Training Views

Here are two new video monitors, one for the intimate group, the other for the large class.
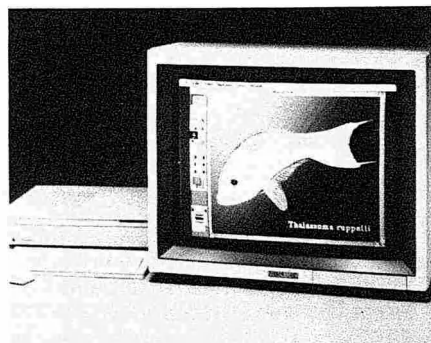
All in one

Impart, in a joint venture with Data-Mate, has introduced the DataMate Maxivision, an integrated VHS player and color monitor. The 13-inch screen is small, so trainers would not want to use it in a large class-room. It works well, however, for reviewing videos or for individual or small-group training. It features a full-size VHS player, automatic rewinding and replay, and a six-hour timer that automatically shuts off the machine.

The DataMate Maxivision is 14 inches wide, 16 inches high, and 14 inches deep, and weighs 38 pounds. The list price per unit is $499 for up to four units; if you buy more than four, you get a price break. For more information, contact **Impart, Inc.**, 2225 4th Avenue, Seattle, WA 98121; 800/544-3343 (in Washington, 206/728-0184).
Circle No. 192 on Reader Service Card.

One for all

For those who want a larger screen, the Computer Peripherals Division of Mitsubishi Electronics America has the XC-3310 auto-tracking color monitor, with a 33-inch screen. It displays both video and computer images. It accepts TTL, analog, and
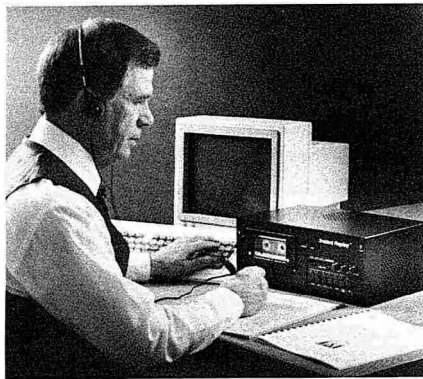

television-type signals, is compatible with IBM VGA and EGA/CGA, and runs with an IBM PC or compatible, or with the Macintosh II. That means that the trainer can connect it to many popular standard graphics controllers or any NTSC device, including a VCR or laserdisc player.

A larger version, the XC-3710, has a 37-inch screen.

The XC-3310 is 26 inches high, 30 inches wide, and 22 inches deep, and weighs 176 pounds. The XC-3710 is 35 inches high, 40 inches wide, and 29 inches deep, and weighs a whopping 286 pounds. The suggested price for the first is $5,495; for the second, $7,599. For more information, contact **Mitsubishi Electronics America, Inc.**, Computer Peripherals Division, 991 Knox Street, Torrance, CA 90502; 213/515-3993.
Circle No. 193 on Reader Service Card.

Deja Vu All Over Again

In the training session, someone says to hit the return key on your computer, but you hit the delete key instead. Suddenly the computer is doing its own thing while the trainer is explaining something else, and you're thrown down to the twelfth level of computer inferno with no guide to bring you back up. Wouldn't it be great if you could do it all over again?

Integrated Applications recently introduced a new training device, Instant Replay. The unit, installed between the computer and the ter-minal, records both voice and screen action onto a standard audiocassette tape. Simply by re-winding the tape, you will see and hear what has been previously recorded. If you missed what was shown on the computer monitor or if you didn't understand an explana-tion, you can play it back at your own pace. It is a good tool for in-dividual instruction: all a student needs is a terminal, a pre-recorded training cassette, and the Instant Replay unit.

The price for the Instant Replay is $1,895; discounts are available if you order more than one. For more in-formation, contact **Integrated Applications, Inc.**, 5405 Valley Belt Road, Unit C, Cleveland, OH 44131; 216/398-9300.
Circle No. 194 on Reader Service Card.

The Voice Is Its Command

The sophistication of today's tech-nology makes it possible, the in-creasing use of CBT systems makes it desirable, and the increasing par-ticipation of the handicapped in the workforce makes it necessary. And, Heath/Zenith Educational Systems makes the Prab Voice Command I Vocational Work Station available.
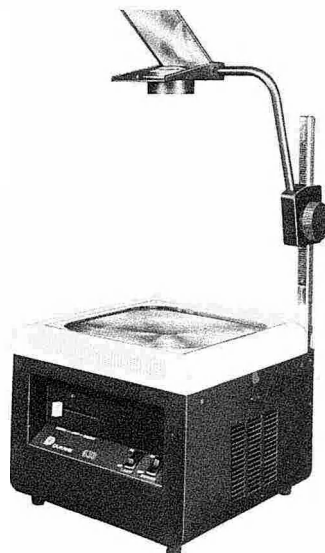
Originally designed for people with severe upper-body disabilities, this work station allows its operator to perform a wide range of tasks—including the manipulation of a robotic arm—all in response to his or her voice. The system consists of a Zenith personal computer, monitor, and special keyboard; a Prab Command soft-drive robot; a Hewlett-Packard LaserJet printer; a telephone management system; and a work-cell enclosure with special shelves, work surface, and wiring.

The voice-recognition system uses proprietary hardware and software to convert spoken commands into electronic signals. It works regardless of language and dialect, and can even be used by individuals with speech impediments—a user simply programs the computer to respond to his or her voice. The voice commands operate the PC and telephone, and can direct the robotic arm to pick up books, insert floppy disks into the computer, and so forth. The system can be used to operate virtually any PC software program.

The people at Heath/Zenith see other applications for the Prab Work Station, including the instruction of voice-control technology in computer centers or robotics labs, computer-aided instruction, and voice-controlled security.

Sophisticated technology has its price; the work station is available for just under $50,000. For more information, contact **Heath/Zenith Educational Systems**, P.O. Box 377, St. Joseph, MI 49085; 800/999-0009 (in Michigan, 616/982-3710).
Circle No. 195 on Reader Service Card.

▌ Happenings Overhead

Two products on the overhead projector scene.

Basics

Dukane's new Model 28A633 overhead projector features a 13.3-inch triple-element projection lens, a 360-watt quartz halogen lamp, a rack-and-pinion focus mechanism, and a 50-line fresnel lens. It can handle acetate-roll film, either north to south or east to west (or both at the same time). It also has an automatic thermal cutoff to prevent damage to overlays if the unit creates too much heat; a safety interlock automatically shuts off the unit when it is opened.
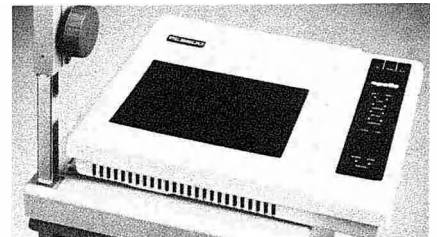
The suggested price for the Model 28A633 is $325. For more information, contact **Dukane Corporation**, 2900 Dukane Drive, St. Charles, IL 60174; 312/584-2300.
Circle No. 196 on Reader Service Card.

LCD pads

Apollo Audio Visual has just come out with the PC-9600 series of LCD overhead projection panels. They can be used with IBM PS/2 computers (VGA, EGA, or MCGA), XT and AT (EGA and CGA), and compatibles; optional cables allow you to use them with Apple IIe/c, Apple IIGS, Macintosh SE, Plus, and 512, and VGA.

The panels feature eight shades of gray, high-contrast resolution (15:1), quiet cooling fans, and built-in memory. Each unit can be operated from the panel or by an infrared remote control.

Some Apollo overhead projectors can come with the panels built in.

Prices for the PC-9600 series range from $2,189 to $2,415. For more information, contact **Apollo Audio Visual**, 60 Trade Zone Court, Ronkonkoma, NY 11779; 516/467-8033.
Circle No. 197 on Reader Service Card.

Storing transparencies

3M has introduced the Flip-Frame Transparency Protector. You can slide transparencies into the thin, 8 1/2-by-11-inch plastic sleeve, where they are held in place without taping. The white panels bordering the sleeves block out unwanted projector light and provide space for writing; 11 holes in the panel allow you to store it in any type of ring binder.

The suggested retail price for a box of 50 Flip-Frame Transparency Protectors is $49.95. For more information, contact **3M Company**, Audio Visual Division, 3M Center, Building 225-3N-01, St. Paul, MN 55144-1000; 800/328-1371.
Circle No. 198 on Reader Service Card.

Presentation Products

Dealing with Slides

If slides are your chosen medium, here are some help-mates.
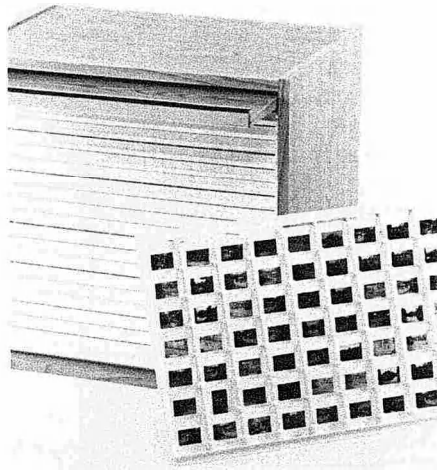

Slides to prints

As a trainer, your usual goal is to make a print into a slide, but here's a machine that performs the opposite task.

The Vivitar Instant Slide Printer uses a Polaroid camera system to produce a 3 1/4-inch by 4 1/4-inch print from a 35mm slide—in color or black-and-white. The printer accepts any glass-, plastic-, or cardboard-mounted slide, and—without a darkroom or added chemicals—gives you a print in less than a minute. A built-in, 29mm, four-element lens lets you focus effectively; if a slide is over- or underexposed, you can adjust the exposure control in 1/2-stop increments, from 1 to +1 1/2.

The printer can also make color transparencies.

The Vivitar Instant Slide Printer runs on four C batteries and costs $129.95. For more information, contact **Visual Horizons**, 180 Metro Park, Rochester, NY 14623; 716/424-5300.
Circle No. 199 on Reader Service Card.

Slide storage

The Multiplex Display Fixture Company has introduced a new storage system for 35mm slides. The oakwood cabinet stores up to 1,260 slides (with 20 storage trays that hold 63 slides each). Each tray is open underneath to allow easy viewing on a light table. The slides are inclined slightly, so that you don't have to crane your neck over the table; also, they are fixed so that you can also hold the tray upright. The cabinet has a pull-down door to keep out dust and damaging light.

The storage system costs $179. For more information, contact **Multiplex Display Fixture Company**, 1555 Larkin Williams Road, Fenton, MO 63026; 800/325-3350 (in Missouri, 314/343-5700).
Circle No. 200 on Reader Service Card.

Seeing Communication

On the video front, Cally Curtis just released a new training video, *Get to the Point, Keep to the Point*, starring Don Galloway, Clare Nono, and Wesley Thompson. It presents six basic communication skills designed to help you help others, quickly and

graciously. The skills are alliterative:
- Start Smart;
- Rapid Rapport;
- Focus Fiercely;
- Control Courteously;
- Offer Options;
- Finish Fast and Friendly.

The video uses demonstrations, dramatic scenes, and documentary coverage to show viewers how to use the skills—whether with customers on the phone, in face-to-face confrontations with colleagues, or with family members across the dinner table.

Get to the Point, Keep to the Point is in color and is 25 minutes long. It's available in 16mm film for $565 and video for $550; a three-day rental costs $130, and a preview costs $20. For more information, contact **Cally Curtis Company**, 1111 North Las Palmas Avenue, Hollywood, CA 90038; 213/467-1101. *Circle No. 201 on Reader Service Card.*