

10 WEEK

Core, Control Data Offer AT Disk-Upgrade Kits

By Beth Freedman

DELRAY BEACH, FL—Core International Inc., in cooperation with Control Data Corp., is now offering high-performance upgrade kits to provide a basic PC AT with 20M to 72M bytes of hard-disk storage.

The AT Upgrade Kits provide hard-disk drives in 20M-, 30M-, 40M-, 56M- and 72M-byte configurations.

Core, an IBM value-added dealer, entered into an 18-month purchase agreement with CDC for \$25 million, said Hal Prewitt, Core's president.

Under the contract, CDC and Core modified CDC's hard-disk drives to make them 100 percent compatible with the PC AT, Prewitt said.

Core is now offering its high-performance 20M-byte hard-disk drive for \$1,595, the same price as the "lower-quality" Computer Memories Inc. (CMI) drive that IBM licensed for the PG AT, the Core president added.

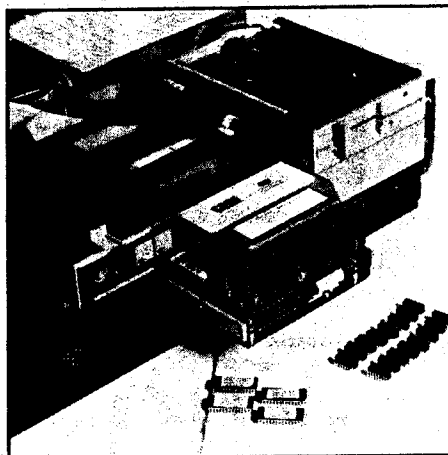
"We wanted to provide our customers with a drive that was better than the CMI drive, but for the identical price," Prewitt said.

"We had to work real hard with CDC to negotiate our contract, which would allow us to offer a better drive in a competitive price range."

Prewitt said Core was prompted into the agreement with CDC after the company evaluated the PC AT's hard-disk drive and decided that it wasn't satisfactory for its customers.

Core resells PC ATs bundled with the company's value-added software.

The major benefit of the Core/CDC AT Upgrade Kits over the CMI drive is the automatic park-and-lock feature, Prewitt said.



The Core/CDC AT Upgrade Kit

No Crash Landings

With this feature, when the PC AT is switched off, the heads are retracted and locked, so they can't land on the data and crash the drive.

"We knew the CMI drives had problems. Without the park-and-lock feature, the heads can come to rest on top of [someone's] accounts receivable [when the machine is switched off]."

"A [janitor] comes along, bumps against the PC AT and the data is gone. That's the principal design flaw of that type of drive," Prewitt explained.

Other features of the Core/CDC drives are a faster access time—39 milliseconds—and better-quality media, so there are fewer sectors that can't be used.

"With our quality media, a user will get almost 21.5M bytes of useable disk space," he added.

Currently, Core has sold 350 ATs with the AT Upgrade Kits and has had no reported disk failures.

Core made its deal with CDC after deciding the AT drive wasn't satisfactory.

The kits are available to retailers, distributors and users.

The AT Upgrade Kits use the PC AT's controller card and include the connecting cable and mounting racks.

The 30M-byte kits sell for \$2,495; the 40M-byte kits, \$3,195; the 56M-byte kits, \$4,395, and the 72M-byte kits, \$5,495.

Core International Inc. is located at 542 S.E. 5th Ave., Delray Beach, FL 33444 (305) 276-3929. ■