ENSA, Inc.
P.O. Box 7
Getzville, NY 14068

*It's not a clear photograph, but it's one of the first published pictures of the SkyCam prototype.
The development team from l. to r.: Larry McConkey, John Seitz, Garrett Brown, Rich Friedman, and Larry Cone.*

SAGE Helps SkyCam Fly

The last time Garrett Brown took a camera into his lab, he emerged with STEDICAM and promptly won an Academy Award in 1978 for technical achievement. Using small gyros, the STEDICAM allowed a cameraman to run alongside a subject, yet maintain a smooth shot. Some of the best Hollywood examples were the street-training scenes in *Rocky* and the rocket cycle chase through the forest in *Return of the Jedi*.

Brown recently headed back into the lab, and this time he took a camera and a SAGE™ IV microcomputer. The result is code-named SKYCAM, and it could win him another Oscar and possibly an Emmy as well.

The new device consists of a stable camera platform suspended above the ground on three thin wires. Each wire is attached to a motor-controlled drum. As the drums take up or release the cable, the camera literally flies.

Brown already knew how to keep a platform stable from the STEDICAM project, but achieving smooth movement provided a new challenge.

SKYCAM programmer Larry Cone worked on developing the computer system to control the drum motors. "We discovered that the way to reduce camera jiggle was to constantly update the information going to the motors,"

said Cone. "Since we needed raw computing power, the SAGE was the obvious choice." Cone chose the Hyper-FORTH-Plus operating system from FORTHright Engineering to gain even more speed.

The results from the prototype have been impressive. If things go well, SKYCAM could change the direction of cinematography. The Sports World may be the first to feel the impact. Brown envisions a camera skimming the surface of a pool six inches in front, and just above, an Olympic swimmer. Moving down a slalom course with a World Cup skier. Zooming over the heads of a crowd at a rock concert. Following the halfback as he weaves his way through the defensive backfield and dropping to eye level for the touchdown.

The possibilities are endless. "I could have gone up the steps with *Rocky* much better with this," Brown said, "and during *Jedi*, I was restricted to where I could walk. With this system, you could string cables between the trees and shoot all kinds of things."

The actual camera control is accomplished with joysticks hooked to the SAGE IV. The camera shot is displayed on a control screen; but for long distance shots, Cone is exploring the possibility of interfacing with a graphics system to

The "Hello Hollywood Hello" show at the MGM is just one of the attractions offered during SAGE Faire '84.

SAGE Faire in Reno

The Biggest Little City in the World will host the biggest gathering of SAGE Users this winter. SAGE Faire '84 is a technical trade fair aimed at developers, dealers, OEM's, ISO's, and anyone interested in SAGE Computer products.

The event is scheduled for February 3, 4, and 5, 1984, at the spectacular MGM Grand Hotel/Casino in Reno. Initial response has been excellent, with attendance expected from a number of major vendors of software and systems.

In addition to the three days of lectures and demonstrations of SAGE-related services, there will be several major product announcements.

USUS, the p-System users group, will hold their interim meeting at the event. And SAGE Computer will sponsor the formation of a SAGE users group.

Additional details for exhibitors and dealers may be obtained by contacting Ms. Laura Smith here at the SAGE corporate headquarters in Reno.

SkyCam *(continued from page 1)*

guide SKYCAM like the Alien Ship on a video game.

Given Brown's track record of success in the industry, there's little doubt that his newest invention will soon be soaring overhead from Yankee Stadium to Hollywood's back lots.

The SAGE IV has led many developers to new and unique solutions, but SKYCAM could certainly end up being the most famous application.

Idris Now Available

The SAGE IV now runs on *Idris.*™ This UNIX-like operating system, developed by Whitesmiths, Ltd., has been ported for our machine by LOGOS Information Systems, Inc.

Unlike UNIX, *Idris* runs on small machines with no memory-management hardware. It provides an operating system with a mid-range environment to fill the gap between small systems like CP/M and the unwieldly designs of the mini world.

Application software developers should like *Idris's* portability across many different hardware architectures. It supports file system and object file formats compatible with UNIX Version 6 and accepts standard UNIX system calls. In addition, *Idris* conforms to the standards being set for UNIX by their user group.

Individual wait-time is eliminated with *Idris's* multi-tasking. One file can be edited, while another compiles, and yet another prints. This operating system's productivity should be an excellent complement to SAGE's exceptional processing speed.

Idris can be ordered from LOGOS Information Systems, Inc., P.O. Box 500, Flemington, NJ 08822, 201-782-1533.

P Changes Name

The UCSD p-System is getting a new name. SofTech Microsystems, which owns the rights to the popular operating system, has negotiated a contract with the Regents of the University of California to drop the initials UCSD from the name. In the future it will simply be: p-System™.

At a recent developers' conference, SofTech expressed concern that the system had acquired an academic image, which they felt was a marketing liability. Additionally, due to trademark regulations, SofTech had to credit the University every time they mentioned their own product. A spokesman for the company said, "We wanted a name that would focus on the product itself, rather than its origin."

Strong Marketing Team Assembled

Performance has been key to SAGE Computer's early success, but marketing could be the door to its future. Company president Rod Coleman admitted that early marketing efforts have happened almost by default. "The product virtually sold itself, but only to a very sophisticated audience," he said, "those who appreciated what the SAGE IV could do."

That's rapidly changing, and SAGE may soon be a leader in marketing. A nationwide search this spring resulted in the hiring of Kenneth Kinkel as Vice President of Marketing/Sales. Coleman's goal was to find someone with a strong background in bringing new products to new markets. Kinkel fit the bill perfectly.

As the founder of the Video Concept stores, he rode the popularity of TV video equipment from a single store in Denver, to a chain of nearly 200 outlets throughout the country with sales today exceeding $200 million. Under Kinkel's direction, SAGE will soon open divisional sales/service offices in Dallas, Chicago and Los Angeles, to join the existing Boston center. Additionally, seven regional sales offices will be operational by the first of the year.

In his first 90 days with SAGE, Kinkel has assembled an excellent supporting cast.

The daily sales operation will be handled by Dennis Mandell. He comes to SAGE from Micromation where he served as Vice President of Marketing. Prior to that, Mandell was the CEO of On-Line Microcenters. His present title is Director of Sales at SAGE Computer.

Bill Delaney will be the new Director of Marketing. He has an impressive background in high tech advertising/public relations. He has had primary responsibilities in guiding the accounts of Apple Computer, Televideo, Hyperion and Grid. His most recent position was as Senior Vice President with Danser/Fitzgerald/Sample of San Francisco.

New Vice Presidents Kenneth Kinkel and Mike Deignan

An extremely strong showing outside of the U.S. has also led to the creation of a new division. Mike Deignan, who had served as director, has been promoted to Vice President of International Operations. Under Deignan's leadership, the division now accounts for 30% of SAGE Computer's total sales.

Both Kinkel and Deignan share the opinion that the SAGE IV is technologically a strong product. "Whenever we've had a customer try a SAGE microcomputer, they've bought one", Kinkel said. "The challenge is spreading the word. Our marketing philosophy, then, is simply to get more people exposed so they can find out about our superior performance in a hands-on environment."

SAGE Product Appeal is Worldwide

Did you know there is a SAGE dealer in Johore Bahru, 20 miles from Singapore, or in Malacca in Central Malaysia? These agents and many more were at the *Micro 83 Exhibition* in Kuala Lumpur at the beginning of August. Microland, one of our Far East distributors, demonstrated the SAGE IV system before good crowds. Attracting the most attention was localized software for the Malaysian market and the multi-user SAGE IV running under BOS. Just as in the domestic markets, a comparison with the Apple II on standard benchmarks drew a lot of favorable comments.

Halfway across the world, SAGE representatives will meet this month at the Heathrow Sheraton in London for the first *Atlantic Region Sage Conference*. This meeting is aimed at key distributors, representatives and developers in the European market. The session, scheduled for October 4-6, features speakers from throughout the region, including Iceland, Israel, South Africa, Holland, Portugal, Turkey and Finland.

Clearly the popularity of SAGE extends far beyond its birth place in the United States.

Questions and Answers

How do I turn off the 25th line?

The SAGE IV terminal (Freedom 100) will often come up with the Status or User line at the bottom of the screen. This reverse-video display lists cursor position and various terminal attributes. However, it can also be annoying. To turn it off, first depress the BLOCK key in the upper left-hand corner. Then press in order: ESC, CTRL, g . This procedure should eliminate the line. Don't forget to release the BLOCK key before continuing.

How long does it take for factory repairs?

SAGE Computer is anxious to establish a solid reputation for prompt service. Thus, it is a corporate policy to repair or replace any SAGE IV product within 24 hours of receipt by the factory. Since SAGE assumes no liability for your machine until it arrives, be sure to carefully pack your computer for shipment. Remember to insure the contents. Once it has arrived, we assume liability until it is returned.

What should I use to clean my terminal screen?

If you like to spend money, every data processing supply catalogue carries special no-streak cleaners and magic lint-free rags. They work great. But so does Windex or any other standard glass cleaner. Just be careful with whatever you use so it doesn't dribble into the terminal enclosure.

Is there a good book on Version IV of the p-System?

Yes. Mark Overgaard and Stan Stringfellow of SofTech Microsystems have just completed *Personal Computing with the UCSD P-System*. It's published by Prentice-Hall and carries a $16.95 price tag. We like everything about the book except the picture of the IBM PC on Page 4.

Catalog is Free

Last month we mentioned that *SofTech Microsystems* had recently updated their p-System applications catalog. The news this month is that they've reduced the price substantially. It was $5; now it's FREE. For your copy write: SofTech Microsystems, c/o End User Sales, 16885 West Bernardo Drive, San Diego, CA 92127.

Customer Support

by Chris Dunlap

Recently, SAGE began installing a new version of the PROMs (programmable read-only memory) in the SAGE IV. Due to the strength of our grapevine, word of this change has spread, and we're getting many calls requesting an update. However, for the majority, the replacement PROMs are unnecessary. They are merely fine tunes to the DEBUGGER and DISASSEMBLER. The only ones affected will be those involved in low-level software development. Very low level. We will be happy to help those needing the update, but that should be a very small percentage of the SAGE family.

J.R. Wilson   Laura Hansen

People

When you want to talk with SAGE's OEM/Corporate Sales Engineer, call **J.R. "Joe" Wilson.** His background, prior to joining SAGE, was in industrial technology, quality engineering, applications engineering, and technical support. Joe will give you straightforward solutions geared to your needs. When Joe isn't working this winter, you'll find him on the nearby Sierra ski slopes.

Laura Hansen, Senior Accountant, has been with SAGE since October, 1982, and was our first full-time female employee. She deals with vendors, bankers, and employees on anything having to do with money. She basically has control of the checks and decides who gets paid what and when. You can be sure we're all nice to her!

Help Wanted

SAGE Computer currently has openings for the following personnel:

Seattle — Atlanta — New York

We are looking for qualified individuals for district manager, customer support and sales positions in our Regional Offices. Applicants must have a direct working knowledge of microcomputers. Experience with Pascal or SAGE computers is desired. Good communication skills are mandatory.

Please forward resumes to Serena Sigl, c/o Personnel Office, SAGE Computer Technology, 4905 Energy Way, Reno, NV 89502.

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