Bruzaud Associates implemented at Potamkin Chevrolet in Philidelphia in 1986. I was head developer and designed the network. This was if not the very first commercial Fiber Local Area Network ever implemented it was in the first 5.

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ness — or at least the computer business as most people envision it.

The meeting resulted in the compilation of 50 action items centering on three priorities: to strengthen and enhance the profitability and position of AT&T's core business; to deploy a "new generation of data networking solutions to customers"; and to establish a "major position" in international markets. Each bears close examination.

First of all, what is AT&T's core business? According to an internal, nonproprietary publication circulated to management, the core of AT&T is in domestic long distance, central office equipment and "customer premises telecommunications equipment." Everything else, according to the executives' manifesto, is subordinate. If a venture does not support those businesses or if it is not making money on its own, AT&T will abandon it.

AT&T realizes that its core businesses are characterized by low growth and are subject to worldwide competition. Once the core businesses are reasonably secured, the company will expand into

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Rosenbaum is executive editor of "Wiretap," a computer industry newsletter published in Morristown, N.J.

sulting. "For IBM, telecommunications

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LAN fiber-optic options debut

By Peggy Watt

DAYTON, Ohio — Fox Research, Inc. last week announced fiber-optic options for its 10-Net Ethernet local-area network (LAN) as well as a new LAN-to-mainframe gateway.

A major component of the introduction was the 10-Net Fiber-Optic Board, which connects with either fiber-optic cable or the standard twisted-pair wiring used with Fox's 10-Net LAN, said Ed Schulz, Fox engineering director.

Also announced were the 10-Net Fiber Optic Hub, which can connect eight nodes, and 10-Net Fiber-Optic Repeater, which can link a mixture of fiber-optic and twisted-pair 10-Net LANs.

The fiber option was added to the product line to accommodate customers concerned about security or problems with electromagnetic interference, such as lightning, especially in a factory environment, Schulz remarked.

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Telenet announces completion of data network service unit

By Mitch Betts

RESTON, Va. — Telenet Communications Corp., the data network service unit of U.S. Sprint Communications Co., is officially complete, the company announced recently. The new organization is composed of customer bases and facilities of two former packet-switching services, GTE Telenet Communications Corp. and United Telecommunications, Inc., formerly called Uninet.

The merger is part of an agreement finalized last July by parent companies United Telecommunications, Inc. and GTE, which are currently in the process of merging their voice communications networks and customer bases as well. U.S. Sprint is the parent company of both sets of mergers.

"Migrating each Uninet customer [to the Telenet network] was a delicate opera-

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gateway

■ For more on these and other new products, see pp. 91-117.

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"IBM sees support of communications standards not as an end in itself but as a way to ensure that its systems have more to do — like network management and holding more data bases."

— David Terrie, president, Newport Consulting, Boston

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LAN offers fiber optics

From page 35

The optical-fiber-based LAN can use the same software as the original 10-NET, he added. Both LANs run at 1M to 2M bit/sec. and support Microsoft Corp.'s MS-DOS 3.1 and 3.2 applications.

One of the first implementations of the optical-fiber products occurred at Potamkin Chevrolet in Philadelphia. The company chose the medium partly for its ability to carry signals over distance without the need of a repeater.

Potamkin used optical fiber to link three buildings; the farthest of these was 1,300 feet away from the main building, he said.

Another early installer of the product was Bruzaud Associates, a Lake Hopatcong, N.J., consulting firm that specializes in assembling systems for car dealerships. Bruzaud used Fox's optical fiber-based 10-NET to network six IBM Personal Computer workstations and a PC XT server running a vertical market data base.

Fighting failures

Fiber was the best choice to combat recurring equipment failures because of seasonal lightning storms, said company President Lyn Bruzaud. "You can't have repeaters blowing up every summer because of lightning storms. The fiber-optic cable was more expensive but should prevent that.

"The only risk appears to be if a fiber-optic cable soaks in water," Bruzaud added. "It could steam up like glasses in a shower."

The Fiber-Optic Repeater is available now for $795. Both the Fiber-Optic Board, priced at $995, and 10-Net Fiber-Optic Hub, at $1,995, will be available early next year, Schulz said.

Gateway products

Fox Research's new gateway products include the 10-Gate Systems Network Architecture (SNA) Turbo Gateway and 10-Gate SNA Binary Synchronous Communications (BSC) Turbo Gateway, priced at $1,995 each. Each consists of the 10-SNA Stand-Alone and 10-BSC Stand-Alone.

The 10-SNA Turbo and 10-BSC Turbo gateways both cost $1,095. The 10-Community Automatic Exchange direct connection costs $795.

Although 10-Net LANs previously had gateway capabilities, the new boards are intelligent, with a built-in 6809 microprocessor and 56K bytes of memory, Schulz said.

Upgrade discounts

Fox will offer upgrade discounts on an individual basis to existing customers.

All gateways are to IBM and compatible hosts, but Schulz said Fox expects to add gateways to Digital Equipment Corp., and possibly NCR Corp. and other environments, as well as explore ways to accommodate Apple Computer, Inc. Macintosh systems on the 10-Net.

The new gateway technology is provided through a new OEM agreement with Information Technologies Inc. in Scottsdale, Ariz.

SNA integration promised by IBM