

# FOCUS

e n h a n c e m e n t s

networking • graphics • software

OCTOBER 1995

HIGH QUALITY

MAC & PC

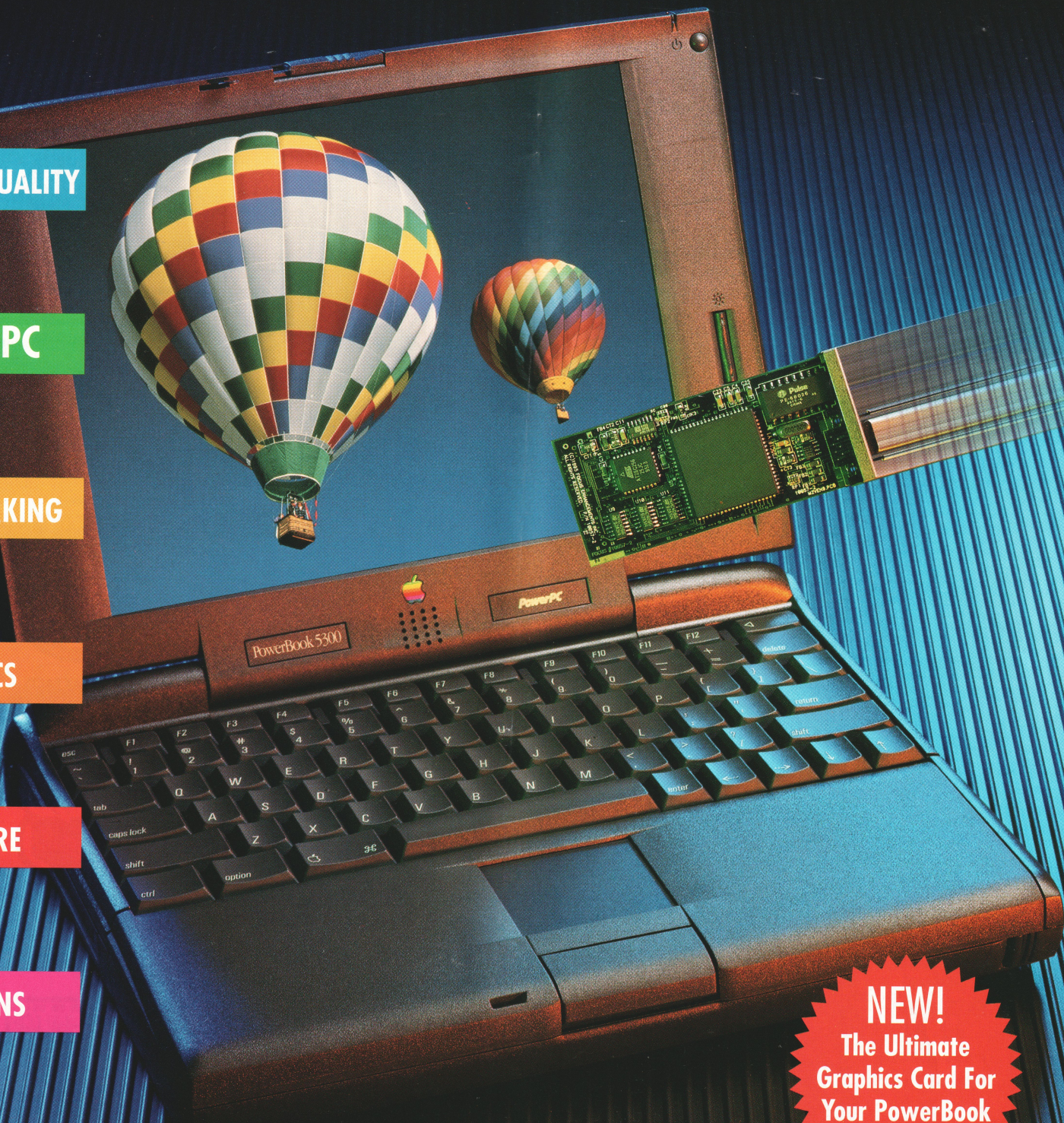
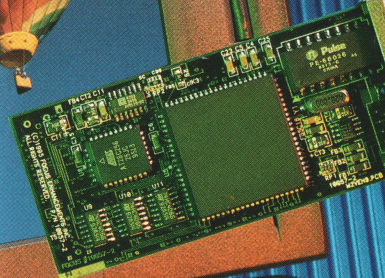
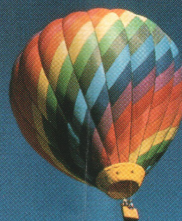
NETWORKING

GRAPHICS

SOFTWARE

SOLUTIONS

FOR LESS



**NEW!**  
The Ultimate  
Graphics Card For  
Your PowerBook  
190 & 5300





Even Higher Quality Processes and Products For Highly Satisfied Customers  
We're still at it!

As our banner states, FOCUS is committed to producing quality Networking, Graphics and Software products. This season we're unveiling a variety of hot new products for our valued customers.

In the graphics arena we're offering exciting new Video and combo Video/Ethernet cards for the powerful new Apple Macintosh® PowerBook® 190 and 5300 laptops. These cards provide PowerBook users with Video and Ethernet performance normally found only on desktop systems. FOCUS is the sole company offering two technologies merged onto one small expansion card!

Our new networking products add more diversity to our already established line. Check out the new Stacking and Cascading Hubs, plus our PC Transceivers. We want FOCUS to be the single source for your Networking needs.

Expanding our offerings into the mobil computer world, we have the LAN Ranger, a Remote Access Server which provides telecommuters, traveling sales people and remote office sites with fast phone line access to networks.

So far, over 1.5 million FOCUS hardware and software offerings are in the hands of an expanding universe of very satisfied customers. People are benefiting from superbly engineered products, manufactured to ISO 9000 specifications, our rock bottom prices, superb customer service and support from our factory certified technical experts.

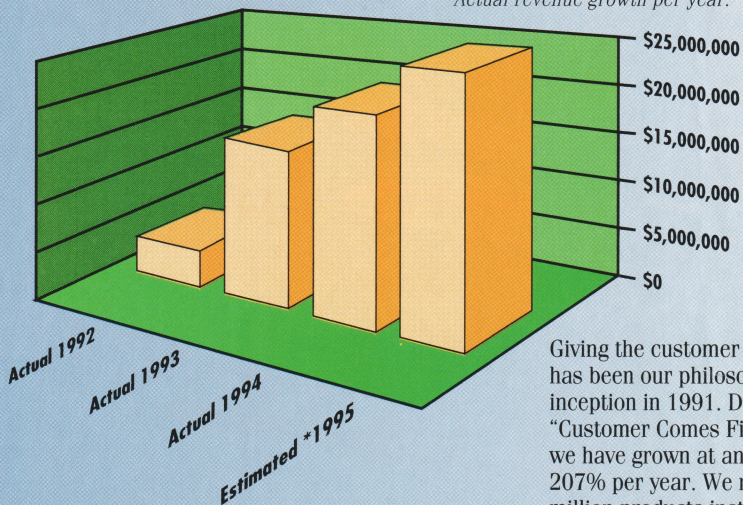
We're working harder than ever to keep you happy with best values in computer technology for your business and entertainment needs. What you'll see in the latest issue of our catalog will prove it.

*Thomas*

**Thomas L. Massie**  
Chairman of the Board &  
Chief Executive Officer

## Climbing To New Heights

Actual revenue growth per year.



Giving the customer what they want has been our philosophy from our inception in 1991. Due to our "Customer Comes First" philosophy, we have grown at an average rate of 207% per year. We now have over 1.5 million products installed worldwide and continue to ship over 35 thousand products every month to satisfied customers like you.



**FOCUS**  
enhancements

is proud to be a  
publicly held company  
listed on:

**NASDAQ: FCSE**

**BSE: FCS**

For more information,  
please call Investor  
Relations at  
**(617) 938-8088**  
ext. #410



*FOCUS Enhancements Worldwide Headquarters is located in the technology corridor of Massachusetts.*



### 30-DAY "LOVE IT OR RETURN IT" GUARANTEE

At FOCUS Enhancements we guarantee every product we make. If you are not 100% satisfied with a product for any reason, call our Tech Support Department for a Return Authorization Number and a full refund. Hassle-free, guaranteed!



### ONE-YEAR THROUGH LIFETIME WARRANTIES

We stand behind every product we ship with one- to five-year unconditional warranties. Some products even have a lifetime warranty! If you wish to have an extended warranty, ask your customer advisor for details.



### HIGHEST QUALITY PRODUCTS

Carefully engineered and exhaustively tested, FOCUS hardware and software is manufactured to ISO 9000 international quality standards to ensure the highest possible reliability and unsurpassed customer satisfaction.



### TECHNICAL SUPPORT 5 DAYS A WEEK

We back up our commitment to your satisfaction by providing on-call tech support 5 days a week. And we are happy to give you technical advice before you buy. So give our Tech Support team a call and we'll get you up and running!



### FOCUS FAX FACTS

FOCUS Enhancements product specs are now available 24 hours a day! For more product information, call our FaxBack system at 617-431-9424. Call anytime for automated service.



### ALWAYS IN STOCK

It's there when you need it. Period. FOCUS Enhancements guarantees that the product you order is always in stock. And delivered on-time. No frustrating delays. It's one more example of the continuous process-improvement you'll find at FOCUS.



### ON-LINE ORDERING

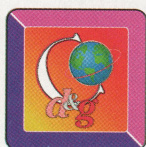
You can contact FOCUS Enhancements or place orders with us, electronically. CompuServe: 71075.1262; America Online: FOCUS TECH; AppleLink: FOCUS; Internet: focus@shore.net  
ftp site: FTP.SHORE.NET /members/focus



# Over 500 Resellers Across The United States

**INGRAM  
MICRO**

(800) 456-8000



CD&G Systems, Inc.  
1800-741-6227



**Computer Town®**

(617) 742-7767

**UNICOM** **MicroAge®**  
Computer Centers



(800) 777-2749



1-415-386-4324



800-222-2808



1-800-248-0800

**MacWAREHOUSE®**  
1-800-255-6227



1-800-927-3936  
614-847-4050



800-989-5500

**Mac Pro**

Systems & Software

1-800-525-3888



EDUCATIONAL TECHNOLOGY ASSOCIATES  
A DIVISION OF CUSTOM COMPUTER SPECIALISTS

(800) 598-8989



Quality Computers™

1-800-777-3642

**Computer Plus.**

Education Experts

800-446-3713



1-800-624-2926



**ASAP**  
ADVANCED SYSTEMS AND PROGRAMS

A DIVISION OF RandomAccess™

800-951-0007

## Over 50 Distributors Internationally

### EUROPE

AUSTRIA  
BELGIUM  
CZECH REPUBLIC  
ESTONIA  
DENMARK  
FINLAND  
FRANCE  
GERMANY  
GREECE  
HUNGARY  
ITALY  
LATVIA  
NORWAY  
POLAND  
PORTUGAL  
ROMANIA  
RUSSIA  
SLOVAKIA  
SPAIN  
SWEDEN  
SWITZERLAND  
THE NETHERLANDS  
UKRAINE  
UNITED KINGDOM

### PACIFIC RIM

AUSTRALIA  
HONG KONG  
INDONESIA  
JAPAN  
MALAYSIA  
NEW ZEALAND  
PHILIPPINES  
SINGAPORE  
THAILAND

### MIDDLE EAST & AFRICA

CYPRUS  
EGYPT  
INDIA  
ISRAEL  
JORDAN  
LEBANON  
OMAN  
SOUTH AFRICA  
TUNISIA  
TURKEY  
U.A.E.  
YEMEN

### LATIN AMERICA

BRAZIL  
COLUMBIA  
MEXICO

**CALL FOR THE RESELLER OR VAR NEAR YOU!**

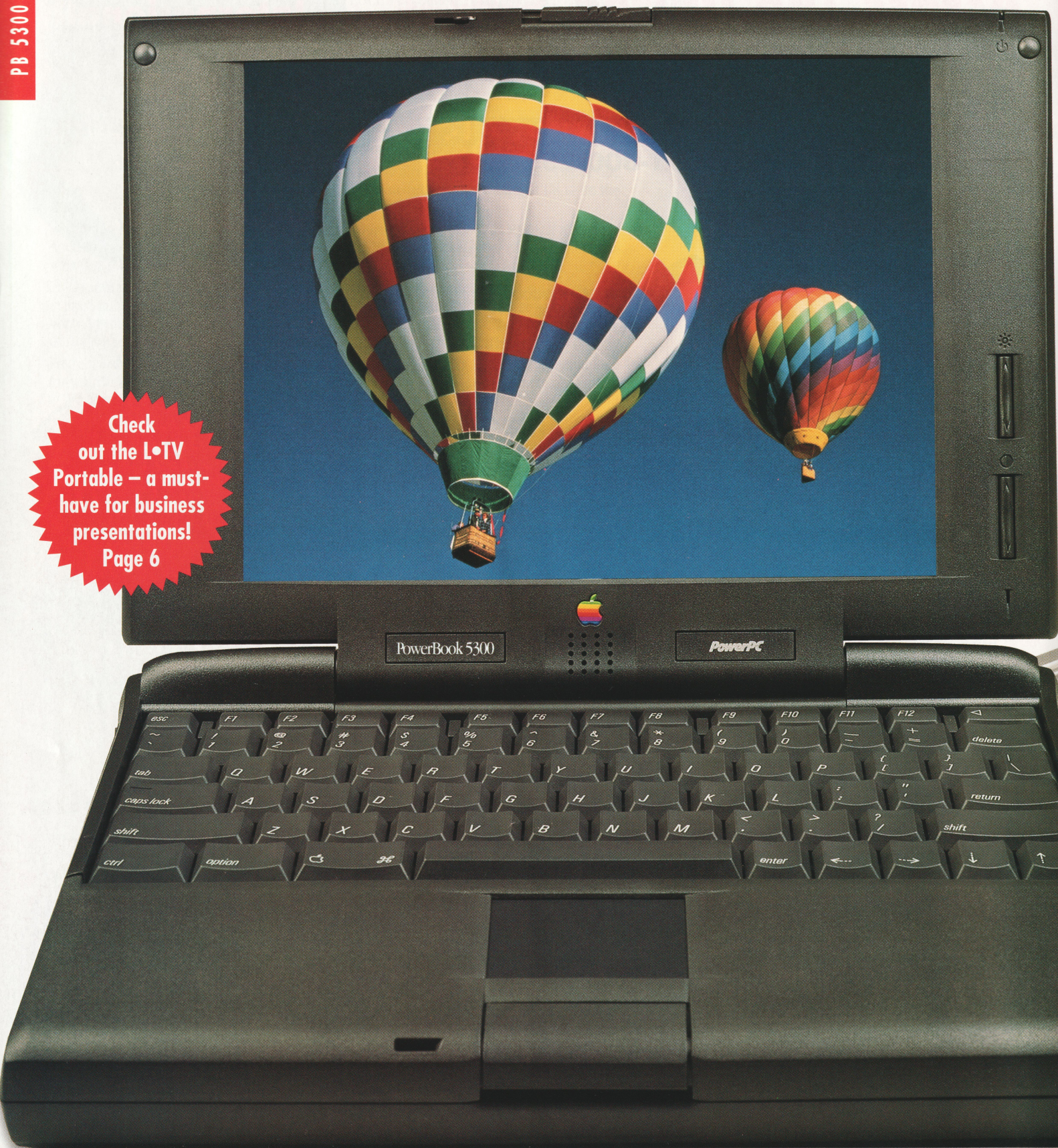
Mon-Fri 9am to 8pm

**800-538-8865**



## State-Of-The-Art Combo Video And Ethernet Cards For The New

Check  
out the L•TV  
Portable – a must-  
have for business  
presentations!  
Page 6





# Macintosh PowerPC PowerBook 190/5300

## Combo Video & Ethernet Cards For Macintosh PowerBook 190/5300

FOCUS Enhancements introduces a trio of new video and video/ethernet expansion cards for the new Macintosh® PowerBook® 190 and 5300 family of computers. The LapisColor MV cards offer 8 or 16-bit video, and 10BaseT Ethernet on the same card! Designed to be installed in the expansion slot underneath the keyboard of the laptops, all three cards can elevate the level of convenience and performance delivered by your new PowerBook.

PowerBook users can work on large spreadsheets or color photos in the office, then take their PowerBook on the road. View QuickTime™ Movies and CD Roms on large screen monitors, and retain all the flexibility of a laptop. By installing the combo video/ethernet card, users can save the valuable PCMCIA slots for other devices, such as storage cards or modems.

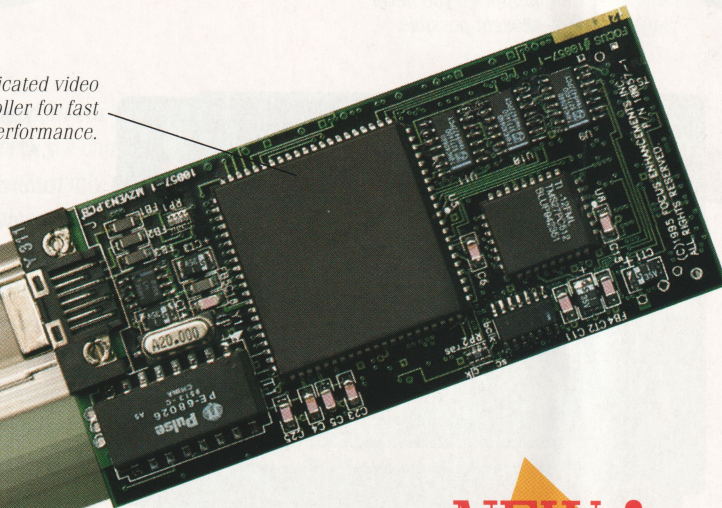
The LapisColor MV16-EN provides 10Mbps Ethernet performance and 16-bit video on screen sizes up to 17 inches, and 8-bit on larger screens. The LapisColor MV8-EN delivers 8 and 4-bits respectively. The LapisColor MV16 is a video only card, without the Ethernet option.

The MV family of cards use dedicated video and ethernet controller chips to provide maximum performance. A dual purpose MicroLatch connector cable provides a solid cable link to your network and display.

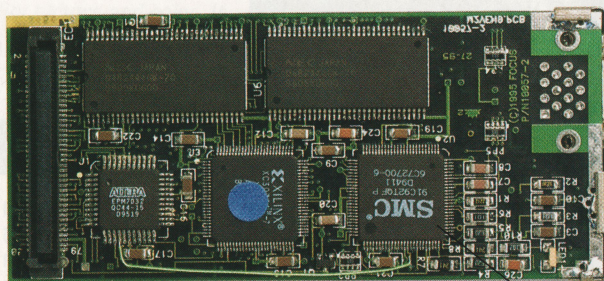
Dealer installation is required.

<b>LapisColor MV16</b>	16-bit video card for PowerBook 190/5300	444-1575	<b>\$299.00</b>
<b>LapisColor MV8 - EN</b>	Combo 8-bit video & Ethernet for PowerBook 190/5300	444-1576	<b>\$249.00</b>
<b>LapisColor MV16 - EN</b>	Combo 16-bit video & Ethernet for PowerBook 190/5300	444-1577	<b>\$399.00</b>

Dedicated video controller for fast graphics performance.



**NEW!**



Back of the LapisColor MV16 Video Card

MicroLatch port for secure cable connection.

On-board Ethernet.

• **ID SENSING**  
**FOR**  
**PLUG 'N' PLAY**  
**COMPATIBILITY**

• **SUPPORTS**  
**RESOLUTION**  
**"SWITCH ON**  
**THE FLY"**

• **SMC 91C94**  
**ETHERNET**  
**CONTROLLER**  
**(EN MODELS ONLY)**

**CALL FOR THE RESELLER OR VAR NEAR YOU!**

Mon-Fri 9am to 8pm

**800-538-8865**



# Now Your Presentations Can Make It To The Big Screen

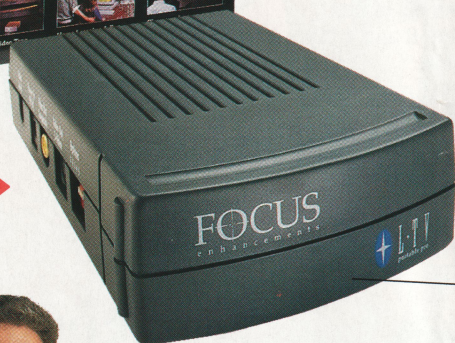


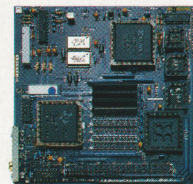
Image may vary based on TV quality.

## L•TV Portable And L•TV Portable Pro: Easy, Inexpensive Mac-To-TV Output

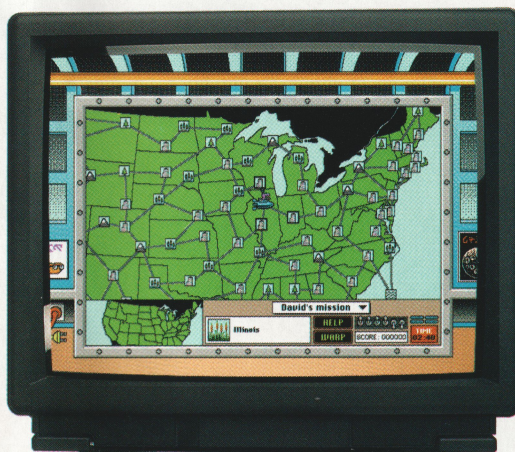
If you give presentations, demonstrations, lessons, or training sessions, L•TV Portable is your dream machine. Educators and mobile professionals can travel light and give quality presentations to large groups. Simply plug your computer, TV or VCR into L•TV and you instantly have a big screen multimedia system. L•TV connects directly to any PowerBook with video out, or PowerBook Duo with a video dock. L•TV Portable also functions with any desktop Macintosh (including any Centris, Quadra, PowerMac or LC computer) with VGA video out. Supports millions of colors. Includes proprietary flicker elimination software, built in RCA, S-Video connectors, and all necessary cables.

## L•TV Color Cards for Macintosh

FOCUS L•TV internal cards are designed to meet the needs of classroom educators, trainers, and anyone who wants to connect their desktop Macintosh to a TV or VCR. Everything on your computer is duplicated on the TV. Use the TV as your secondary monitor. Supports TV/Monitor "mirror mode", or dual screen operation. Video output is RCA/composite or S-Video NTSC/PAL. NuBus and LC/Performa 400 family Macs supported.



Get vivid, full-color multimedia presentations at a price you never thought possible.



*"From my perspective, the L•TV Pro is the best alternative to LCD panels, which can cost 5 times more, or projection systems that require a dimly lit room. It's easy to install and use for bright, high-resolution color presentations on any TV in any lighting situation."*

**Joel Lubin**  
Computer Specialist,  
Weston School System,  
Weston, Massachusetts  
Faculty Member,  
Lesley College,  
Cambridge,  
Massachusetts

## L•TV

<b>L•TV Portable</b>	Mirror with VGA and Multi-Scan monitors only - all cables included	444-1270	<b>\$229.99</b>
<b>L•TV Portable Pro</b>	Mirror with VGA, Multi-Scan and Apple 13/14 monitors - all cables included	444-1305	<b>\$299.99</b>
<b>L•TV 575</b>	8-bit, Composite/RCA Video, all LC/Performa 400/575/5200	444-1253	<b>\$269.99</b>
<b>L•TV 575 Pro</b>	16-bit, Composite/RCA & S-Video, all LC/Performa 400/575/5200	444-1257	<b>\$299.99</b>
<b>L•TV Pro NuBus</b>	16-bit, S-Video, 7" NuBus	444-1260	<b>\$299.99</b>
<b>L•TV 575 Pro PAL</b>	8-bit, Composite/RCA & S-Video, all LC/Performa 400/575/5200	444-1287	<b>\$299.99</b>
<b>L•TV Pro NuBus PAL</b>	8-bit, S-Video, 7" NuBus	444-1295	<b>\$299.99</b>
<b>L•TV Cable Kit</b>	Composite Video Cable, Mac Audio Cable, for standard internal cards only	444-1310	<b>\$29.99</b>
<b>L•TV Pro Cable Kit</b>	Composite Video Cable, S-Video Cable, Mac Audio Cable, for Pro internal cards only	444-1315	<b>\$34.99</b>



# Create On Your PC Compatible – Display On TV!

## PC Presentation System

IBM PC compatible users can now use the proven L•TV technology on systems running Windows™ or DOS™ operating systems. Using a standard VGA video output on your desktop or notebook system, plug a TV or VCR into L•TV and you're ready for big screen multimedia presentations, demonstrations, or training sessions. Connect a multi-scan or VGA monitor simultaneously for dual screen operation. Works with any size television. Includes proprietary flicker elimination software, built in RCA, S-Video connector and all necessary cables.

### PC Presentation System

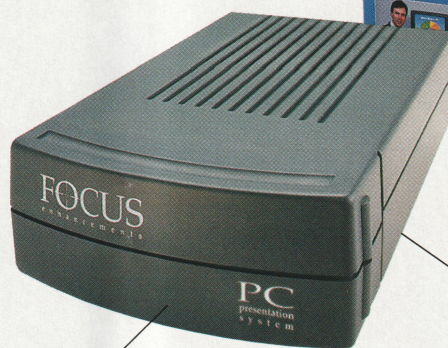
444-1271

\$199.99

(Mirror with VGA and Multi-Scan monitors – all cables included)



**Over the last 12 months, FOCUS has sold more of this technology than all of our competition combined!**



Copy your presentation to your VCR video tape!



Flicker-free color presentations from your PC to video monitors or VCRs!



"Since we do all our work on computers, we can now easily and affordably make our own video tapes. When we are asked to show our portfolio, I can simply bring a tape. This allows me to make a very professional presentation to a large group of people. I can also show multimedia work and Quicktime videos. Using my laptop computer, I can present work-in-progress to my clients and show options on the fly. My customers are always impressed with the high-quality picture and color. It has definitely helped my business, and I have recommended it to many of my clients."

**Vanessa Schaefer**  
President,  
Clockwork  
Design Group, Inc.,  
Woburn,  
Massachusetts



Image may vary based on TV quality.

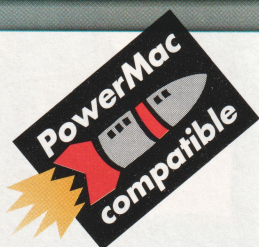
**CALL FOR THE RESELLER OR VAR NEAR YOU!**

Mon-Fri 9am to 8pm

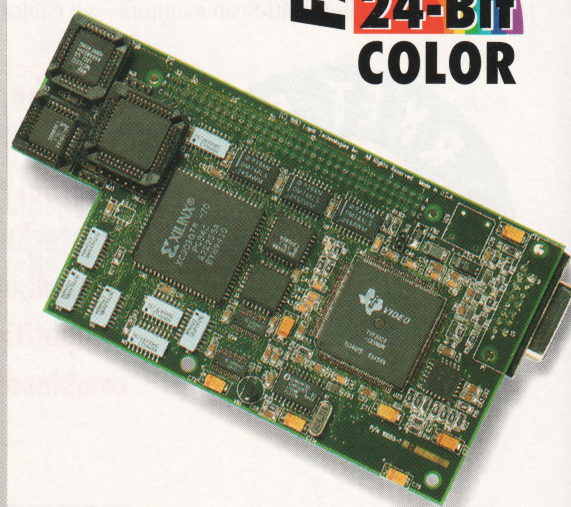
**800-538-8865**



# New Video Cards, Millions of Colors, For LC/Performa Macs



**FAST!**  
**24-Bit**  
**COLOR**



**Our Quality Cards  
are Compatible  
with Apple, Sony,  
SuperMac, NEC and  
Radius displays.**

## LapisColor LC-PDS Cards

FOCUS offers a trio of video graphics card solutions for Macintosh systems that are equipped with an LC-PDS slot. The LC 2417 and 2421 support resolution "Switch on the Fly" and Gamma Correction for consistent color monitor levels. The LC 16 is perfect for 8 bit gray scale expansion on two-page monitors. All cards are compatible with Apple or third party compatible color displays, and easy to install. You can choose your bit depth- millions of colors for photos, Thousands for graphics and QuickTime®. If it's desktop publishing on a large color monitor, or video editing and viewing, these cards will deliver the performance you need. 3 Year warranty.

<b>LapisColor LC 2421</b> (3 Megs VRAM, 24-bit on displays 13" to 21")	444-1197	<b>\$499.00</b>
<b>LapisColor LC 2417 NEW!</b> (2 Megs VRAM, 24-bit on displays 13" to 17", 16-bit on 19" to 21")	444-1196	<b>\$399.00</b>
<b>LapisColor LC 16</b> (1 Meg VRAM, 16-bit on displays 13" to 17", 8-bit on 19" to 21")	444-1195	<b>\$339.00</b>

## LapisColor- NuBus & SE 30 Video Cards

The LapisColor cards for NuBus & SE30 are ready to add large screen performance to your Mac! 16-bit versions are available for both platforms. All cards are hardware maximized for speed and are easy to install. Of course, the LapisColor cards work with 3rd party and Apple 13" to 21" displays. 3- year warranty.

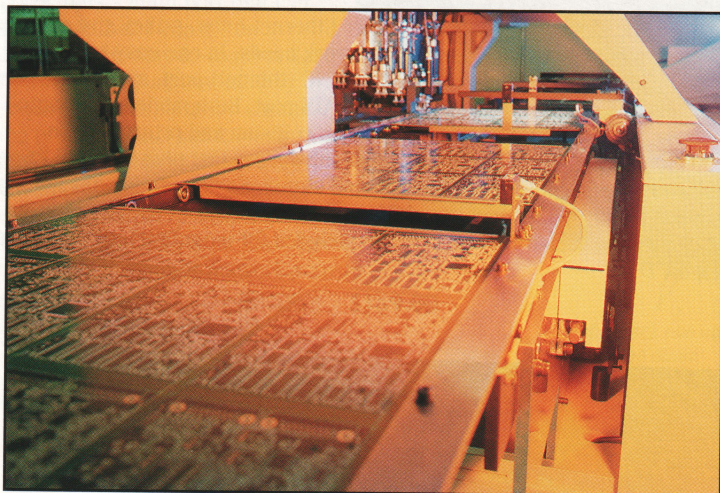
<b>LapisColor 8•16 NuBus</b> (1 Meg VRAM, 16-bit on displays 13" to 17", 8-bit on 19" to 21")	(444-1420)	<b>\$339.00</b>
<b>LapisColor16 for SE30/Ilisi</b> (1 Meg VRAM, 16-bit on displays 13" to 17", 8-bit on 19" to 21")	(444-1185)	<b>\$339.00</b>
<b>PDS Adapter for Ilisi</b> (Required install 444-1185 into Mac Ilisi. Includes socket for FPU)	(444-1085)	<b>\$39.00</b>





# So Why Do 98% Of Our Customers Say They'll Buy From Us Again?

*A continuous program of process improvement and technical innovation allows FOCUS to offer our clients the most advanced, price-performant products on the market. And they're backed by unsurpassed quality in manufacturing, service, and support. That's why 98% of our customers say they will buy from us again – and 96% say they would recommend us to others.*



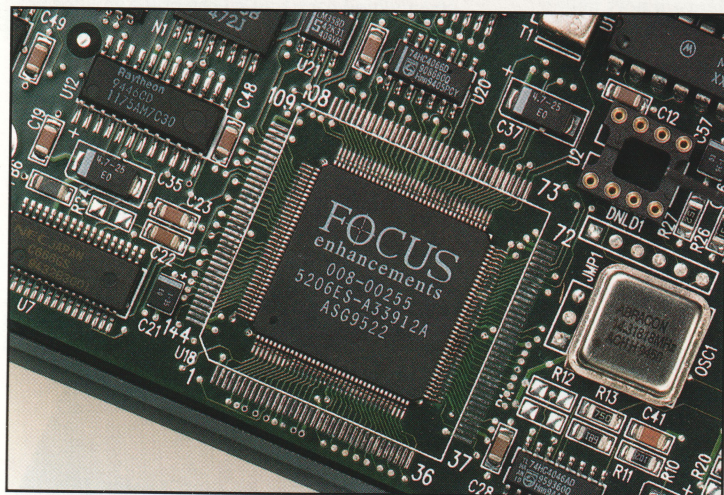
## FOCUS Quality Manufacturing: Meeting ISO 9000 Standards

FOCUS utilizes world-class manufacturing facilities that are fully compliant with the exacting international standards defined by ISO 9000 quality guidelines. In addition, robotic assembly lines ensure production efficiency and product consistency.



## FOCUS Quality Assurance

Skilled manufacturing technicians subject all FOCUS products to rigid visual and functional tests before shipment so you enjoy trouble-free installation and operation.



## FOCUS Quality Engineering: Top Technical Talent Pushing The Price/Performance Envelope

FOCUS R&D centers search the world for the most skilled and creative engineering talent to be found at leading universities and technology centers. Inventive and driven, they are constantly challenging themselves to design graphics and networking products as innovative as they are inexpensive. The custom-designed ASIC chip you see here is just the latest example of these individuals' ongoing commitment to expanding the FOCUS technology portfolio and meeting your graphics and networking objectives.



## FOCUS Quality Logistics: Inventory Management That Eliminates The Wait

Hate the wait for out-of-stock products? At FOCUS, we understand how frustrated you can feel and we've done something about it. We've instituted sophisticated market research. And implemented state-of-the-art bar coding technology for real-time inventory management. This two-pronged customer service strategy allows us to anticipate buying trends, and constantly monitor inventory levels. That means that the products you need are always in stock.

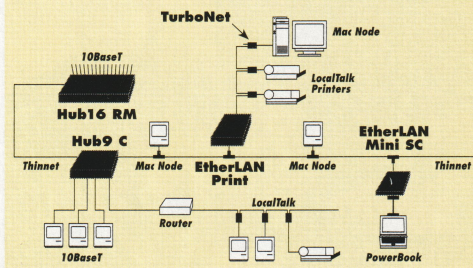


# High Quality Ethernet Hubs For Your Mac Or PC



Totally compatible.  
Totally plug-and-play.

## Ethernet - LocalTalk Network Example With FOCUS Enhancements Solutions



## Convenience & Value, Times 16/32

Compare the new EtherLAN Hub16 RM and Hub32 RM to other Ethernet hubs — they give you the best value around, with the features and quality your large network needs. In one easy-to-use self contained unit, the Hub16 RM provides 16 10BaseT ports, one BNC (thinnet) port, and an AUI port. The Hub32 RM provides 32 10BaseT ports, one BNC port and an AUI port. Both models offer auto-partitioning and auto-reconnect to remove a port under excessive collision and return on line quickly once it's clear. Both models do not require management software— just plug it in and forget it! The sleek case features two LEDs per port indicating link and status. Each unit also has its own power switch and internal power supply. They install quickly and easily in offices with an existing 10BaseT wall jack or BNC connection. Separate brackets are included for mounting into a standard 19-inch rack. 19"W x 2"H x 6 3/4"D

EtherLAN Hub16 RM (6 lbs.)  
EtherLAN Hub32 RM (8 lbs.)

60-4450 \$419.99  
60-4470 \$699.99



The Hub 32RM is the same dimensions as the 16RM, but offers twice as many ports!

## Small Footprint, Big Performance

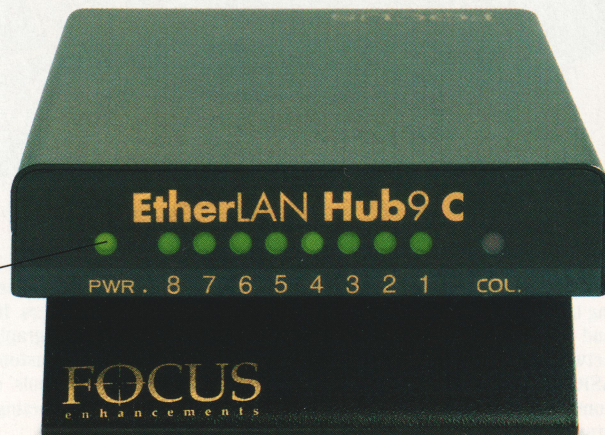
The new EtherLAN Hub16 V gives you the best value around for a vertical 16 port hub. In one easy-to-use, self-contained unit, the Hub16 V provides 16 10BaseT ports and one BNC (thinnet) port. It offers auto-partitioning and auto-reconnect to remove a port under excessive collision and to bring a port back on line quickly once it's clear, and it requires no management software — just connect it and forget it! The sleek vertical case features 16 LEDs to show link status. The unit also has its own power switch and an internal power supply. It installs quickly and easily in offices with an existing 10BaseT wall jack or BNC connection. 3 1/2"W x 11"H x 6 3/4"D

EtherLAN Hub16 V (6 lbs.) 60-4460 \$439.99

## Easy Expansion For Smaller Networks

The EtherLAN Hub9 C offers the same outstanding features as our other hubs, in a streamlined case that's perfect for smaller networks, workgroups, or expansions of larger networks. Equipped with eight 10BaseT ports and one thinnet port, it also has an in/out switch on one RJ-45 port for easy cascading of hubs. Like the other hubs in our family, this convenient unit features auto-partitioning and auto-reconnect. Designed for easy, trouble-free use, it's simple to install, and requires no management software. 4 1/4"W x 2"H x 7"D

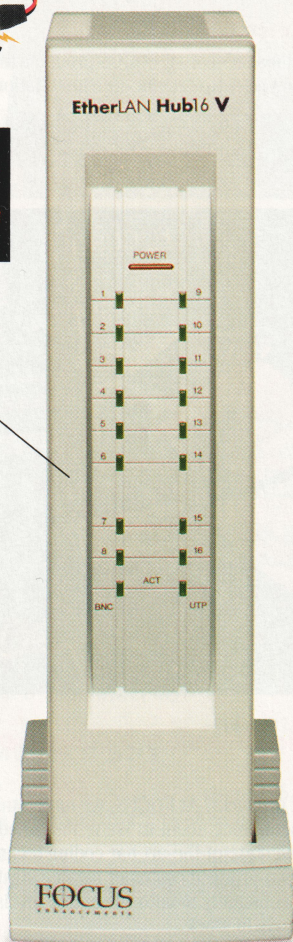
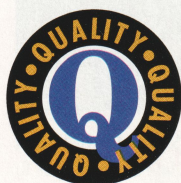
EtherLAN Hub9 C (3 lbs.) 60-4310 \$139.99



Great hub technology — fits in the palm of your hand! It can be mounted on a wall or sit on a table.



A small footprint plus a sleek appearance makes the Hub16 V ideal on a desktop or table.



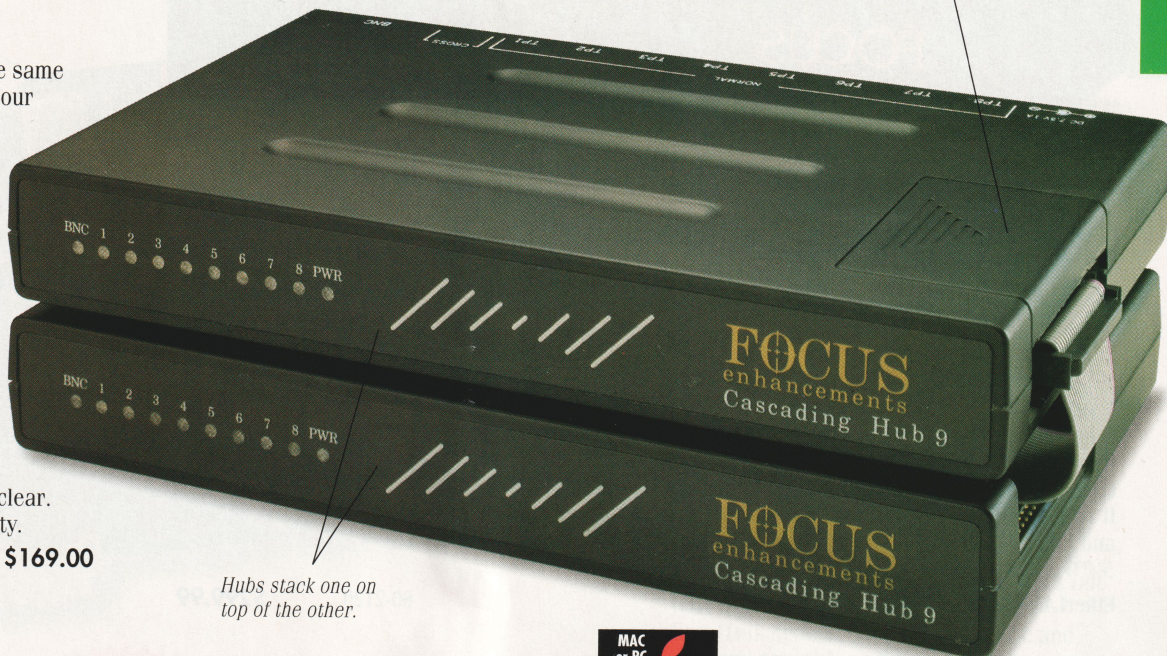


# Easy Installation... Fast Conversion...Great Prices

## Cascading Hub9

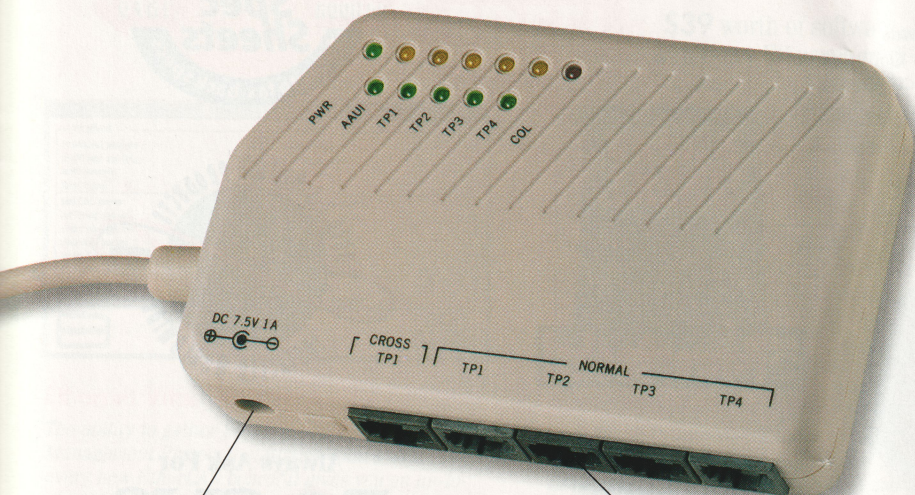
The new Cascading Hub 9 offers the same outstanding quality and features of our other FOCUS hubs, but adds a new key feature: the ability to cascade hubs together. The Cascading Hub9 is equipped with eight dedicated 10BaseT ports, plus a ninth port that can support either 10BaseT or 10Base2. An easy-to-connect flat ribbon cable is all that is required to complete the cascading process. Auto-partitioning and auto-reconnect watch over each port, removing a port under excessive collision and quickly bringing it back on line when clear. Status LEDs monitor network activity.

Cascading Hub9 (60-4330) **\$169.00**



Flat cable connects hubs together freeing extra port for connection to a node.

Hubs stack one on top of the other.



The external power supply keeps the hub functioning if the Mac is powered off.

This 4-port hub-and-transceiver-in-one is ideal for a small office network. An economical solution!

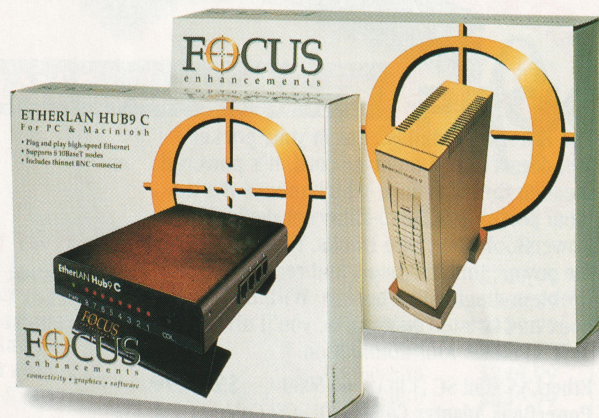
## Mini Hub5: New, For Small Office Networks!

This hub is ideal for the small office network or to allow multiple Ethernet devices in one office. It combines a transceiver with a four port RJ45 Hub. Build a network without having to purchase a separate hub. The unit has an AAUI connector for connection to the Mac and 4 10BaseT ports for connection to other devices within the office. Or, for easy access to a central hub, one 10BaseT port has a second connector wired as a crossover port. This can be connected to another hub with standard 10BaseT cables. The external power supply enables the Hub to continue to function if the Mac is powered off.

Transceiver Hub (1 lb.) 60-4350 **\$99.99**



Always Ask For  
**FOCUS**  
enhancements  
Quality Products



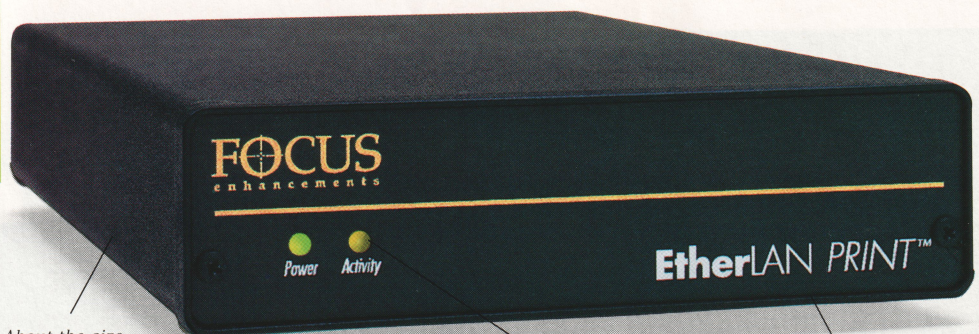
**CALL FOR THE RESELLER OR VAR NEAR YOU!**

Mon-Fri 9am to 8pm

**800-538-8865**



# Solutions For Your Ethernet Network Needs



About the size of a modem.

Activity and power lights indicate the proper functioning of the device.

Auto-sensing thin and 10BaseT connections for networking flexibility.

## LocalTalk Printers? Keep Them In Touch!

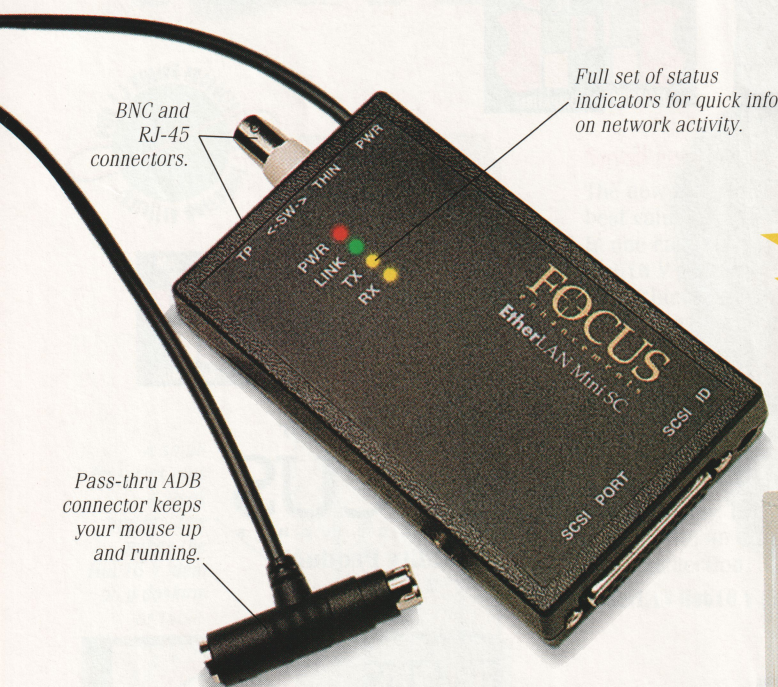
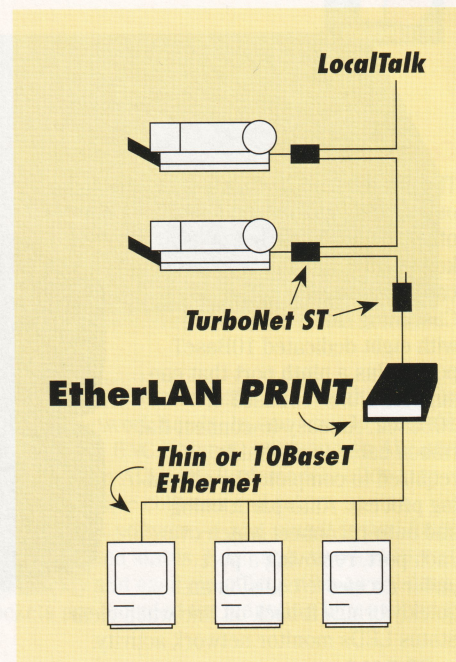
If you need an easy bridge between your LocalTalk LaserWriters and an Ethernet network, EtherLAN Print is the fast, plug-and-play solution. It works with any brand of LocalTalk compatible network printer and with other LocalTalk devices such as Macintosh computers. With a BNC connector for thinnet and an RJ-45 connector for 10BaseT, you'll have the ultimate in flexibility. It supports Phase 1 and 2 AppleTalk devices from any zone and includes an easy-to-use security and management software utility. EtherLAN Print Plus supports up to six LocalTalk devices.

5½"W x 1½"H x 9½"D

EtherLAN Print Plus (3 lbs.)

60-2120

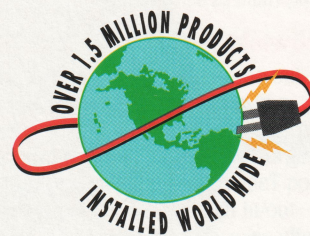
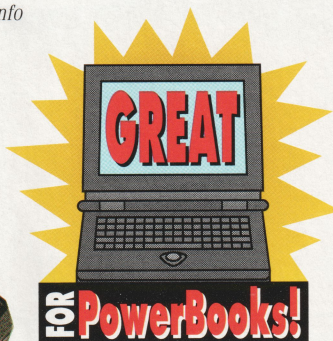
\$299.99



BNC and RJ-45 connectors.

Full set of status indicators for quick info on network activity.

Pass-thru ADB connector keeps your mouse up and running.



## EtherLAN Mini SC

The EtherLAN Mini SC fits in your pocket and doesn't need a power cord. It's powered through the ADB port, which means it's the ideal portable SCSI-to-Ethernet device for PowerBooks and Duo Docks. Handy LEDs for power, link, transmit and receive make problem diagnosis a breeze. With both thin coax and twisted pair ports, you'll always be able to make your connection.

EtherLAN Mini SC (1 lb.) 60-5030 \$224.99

PowerBook Adapter Cable (HDI SCSI Cable) (1 lb.) 70-2040 \$24.99

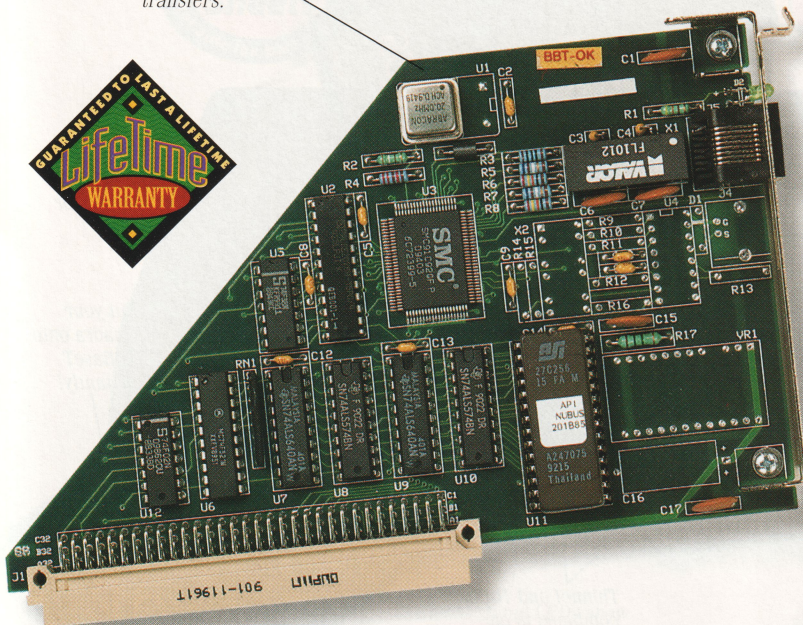


Always Ask For  
**FOCUS**  
enhancements  
Quality Products



# Ethernet Cards With Great Performance And Great Prices

Leading edge ethernet controller speeds up file transfers.



**FREE!**

\$39 worth of software with every Ethernet card!

Ethernet Statistics	
received	transmitted
broadcast packets 0	broadcast packets 0
multicast packets 170	multicast packets 1
total packets 228	total packets 264
total bytes 17,049	total bytes 19,060
bad CRC packet 0	deferred transmission 0
collision packet 0	late collision 0
undersize packet 0	excessive collision 1
oversize packet 0	excessive deferral 0
missed packet 0	carrier sense lost 0
discarded packet 0	packet monitored bad 0
FIFO overrun 0	FIFO under-run 0
frame alignment error 0	byte count mismatch 0
Update	Reset
	Cancel

File Copy Performance Measurement	
Server Path: Macintosh HD:Focus stuff:MARKETING:Pricing,	Goal 2
Client Path: Opus:Desktop Folder:	-- 2
File Name: Master Price Sheet	-- 2
File Size: 314,673	
	Best Average Worst
	0-Time Kbyte/s 0-Time Kbyte/s 0-Time Kbyte/s
from Server: 0:0:19 15	0:0:20 15 0:0:21 14
to Server: 0:0:17 17	0:0:17 17 0:0:17 17
Server & Client	Copy

## Ethernet Vital Signs At A Glance

The ability to gather SNMP (Simple Network Management Protocol) statistics comes with every new EtherLAN board. It gives you an up-to-the-second diagnostic picture of your Ethernet connection and other vital statistics.

## Free Performance Software

See how fast your EtherLAN cards can be! Test file transfers to and from a file server as many times as you want. Gives worst, best and average readings. A great diagnostic tool to tune your Mac or your network.

## Higher-Performance Ethernet

Breakthrough performance for your Ethernet Macs is finally here. Now you can get more out of the Ethernet bandwidth, and do it for less. What's the secret? We use fast drivers and the leading-edge Ethernet controller from SMC that dynamically allocates memory with an MMU (memory management unit) not found on any of our competitors' boards. No more waiting in line for packets. Tests show file transfer improvements of up to 50%. Newer Macs with fast hard drives will show the most improvement, but any Mac will benefit from this incredible technology.

## SNMP On Board – Free!

FOCUS gives you full compatibility with Apple SNMP and your own mini SNMP console. More than a simple diagnostic tool, this is a networking power tool.

**Performance™ Software!** How fast is fast? Every board comes with a new stand-alone utility to test the speed of file transfers to any node on the network. You can check out your new EtherLAN card, or test your LocalTalk speeds. Works on any Mac and with any network configuration or protocol. A \$39 value, free with every board!

Other great features? We have auto-sensing for 10BaseT or Thinnnet connections – which you can switch on the fly. And only our boards will automatically give you a dialog box alert if you have a bad cabling connection. Our EtherLAN cards are fully compatible with TCP/IP, NetWare, and other Ethernet protocols, and of course work alongside any other Ethernet card.

All of this for only \$69.99? Incredible! Get into the high-speed lane with the new EtherLAN!

## EtherLAN 10-Pack

Our most popular Ethernet cards can now be purchased in a convenient 10-Pack. Less packaging saves you money and helps the environment! One box, one manual, one disk and 10 of our best-selling boards.



## FOCUS Enhancements EtherLAN Cards

### Mac II (NuBus) Series

EtherLAN II Thin (1.3 lbs.)	60-2000	\$84.99
EtherLAN II-T 10BaseT (1.3 lbs.)	60-2500	\$79.99
EtherLAN A1-II Thin, 10BaseT (1.3 lbs.)	60-3600	\$99.99

### Mac IIsi & SE/30

EtherLAN A1-IIsi & SE/30 Thick, Thin, 10BaseT (1.3 lbs.)	60-3500	\$139.99
--	---------	----------

### Mac LC

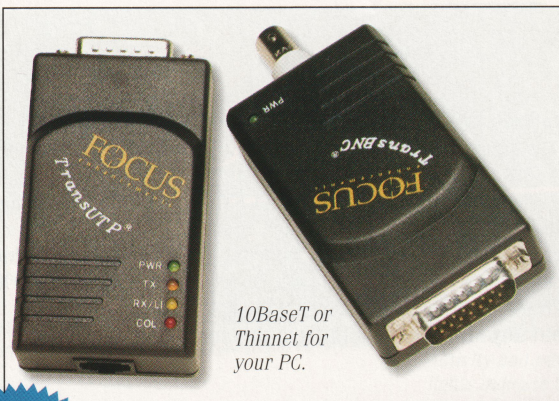
EtherLAN LC Thin (1.3 lbs.)	60-3000	\$79.99
EtherLAN LC-T 10BaseT (1.3 lbs.)	60-3100	\$69.99
EtherLAN A1-LC Thin, 10BaseT (1.3 lbs.)	60-3700	\$99.99

### EtherLAN 10-Packs

EtherLAN LC 10-Pack	60-3010	\$749.99
EtherLAN LC-T 10-Pack	60-3110	\$669.99
EtherLAN A1-LC 10-Pack	60-3210	\$839.99
EtherLAN II 10-Pack	60-2010	\$832.99
EtherLAN II-T 10-Pack	60-2510	\$749.99
EtherLAN A1-II 10-Pack	60-3610	\$839.99



# Get Macs Or PCs On Ethernet With Our Quality Transceivers



10BaseT or  
Thinnet for  
your PC.

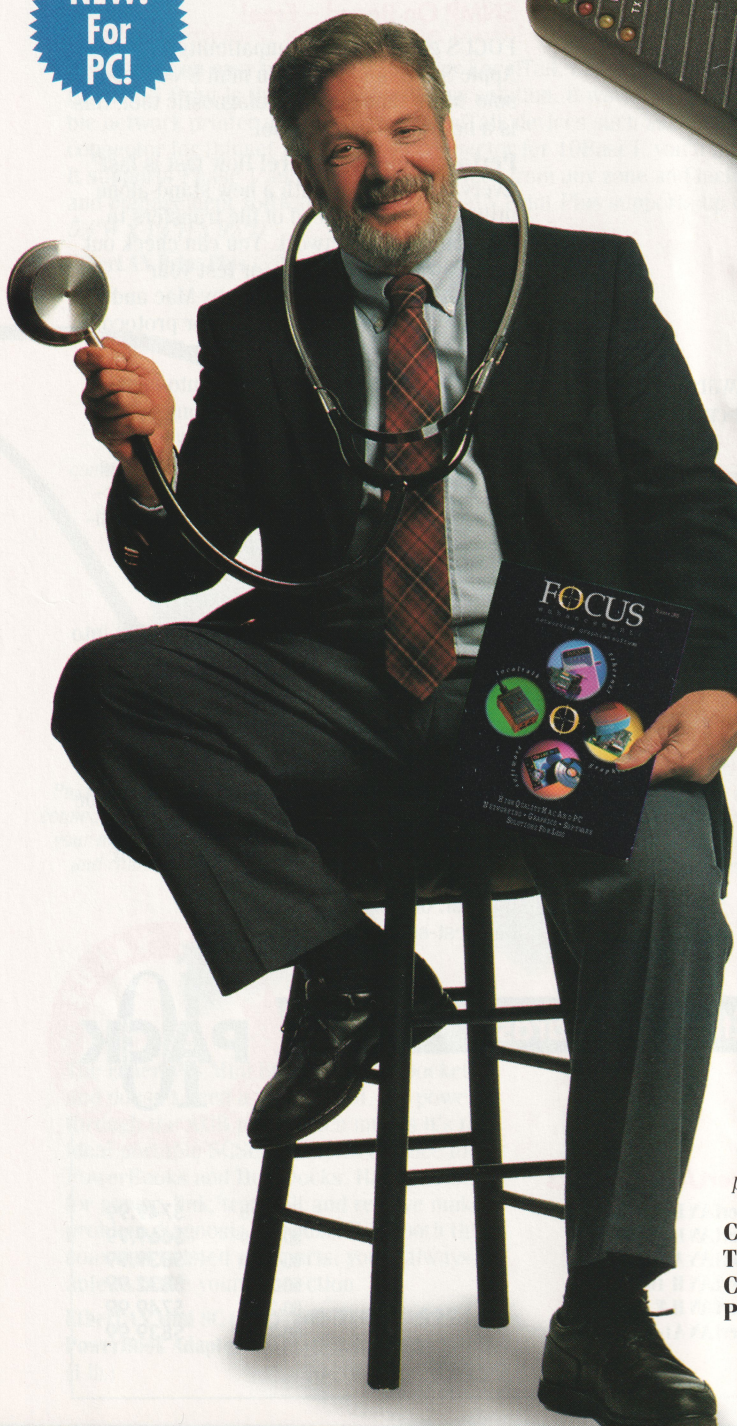
**NEW!  
For  
PC!**



Standard BNC  
connector for  
thinnet.

Put your  
Quadra onto  
10BaseT  
instantly!

Thinnet and 10BaseT  
combined in one  
transceiver. Does not  
require T-connector.



"I do Mac troubleshooting, installations, and training. So far, I've recommended FOCUS networking products exclusively to a dozen clients, to my BMUG friends, and I use them to connect my own four Macs. I've never had a problem with a FOCUS network installation. All of my Ethernet conversions went beautifully. Whenever you go inside a Mac to add an Ethernet board, there is always some insecurity. But with FOCUS EtherLAN you turn the Mac on and it just hums. I've found your tech support people highly knowledgeable, and the prices are unbeatable."

**Chuck Scheffreen**  
The "Mac Doctor"  
Consultant and  
Publisher

## Ethernet Plug-In Transceivers: Ethernet Speeds Without Ethernet Interface Card Cost

FOCUS Enhancements' transceivers allow you to use the on-board Apple Ethernet ports in high-end Macs and Apple printers, so you can take advantage of Ethernet speed without the purchase of an Ethernet network interface card. Each model attaches in seconds to a thinnet backbone or versatile 10BaseT network for plug-and-play speed and convenience.

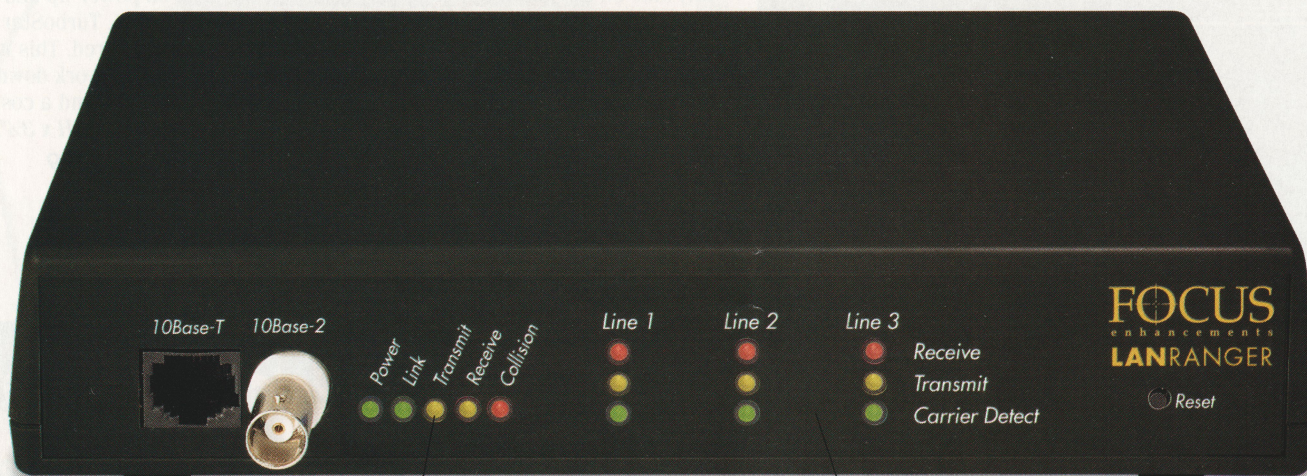
The Tr/FN is a single-post thinnet transceiver that works just like a standard thinnet card and comes with a T-connector. The Tr/FN-T, our 10BaseT transceiver, has one RJ-45 connector for standard twisted pair Ethernet connection. Multiple LEDs on this model give you a complete status report. Includes 6-foot 10BaseT patch cord. The Combo offers both connectors. 3/4"W x 2 1/4"H x 3/4"D

FOCUS introduces our new transceivers for PCs. Both models include an AUI connector and either 10BaseT or 10Base2 connector.

EtherLAN Tr/FN	60-2150	\$29.99
EtherLAN Tr/FN-T	60-2160	\$29.99
EtherLAN Combo	60-2170	\$45.00
EtherLAN Tr/FN 10-Pack	60-2155	\$285.00
EtherLAN Tr/FN-T 10-Pack	60-2165	\$285.00
EtherLAN Combo 10-Pack	60-2175	\$440.00
EtherLAN Tr/FN for PC	60-2310	\$23.00
EtherLAN Tr/FN-T for PC	60-2300	\$23.00

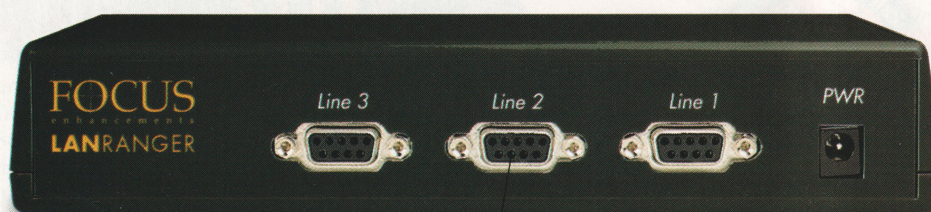


# Access Your Ethernet Network From Anywhere In The World!



Global status LEDs show status of server and network.

Individual serial port LEDs show status of each remote connection.



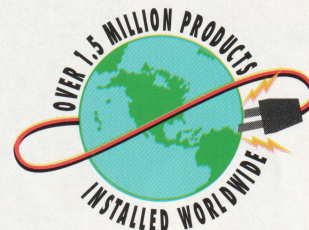
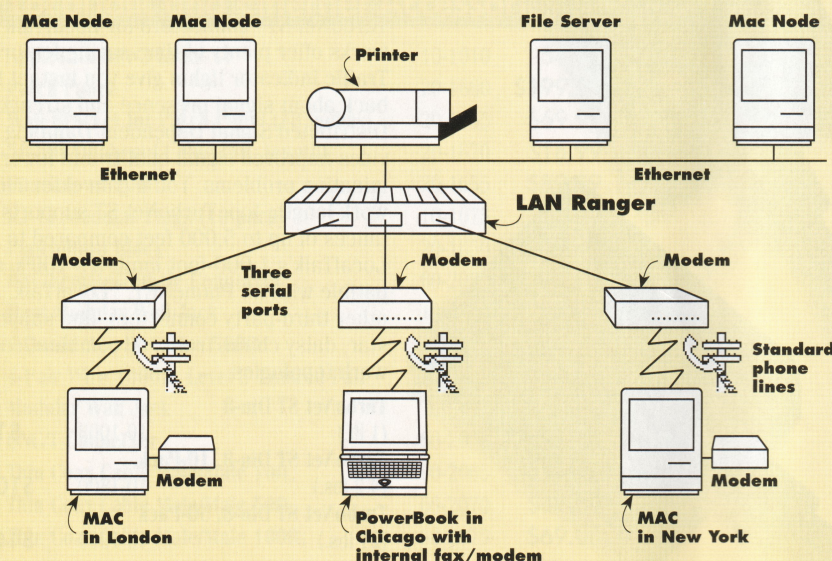
Three RD-232 ports for multiple high speed dial in connections.

## LAN Ranger Dial-In Server

The FOCUS LAN Ranger Remote Access Server is a three port dial-in server that gives telecommuters, traveling sales people and remote office workers access to network resources over standard telephone lines with a modem at speeds up to 115.2 Kbps. Includes unlimited license for Client software, which allows Mac users Chooser level remote access to AppleTalk resources as well as Ethernet-based TCP/IP services. PC and UNIX remote clients can use commercial PPP software such as Chameleon from NetManage, PC/TCP from FRP Software, and many other shareware and public domain PPP software packages to access the network. Twisted Pair and Thin Coax ports for connection to the network.

LAN Ranger Dial-In Server 60-6010 \$1399.00

## Network Configuration





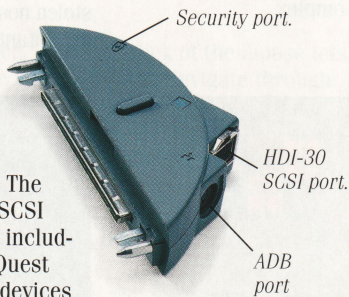
# Plugs, Jacks, Connectors And More!



## FOCUS SCSI Dock

With the FOCUS SCSI Dock you can easily connect your PowerBook Duo to any other Mac and have the Duo function in SCSI Disk Mode as an external hard disk. The SCSI Dock adds a wide selection of SCSI devices to connect to a Duo as well, including CD-ROM drives, hard drives, SyQuest drives, optical disks, Ethernet SCSI devices and SCSI display products. Very small and lightweight- only 5 oz! No software required. Compatible with any PowerBook Duo.

FOCUS SCSI Dock 320-1070 \$140.00



"The FOCUS LocalTalk products are indispensable time and money savers. The TurboStar active hub doesn't even need a dedicated Mac, so you can manage a network from any MAC. I've installed a countless number of TurboNets without a single problem. Their traffic indicator lights are a great feature that other brands don't offer. And the ten- and fifty-packs are an excellent value. These products are definite winners."

**David Baker**  
Software Engineer  
Midnight Networks

## LocalTalk and Ethernet Accessories

(A) AppleTalk DIN-3 to RJ-11	10-1010	\$4.00
(B) Patch Panel	20-1660	\$199.99
Wall Bracket for Patch Panel (18 inches)	20-1665	\$69.99
(C) 50-pin Amphenol Cable (5ft. length)	20-1670	\$16.99
(D) Punchdown Tool	20-1655	\$89.99
(E) RJ-11 Modular Plugs (10-pack)	10-1075	\$9.99
(F) Punchdown Block	20-1650	\$59.99
(G) BNC/Female/Female Connector	60-2055	\$4.00
(H) Dual Modular Wall Jack	10-1060	\$6.00
(I) 4-Conductor Flat Wire 500ft.	10-1080	\$59.99
4-Pair Wire 1000ft. Level 3 Twisted Pair	10-1086	\$149.99
(J) Modular Wall Jack	10-1055	\$4.00
(K) BNC/T Connector	60-2050	\$5.00
(L) Thin Coax Cable Male/Male 10ft.	60-2065	\$18.99
Thin Coax Cable Male/Male 50ft.	60-2070	\$34.00
Thin Coax Cable Male/Male 100ft.	60-2075	\$69.00





**NEW!**

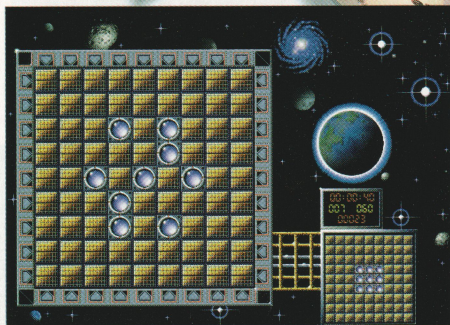
## 9 of Inline's Greatest Hits All on One CD-ROM!

*The unbeatable, award-winning Game Pak with action-packed adventure games, great mind teasers, and brilliant graphics!*

Greatest Hits Game Pak

700-1015

\$29.00



### Cogito

Restore a pattern of marbles that has been randomly mixed in each of the 120 levels of play.



### Darwin's Dilemma

Position, collide, and merge icons representing increasingly complex life forms.



- MacUser

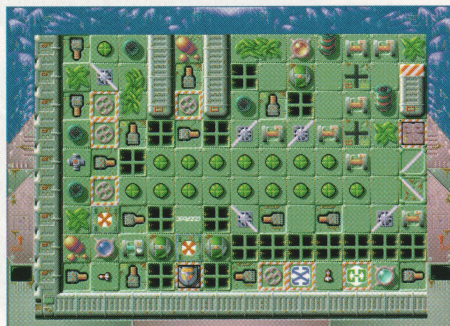


### Mutant Beach

Help Native Nick find the Stone Idol's stolen nose before the island and its inhabitants mutate.

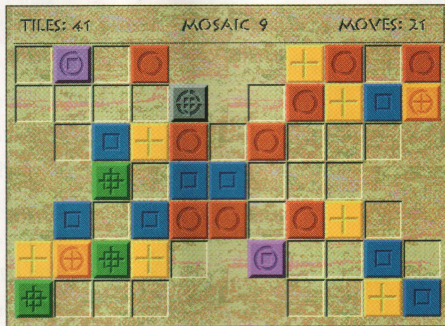


- MacUser



### S.C.OUT

Use bombs, missiles, and cannons to destroy aliens that have taken over an old moon base.

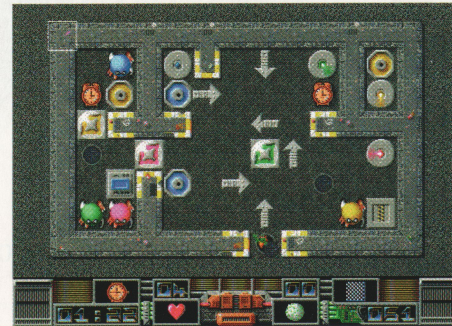


### Tesseract

Eliminate tiles from the board according to color and texture. Leave just one to win.



- MacUser



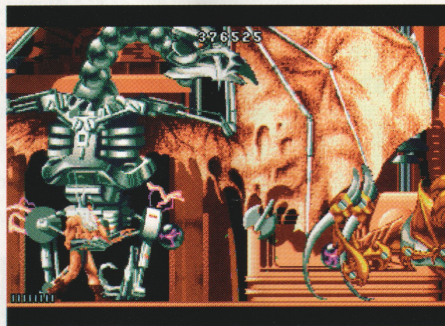
### The Tinies

Send them to sleep using arrow chutes, traps, and each other as the clock counts down.



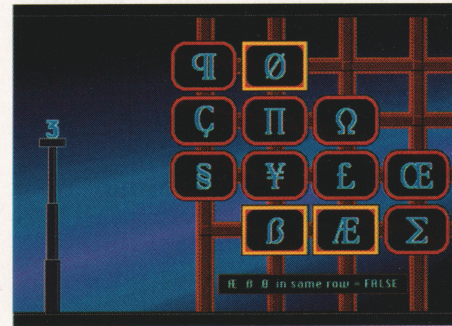
### Firefall Arcade

A classic action game where you combat ferocious fireworms and other powerful enemies.



### Deliverance

Test your skills and strategy as you defend the land of Llyn Cerrig from the evil Tnarom.



### 3 in Three

Solve the puzzles in this award-winning treasure hunt and sinister braintwister game.

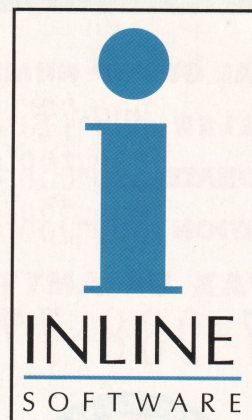


- MacUser



# Check Out Our Great Offerings from Inline Software!

*Inline Software is a division of FOCUS Enhancements, bringing great software products to you. We have over 300,000 quality Inline Software products in the field today.*



Call for new upgraded version!

"PopupFolder is absolutely spectacular"

— MacUser



— MacUser

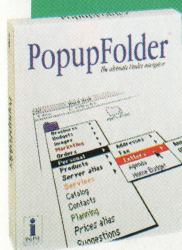
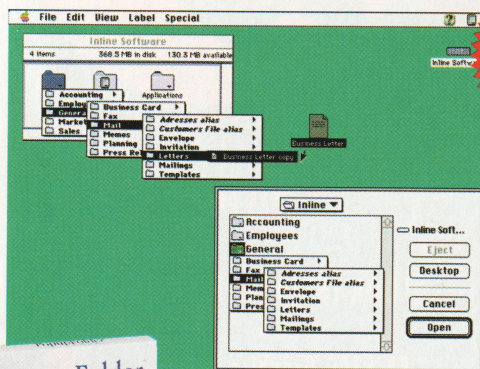
"Redux strikes an excellent balance between power and simplicity"

— Macworld

◆◆◆◆ MacWEEK



— MacUser



## PopupFolder

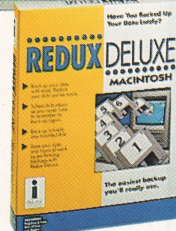
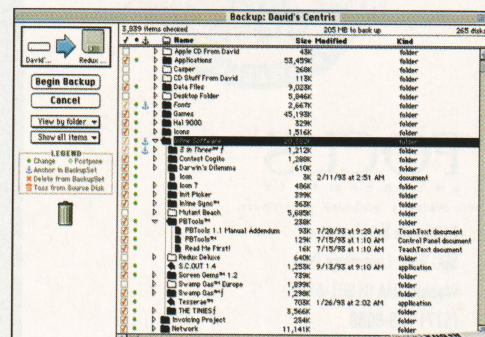
With PopupFolder,™ a single click of the mouse lets you open or save any document. Navigate through your hard disk using a hierarchical display of all folders and volumes in the Finder – just drag until you find the file you want. PopupFolder has drag-and-drop filing, too, making it easy to organize the

files you create. You can even display small icons of folders on the desktop for extra-quick access. Cut down on desktop clutter, and stop double-clicking! **MAC**

PopupFolder

700-2100

\$79.00



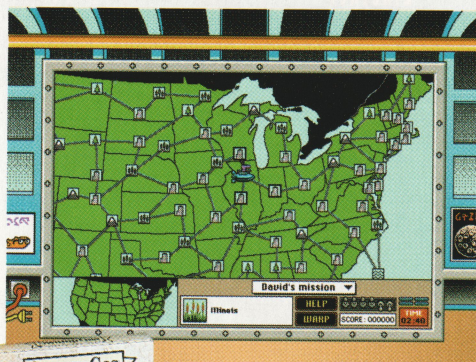
## Redux Deluxe

It's easy to back up with Redux Deluxe.™ Just three clicks of the mouse let you back up your entire hard drive. If you're backing up to a floppy, Redux Deluxe will initialize the disk and back up your files in just 90 seconds. Schedule unattended backups daily, weekly, or monthly; back up selected folders or files; customize with a built-in scripting language. Check out the program MacUser called "a terrific backup program... powerful, flexible and easy to use." **MAC**

Redux Deluxe

700-2060

\$41.00



## Swamp Gas Visits The USA

Learn geography from an alien perspective as Swamp Gas Visits the USA.™ Children and adults will enjoy their close encounters with cities, states, and landmarks. Three levels of difficulty, four-player capability, and a choice of four levels of detail make this an appealing game for all ages. And when your mission is over, relax with three zany

arcade-style games in the Alien Arcade. Features digitized sound and fun color graphics. **MAC/WIN**

Swamp Gas Visits The USA/Mac

700-1005

\$29.00

Swamp Gas Visits The USA/Win

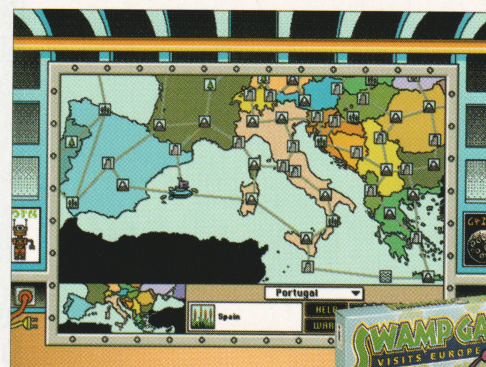
700-5005

\$29.00



"Swamp Gas is the way to travel."

— MacWEEK



## Swamp Gas Visits Europe

Help Swamp Gas, the lovable alien, explore the geography of Europe. Visit all the countries, capitals and points of interest. When your mission is complete, relax in the Alien Arcade and enjoy wacky arcade games. Determine the length of play by choosing a mission of 5 to 50 locations. Every mission is unique. Three levels of difficulty will challenge every age, while on-line help provides hints to geography novices. And up to 4 can play at once, making this the ideal family entertainment. Lively color, clever sounds, and humor add to the fun. **MAC/WIN**

Swamp Gas Visits Europe/Mac

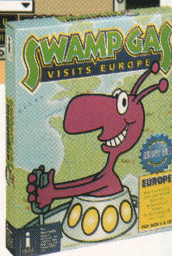
700-1007

\$29.00

Swamp Gas Visits Europe/Win

700-5007

\$29.00



**CALL FOR THE RESELLER OR VAR NEAR YOU!**

Mon-Fri 9am to 8pm

**800-538-8865**



# SPECIAL GROUP NUMBERS

RESELLER 800-775-5566

CORPORATE 800-538-8841

EDUCATION 800-538-8864

OR FAX US ANYTIME

617-938-7741



## FOCUS

enhancements  
networking • graphics • software

Corporate Headquarters  
800 West Cummings Park  
Woburn, MA 01801-6367  
(617) 938-8088

YOUR CODE #

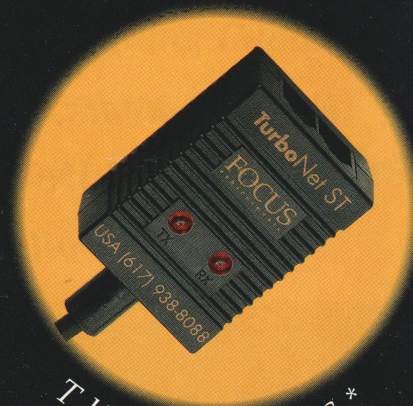
BULK RATE  
U.S. POSTAGE  
PAID  
FOCUS  
ENHANCEMENTS

# HIGHEST QUALITY PRODUCTS AT THE BEST PRICES ON EARTH!



TRANSCEIVERS

see page 6



TURBONETS\*

see page 8



see page 10

see page 11

## LOOK INSIDE FOR SAVINGS ON:

PB 5300 Graphics 4

L-TV for Macintosh 6

PC Presentation System 7

Graphics 8

Quality/Testing 9

Ethernet 10

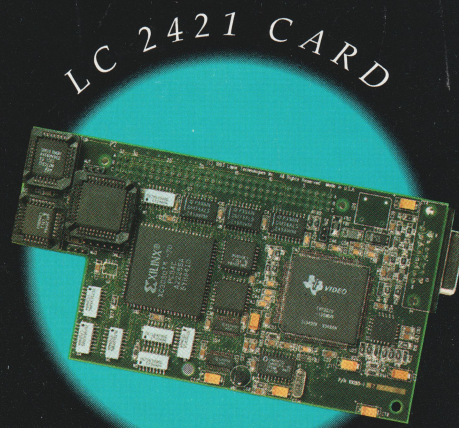
LocalTalk 16

Software 18



ETHERLAN CARDS

see page 7



LC 2421 CARD

see page 12