



Vermont Computing Inc. Reporter

May 2004

"Jeremy and Vermont Computing are a match we have long needed in this area. Always available - knowledgeable - reasonable - and easy to work with."

-VC Customer

If you refer a friend to us, and they let us know, you will receive a postcard worth 1 point. These points are redeemable at Vermont Computing as follows:

- 1 point = ½ hour of in house service
- 2 points = 1 hour in house service
- 4 points = 1 hour on-site service
- 5 points = \$50 Gift Certificate

New Recycling Policy

Vermont Computing, Inc. is dedicated to being environmentally conscious. We believe that a largely overlooked aspect of environmental consciousness is the disposal of computer hardware. Computers contain many materials that are considered "toxic". When these systems are in use, they are perfectly safe. But they can do a lot of damage when thrown into a landfill. Vermont Computing, Inc. does everything it can to insure that computers are disposed of properly. In the past we were able to simply take the computers, monitors, and other devices to be recycled at no cost. However we must now pay to have them disposed of. We feel so dedicated to the proper disposal and recycling of computer hardware that we still believe it is worth the small fee for the piece of mind it brings. This said, our new recycling policy reflects these costs. We are now charging: \$10 per computer, \$5 per monitor or printer, and \$1 for keyboards and mice. If an item is reasonably usable the above fee may be waived. Rest assured that we are doing our best to find a way to eliminate these costs in the future.

The Toughest of the Tough

Laptop computers have become almost as common as desktop systems, and the demand for them continues to increase. At Vermont Computing, Inc. we want to be able to offer our customers the best products available. After exhaustive research we are proud to offer the Panasonic Toughbook series. These super-rugged laptops will last longer and need repairs less often than any other systems on the market. Here is an overview given by Panasonic about this unique line of products:

"For the past three years, notebook PC damage rates have risen 22.5%, with an average damage incident cost of \$2,900. At the same time, the functions that mobile PCs are required to perform have evolved to mission critical status. Professionals cannot afford to be without their computers-offline, unproductive, out-of-touch.

Panasonic Toughbooks have been ruggedized inside and out to protect screens, cases, keyboards and hard drives from drops, liquid spills and falling objects-the three leading causes of notebook damage. With Panasonic Toughbooks, time isn't wasted transferring data from damaged systems, recovering lost work, hiring expensive IT consultants or replacing failed notebooks. Designed for unparalleled performance and durability, Panasonic Toughbooks have become the industry's most reliable mobile PCs-they're your best defense against downtime.

We build Toughbooks with a durability that's designed into every seal, hinge, keyboard and connector. Toughbooks endure stringent U.S. Military MIL-STD-810F testing procedures that measure for dust, water, vibration, extreme temperature and moisture resistance, as well as drop shock absorption. Toughbooks can take it-day in and day out.

- Reinforced, integrated antenna retracts into case design to protect against damage
- Sealed LCD to provide extra protection against moisture and dust
- Internal dampers and seals isolate the LCD from shock, vibration and moisture
- HDD mounted in damping polymers to help insulate against sudden blows
- Flexible connectors between the hard drive and system board to protect against the transfer of shock from drops and bumps
- Sealed keyboard and touchpad prevent damage from dust and spills
- Environmental seals protect the multimedia pocket, PC card slots and connection terminals from moisture and dust
- Full or partial magnesium alloy casing that protects against bumps, drops and knocks”

If you are interested in one of these laptops, contact us. Because they are so popular, our availability changes daily. We will do our best to meet your needs.

Sell the Best There is



Vermont Computing Inc. is a rapidly growing company. To insure that we continue to be able to grow, we have come to the realization that we need dedicated salespeople. We are currently seeking salespeople that would be responsible for introducing our superior products and services to new and existing clients that may not have realized what we offer. If you or anyone you know would be interested in a full time commissioned sales position with us, please send a resume by email to info@vermontcomputing.com with "salesperson resume" as the subject.

Remember to come in regularly and check out our ever-expanding inventory.

Vermont Computing
Inc.
23 Merchants Row
Randolph, VT. 05060

Phone:
(802)728-9217

Fax:
(425) 940-4789

E-mail:
<mailto:info@vermontcomputing.com>

We're on the Web!
<http://www.vermontcomputing.com>

Coming Soon

Soon, each member of Vermont Computing will be contributing their expertise to our monthly newsletters. You can look forward to “staff picks”, where employees get to point out what they personally feel are superior and worthwhile products. We also hope to have reviews of products, services, and websites from our knowledgeable staff in future newsletters.

And The Survey Says!



The survey that was sent out with the last newsletter was a great success. It was very gratifying, and informing to read what our customers thought. The suggestions were terrific, and we always welcome more. If you didn't get a chance to fill out last month's survey, please take a moment to visit our site and do so,

<http://www.vermontcomputing.com/conform.htm>. There is also a form there that will allow you to update your personal information, even if nothing has changed we would like to make sure we have all the right info (typos happen). This information is only used by Vermont Computing to provide you with the best service that we can, and will never in any way, be given to any other persons.

The President's Corner

Well, May is here and almost gone already. Seems like just yesterday we were all complaining about the cold. Now it's warmed up and the snow is a thing of the past. Change, however, is good. We're constantly changing here at VCI, simply because we want to be as good as we can. On that note, we have hired two new staff members. Lou Marineau has come on as another full-time technician and Colby Mowery is our new part-time tech. Both of these guys have a passion for technology that I rarely see. It's a pleasure to have them around as they help us grow. On that note, enjoy what's left of Spring, and we'll see you in the store.

Jeremy Lesniak
President