

**WE'D LIKE
A WORD
WITH YOU.**

PROFIT.

At Altos Computer Systems, our VARs make the best profit in the industry.

But don't just take our word for it.

Take a look at the 1986 annual Report Card Issue of VAR Business. That's where 698 VARs were asked to rank 12 major hardware vendors in the category of best profit margins.

The vendor they ranked #1? Altos Computer Systems.

At Altos, we've been helping our VARs maximize their profits since we first opened for business in 1977.

And now, we'd like to do the same for you.

So why not have a word with us? Call 1-800-ALTOS U.S., and ask for our Reseller Marketing Group.

It could be the most profitable call you'll ever make.



**WE'D LIKE A
FEW WORDS
WITH YOU.**

PRICE AND PERFORMANCE.

Altos Computer Systems offer VARs the best price/performance systems in the industry.

And those aren't just our words.

They're the words of 698 VARs who took part in a survey published in the 1986 annual Report Card Issue of VAR Business. When told to rank 12 major hardware vendors in the category of best price/performance, who did they rank #1?

Altos Computer Systems.

There are a lot of reasons why. But it all comes down to a commitment to insure

the success of our most important customers.

Our VARs.

It's a success story that's made us one of the fastest growing computer companies around. And one that we'd like to share with you. So why not have a few words with us? Call 1-800-ALTOS U.S., and ask for our Reseller Marketing Group.

If you're looking for the best price/performance, it could be the best connection you'll ever make.



**WE'D LIKE
YOU TO HAVE
THE LAST
WORD.**

SUPPORT.

At Altos Computer Systems, we're out to become the last word in VAR support.

And we're working on it.

For starters, we're the only major hardware vendor that doesn't have a direct sales force to compete with our VARs.

Plus, we've just introduced Altos On-Site, an annual on-site service agreement that end users can buy from our VARs. This agreement is good at over 100 Altos affiliate offices in the U.S., and features a toll-free, 24-hour 800 number, guaranteed four-hour response time, and more -- at a low cost for end users.

And with an 8% profit margin for VARs.

We could go on and on about our VAR support programs.

But we'd like you to have the last word.

So use the reply card, and tell us which services would be the most useful to you. (Or call us at 1-800-ALTOS U.S., and ask for our Reseller Marketing Group.) And we'll send you more detailed information.

Altos Computer Systems. We're committed to giving VARs the best support.

And you have our word on it.

