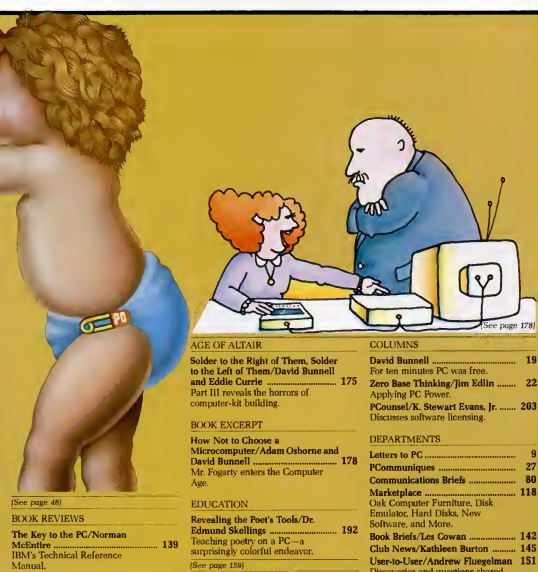


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To sell or not to sell? For many owners of pre-IBM PC computers, that is now the question.

Used Apples

Are you an Apple II owner who looks longingly through the window of your IBM dealer's, wishing you could trade your old Apple for a new PC? Take heart. The sale of your used Apple may go a long way towards paying for a new IBM Personal Computer. Used Apples hold their value and are relatively easy to sell.

This article is for Apple owners who are thinking of selling their system to buy an IBM. Some of the tips will also apply to Radio Shack or other equipment. I am not trying to convince anyone to part with his or her old computer. Some IBM PC purchasers are finding constructive uses for their old Apples, just as some societies provide their able elders with useful jobs rather than forced retirement. Read on if

you can't afford or justify keeping an extra computer around the house or office.

Making the Decision

The first task in "trading up" is to make the fateful decision. That means taking stock in your equipment, software, and data as well as present and future needs. It's like any buying decision. But changing from one system to another means letting go of an investment in time, money, and, for some, emotional attachment. Remember, the IBM is a recently released system, so the realization of its full potential lies in the future. A system as powerful as the IBM PC can, in the long run, perform tasks that have yet to be attempted by earlier computers such as the Apple.

Consider the value of your hardware, software, and data. When evaluating software, separate that which you really use from what you have around but hardly care about. If you absolutely need applications that can be run only on the Apple, and there is not yet software that allows the IBM to perform the same task, then the decision to trade is premature. If, on the other hand, your important applications are focused on such tasks as word-processing, budgeting, and data-base management, the IBM may already have as good or better software than what you now have on the Apple. With the introduction of Baby Blue (see story this issue), the PC can now run most software written for the CP/M-80 operating system. If you are one of more than 30,000 people running an Apple under CP/M, chances are good that you can continue to use IBM versions of your current software.

You should also consider the value of the data you are storing on Apple diskettes. For some users, that can add up to a huge investment. There are ways to transfer that data. Files can be transferred via a communications adapter directly or over the phone. In some cases they can be uploaded to The Source, CompuServe, or some other host computer and then downloaded to your new IBM. CompuServe and



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