program helps professors support the use of Eiffel in their classroom. Enclosed is a data sheet with information on this program. For more information, contact ISE at 805-685-1006.

## **InSession 3270 IBM Terminal Emulation Software Demo Disk**

Enclosed is a demo disk of the new IBM terminal emulation software InSession 3270 from Avatar. This program allows users to link the functionality of their NeXT computers to the powerful resources of their IBM environment. The suggested retail price for education customers is \$1,295. Reseller discounts are available, and are volume based. For more information, contact Avatar at 1-800-AVA-3270.

*Monthly*  
*Enclosures*

## **June 15 Higher Education Price List**

Enclosed is the June 15, 1992 Higher Education Price List. Please add this current price list to your "Doing Business with NeXT" binder.

## **Product Availability List**

Enclosed is the latest Product Availability List, to assist you in determining product lead times. As an Authorized Campus Reseller, you may phone NeXT's Order Management department for up-to-date shipping information. Please have your customer number ready before calling.

## **Comments and Mailing List Updates**

Please send your comments, suggestions, and mailing list updates to our electronic mail address: [next\\_news@next.com](mailto:next_news@next.com).