

Presentation Products

Product Information

If you would like more information on the products listed in "Presentation Products," circle the corresponding number on the Reader Service Card at the back of the magazine and drop it in the mail. The manufacturer will send the information you need directly to you.

If you would like to telephone the manufacturer, you will find phone numbers on the RSVP page. But please be sure to say that you read about the product in the *Journal!*

The Apple Orchard

Apple Computer has announced the release of two new Macintoshes.

The Macintosh Portable is designed to incorporate traditional Macintosh features and is completely



compatible with Macintosh software. The screen uses LCD technology and has a display size of 640-by-400 pixels—50 percent larger than the Macintosh SE screen and as wide as a letter-size page. It is powered by lead acid batteries, which last from six to 12 hours, depending on usage; they may be recharged to full capacity at any time.

The Portable also features a video output port, expansion connectors for additional RAM and ROM, and a connector for an internal modem. It comes with 1MB of RAM and is constructed of polycarbonate plastic—an optional 40MB hard drive is designed to ensure durability. Without the hard drive, the system weighs 13.7 pounds; with the drive, 15.7 pounds.

The new Macintosh IIci features built-in video capability, which lets users connect a monitor to the system without using a video card. Other features include 512K of ROM, faster clock speed than other Macintoshes, and a built-in cache connector, which allows users to use a cache card to access data from a small bank of high-speed memory.

The Portable without the hard drive costs \$5,799; with the hard drive, it is \$6,499. The IIci is \$6,269 without a hard drive, \$6,969 with a 40MB drive, and \$8,669 with an 80MB drive. For more information, contact Apple Computer Inc., Cupertino, California.

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And from Toshiba

Toshiba also has a new addition to its line of portable computers, the T3200SX. Designed to replace desktop systems, the T3200SX features a 32-bit processing platform, six internal expansion slots, 13MB memory capacity, a VGA graphics display system, and multi-operating-system support, including MS-DOS and MS OS/2.



The T3200SX weighs 17 pounds and costs \$6,299. For more information, contact Toshiba America Information Systems Inc., Irvine, California.

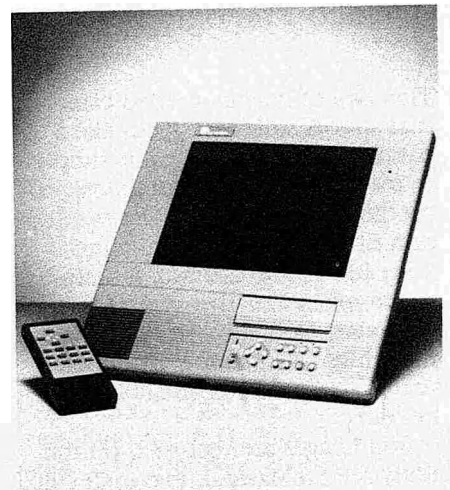
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LCD Panels

Here are two new LCD panels for overhead projectors.

Universality

Telex Communications has announced the Model 5080-120 LCD display panel, designed to be compatible with any personal computer. You can fit it to your computer by ordering the appropriate cable as-



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sembly; each system also comes with an AC power supply and remote-control assembly.

The system allows the user to purchase either the standard computer cable or one with an interface buffer box, which lets you view the projected image and the monitor screen simultaneously.

The 5080-120 universal panel is available for \$1,620. Accessory cables are priced from \$150 to \$270. For more information, contact **Telex Communication Inc.**, Minneapolis, Minnesota.

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Living color

Dukane's new LCD panel, the MagniView 480, is compatible with IBM, Macintosh, and AT&T/Olivetti computers, and conforms also to VGA, EGA, and CGA standards. It can project up to 16 shades of color simultaneously, and its OptiView Color Mapping System automatically selects the proper combination of color shadings to provide optimum contrast.

The system weighs three pounds and includes all the necessary cables. The cost is \$2,199. For more information, contact **Dukane Corporation**, St. Charles, Illinois.

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Video Photography

The idea of having a video camera that shoots stills may seem like a paradox. But if your goal is simply to record highlights of training proceedings or use stills in the production of video training programs, Sony has the MVC-2000. It features a single reflex lens that zooms to 13X, automatic exposure, and self-adjusting white balance. It is equipped with hi-band and normal-band circuitry.

Still images are recorded on the Sony MP-50 Mavipak two-inch still-

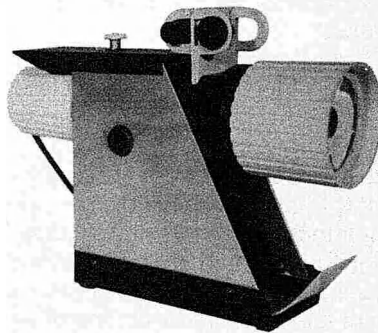
video floppy disk—on one disk, you may record up to 50 fields, 25 frames, or any combination of the two.

The cost for the MVC-2000 is \$2,995. For more information, contact **Sony Corporation of America**, New York, New York.

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Let's Go to the Filmstrip

Radmar's Model 2203 Compact Filmstrip Projector features a Tungsten Halogen reflector lamp with a



variable focal-length lens system that produces more light with 22 watts than a 150-watt projector. The lens may be tilted without moving the projector, and because all components that come in contact with the film are plastic, your filmstrips aren't worn away with continual use.

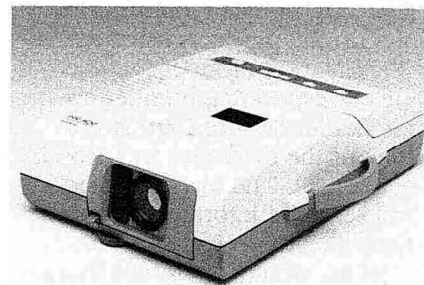
The cost for the highly portable Model 2203 is \$85. For more information, contact **Radmar Inc.** Des Plaines, Illinois.

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Forget the Flipchart

Important material goes up on flipcharts, blackboards, and projection screens, and most of the time, every-

one furiously takes notes. Eiki International has developed the COPYCAM Portable Image Copier, so that note taking can become a thing of



the past. The ten-pound COPYCAM features a digital camera with autofocus and a built-in thermal printer—before you erase what you have on the black- or whiteboard, you can get a quick picture of all that text and data.

The price for the COPYCAM Portable Image Copier is \$1,495. For more information, contact **Eiki International Inc.**, Laguna Niguel, California.

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Videos

Here are some videos for your viewing pleasure.

The right recipe

For administrators and staff of long-term care facilities, Video Training Systems has released a 12-volume library of training videos—The Lakestone Series—that address the issues and methods of food service.

Each volume of the series contains a half-hour situational drama, filmed in a working kitchen. In addition to demonstrating proper food preparation techniques, the series strives to promote employee self-worth, teamwork, and loyalty. The subjects:

- "Preventing Foodborne Illness";
- "Kitchen Sanitation";

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- "Elements of Dining Room Service";
- "Residents' Rights and Employee Responsibilities";
- "Patient Services" (parts I and II);
- "Receiving and Storage of Food";
- "Personal Hygiene and Principles of Food Handling";
- "Professional Food Preparation";
- "Nutrition & Basic Four Food Groups";
- "Nutrition and Digestion";
- "Safety with Machines—Avoiding Burns, Falls & Injuries."

The Lakestone Series is available on a subscription basis and includes a leader's guide, pre- and post-tests, and an employee workbook. The cost is \$995. For more information, contact **Video Training Systems**, Vineyard Haven, Massachusetts.
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More Deming

Films Inc. has added three new volumes to "The Deming Library," which demonstrates W. Edwards Deming's quality improvement methods.

All three volumes discuss Vernay Laboratories' application of Deming's methods. In volume X, "How Managers and Workers Can Change" (24 minutes), Deming shows that the best way to improve quality and productivity is to change management methods. Managers and workers at Vernay Laboratories describe how they and their jobs have changed and improved.

Volume XI, "Cooperation—The Key to Quality" (28 minutes) addresses the issue of management and the continual improvement process, and shows why cooperation is crucially important.

Volume XII, "The Dangers of Buying on Price Tag Alone" (33 minutes) introduces the concept of total cost—the purchase price and all the hidden costs that come with it. It looks at the reasons why long-term customer-supplier relationships pay off.

The purchase price for each volume is \$595. You may get a one-week rental for \$150 and an executive preview for \$35. For more information, contact **Films Inc.**, Chicago, Illinois.
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Appraising performance

In "Performance Appraisal," produced by CRM Films, managers see how a subjective approach to the appraisal process can hinder an organization. Several vignettes in this 22-minute video illustrate various points. For instance, one drama shows how a harried manager lets her overall impression of an employee influence her review of the employee's on-the-job performance; another shows a manager giving a higher-than-justified rating to an employee in order to avoid a confrontation.

Each vignette is analyzed by two performance-appraisal experts, who provide a three-step prescription for successful appraisal management.

"Performance Appraisal" is available for \$650; you may rent it for a week for \$125. For more information, contact **CRM Films**, Carlsbad, California.
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Getting at AutoCAD

Computer-assisted design can be a complex process. For trainers who must instruct CAD users, "Customizing AutoCAD" is Bergwall Production's latest video series. The program demonstrates advanced principles of AutoCAD software, particularly the creation and use of symbol libraries. Users find out how to document a symbol library, how to add symbols to the menu table and access them, how to create an icon dynamic-dialogue box, and how to expand the use of symbols through LISP programs.

Each of the four videos is 10 to 15 minutes long, and the entire series—with study guides—may be pur-

chased for \$299. A 15-day preview is free of charge. For more information, contact **Bergwall Productions Inc.**, Garden City, New York.
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But don't sit too long

Employees who sit in front of video-display terminals (VDTs) can suffer innumerable (it seems) problems—injuries to arms, wrists, fingers, necks, backs, and legs. In fact, for the 42 million people in the U.S. who work at VDTs, computer-related injuries (other than having the things fall on their feet) represent the fastest-growing malady today.

"Avoiding Computer Strains & Pains," a 15-minute video produced by Advantage Media, features step-by-step procedures for setting up proper computer workstations. It includes the correct positioning of keyboards, screens, and seating. It is available in all formats and comes with a booklet containing examples of exercises employees can perform to alleviate muscle cramps and strains.

The cost for "Avoiding Computer Strains & Pains" is \$325; you may rent it for a week for \$100 or preview it for \$30. For more information, contact **Advantage Media Inc.**, Chatsworth, California.
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"Presentation Products" is compiled and written by Eric R. Blume. Send items of interest to *Presentation Products*, Training & Development Journal, 1630 Duke Street, Box 1443, Alexandria, VA 22313.