

OmniDrive™  
Dealer Selling Guide  
for the  
Macintosh™ Computer



## I. INTRODUCTION

The Apple Macintosh™ is projected as possibly becoming the number one selling microcomputer in the marketplace today. IBM might have something to say about that, but there is no doubt that the Macintosh product will prevail as one of the top three selling microcomputers in the industry. Market research firms estimate the Macintosh selling in the 200,000 unit range by the end of 1984. Apple themselves project 300,000 units. It is obvious that the Macintosh has captured the attention of the educational and small to large business marketplaces. Sales are booming and they haven't even reached their peak yet.

The Macintosh is a floppy based system and like all other microcomputers that are floppy based, many users recognize this as an unacceptable solution to data storage. Let me quickly review some of the advantages of a hard disk based system vs. a floppy based system:

### A Corvus Hard disk drive:

- Eliminates the need of having multiple floppy diskettes
- Loads application programs at 3 x's the speed of a floppy
- Allows for virtually unlimited storage
- Offers on-line access to hundreds of files and programs
- Increases data reliability
- Saves user's valuable time
- Increases operator's productivity
- Eliminates the need for a second floppy diskette drive, etc.

Many users will recognize these time and cost saving advantages, but others won't. It is estimated that approximately 20% of all microcomputer purchases will initially require or eventually require a Winchester disk drive. According to the projections, that's 40 to 60 thousand disk drives by the end of the year.

The advantages of selling Winchester disk drives to your customers are significant and the advantages to you are obvious. There's a lot of money to be made! One of the major advantages is that disk drives are not discounted nearly as much as the Macintosh itself. The fact is there are better margins in selling drives or value added products than computers. Now that you see some of the advantages in selling a Winchester disk drive for the Macintosh, a new question is asked. How can I better sell the OmniDrive™ disk from Corvus to my Macintosh customers?

This Selling Guide for OmniDrive provides you with all the information you need to sell 10, 20, or even 30 Corvus drives for the Macintosh by the end of the year. The guide includes the following major sections:

- Macintosh and Disk Drive Market Overview
- Features, Functions and Benefits
- Major and Expanded Selling Points
- Competitive Overview
- Potential Customer Profile
- OmniDrive Objections and Answers

\*Macintosh™ is a trademark of Apple Computer, Inc.

**IMPORTANT NOTE:** Most of the features discussed in this document represent the August 6th (Phase I) release of the Corvus software for the Macintosh. Those features that are noted "Phase II" are features that will be included in the second release of the Macintosh software. The Phase II release is scheduled for the middle of September and will be included with the standard software (Phase II) at that time. Upgrades will be available to all those customers (free of charge) that Corvus has received warranty registration cards from, or directly from Customer Service upon request from the dealer.

## II. MAJOR SELLING POINTS:

FEATURE	FUNCTION	BENEFIT
1. Multivolume Capabilities	Drive partitioned into multiple areas	*More files *Configuration Flexibility *Volumes allow for logical groupings of files by topic
2. Network upgradable	Network interface built into OmniDrive	*Easy transition to network *Low-cost network upgrade
3. Experienced supplier	Installed over 32K disk drives, 14K networks and over 115K network nodes	*Technological leader *Product reliability *Field-proven software and hardware
4. Faster Data Access	3 times microfloppy speed; MacWrite™ loads in 27 seconds by floppy, and 9 seconds on OmniDrive	*Saves valuable time *Increases productivity *Minimizes frustration level
5. Expanded File Capabilities	512 maximum for 5MB and 1792 maximum for the 45MB drive, 128 for competition	*Greater flexibility *Practical design
6. Unmodified Apple Software	Uses the Apple version of the Finder™ program	*Corvus doesn't have to make any changes with the new version of the Finder program
7. Standard or Flexible Disk Configuration (Phase II)	Select the default volume setup or vary the size of the volumes into small, medium, large or extra large	*Simple and fits most users' needs *Offers greater flexibility than competitors
8. Mature Technology	Corvus has sold disk drives for 5 years and networks for 4 years	*Field-proven software and hardware *Product and company reliability
9. Simple Installation	One minute hardware (plug-in) and 5 minute software (1 diskette), 20 page documentation, easy to follow illustrations	*Fun to install *Decreases the chances for error
10. Plated Disk Medium	Nickel coated medium, 10,000 hour mean time between failures	*Higher reliability rate *Higher shock absorption rate *More reliable than removable disks

11. Lowest Cost Available	Lower cost per megabyte than most competitors	*Best price on the market *Price is the icing on the cake—added features and performance is the key
12. Superior System Drive Software	Software was designed with the network in mind, mount and volume manager included	*Planning for the future *Easy data access by file grouping
13. Fifteen-Foot Tap Cable	Store drive under a table or in some remote location	*Save desk space *Location convenience
14. Expanded Disk Storage	From 13 to 109 times the storage on a Macintosh microfloppy	*Allows for more data and text files *Value added Macintosh feature

### III. EXPANDED SELLING POINTS

#### 1. Multiple Volume Capabilities

One of the more distinctive features of OmniDrive is the multiple volume capabilities that none of its competitors possess. The initial release of the Corvus software for the Macintosh enables you to “mount” or load two virtual floppies into the Macintosh. That’s potentially five megabytes of on-line storage or as many as 256 files of varying sizes. See the Expanded File Capabilities section for details.

The initial (August 6th) release automatically divides the disk down into volumes of 1.25–2.5 megabytes each. See Appendix A for details. The following is a listing of the number of volumes you get with the different drive sizes:

DRIVE SIZE	NUMBER OF VOLUMES
5.5	4
11.1	8
16.5	10
45.5	14

To the typical user, the volumes will look like additional microfloppies. Different volumes can be mounted and unmounted in any order. The volumes are accessible, like most Macintosh programs via the icons and using the mouse.

Partitioning the drive into multiple areas or volumes allows for logical groupings of similar file types. For example, grouping all of the picture files created in MacPaint™ into a “Paint” volume is one idea or all of the files for Mr. Jones in a ‘Jones’ volume. The volume names and topical areas are as flexible as you are.

#### 2. Network Upgradable

When the Omninet™ local area network version is released for the Macintosh, the existing customer base will be able to upgrade their single computer disk drive to Omninet. A software upgrade and possibly a hardware upgrade will be required depending on the installation.

Corvus continues to maintain its ‘One vendor solution’ attitude to local area networking with a release of an interface to the Macintosh. If a customer is ever dreaming of adding a second Macintosh, OmniDrive is the best choice. Corvus, however, offers the stand-alone disk drive customer the best price/performance offering on the market today.

### 3. Experienced Supplier

After 5 years in the networking business product reliability and technological leadership, in both hardware and software have been the priority of Corvus throughout the years. With an installed base of over 32,000 disk drives, 14,000 networks and 115,000 network nodes (i.e., transporters, drives and peripherals), Corvus produces the reliable products that your customers demand. Corvus has learned throughout the years that sales and service support help you sell more product. That's why Corvus has set up regional and district offices and 150 authorized service centers around the world to serve you.

### 4. Faster Data Access

OmniDrive for the Macintosh accesses information at about three times the speed of a micro-floppy. It takes approximately 27 seconds to load MacPaint or MacWrite with a microfloppy and it only takes 8-9 seconds with OmniDrive.

OmniDrive also outperforms competitive hard disks. This is because our competitors load the directory of the entire drive into memory, whereas Corvus need only load the directory for the drive volume that is being used. In addition, we have a lower system overhead when accessing data from the drive.

### 5. Expanded File Capabilities

The Davong and Tecmar products only allow for a total of 128 files on their disk drives. This restriction is not only limited to the smaller drives but the larger drives as well. OmniDrive for the Macintosh is divided into volumes. Each individual volume can hold a maximum of 128 files. If you convert that to megabytes, you get the following number of files on the different sized disk drives:

SIZE	NUMBER OF VOLUMES		MAX NUMBER OF FILES PER VOLUME		MAX NUMBER OF FILES PER DRIVE		COMPETITION
5.5	4	x	128	=	512	VS	128 MAX
11.1	8	x	128	=	1024	VS	128 MAX
16.5	10	x	128	=	1280	VS	128 MAX
45.5	14	x	128	=	1792	VS	128 MAX

Keep in mind that one of the major reasons a user ends up purchasing a Winchester disk drive is to expand his file capabilities without the hassle of floppies. After purchasing a competitive drive, the customer is immediately faced with a file limitation problem. This does not solve the customer's original problem when they purchased a Winchester drive.

### 6. Unmodified Apple Software

The Davong and Tecmar use a modified version of the Finder program. Corvus uses the standard Finder program. This means that when Apple comes out with a new version of the Finder program, Corvus' software will work without any changes. With the Corvus software, you don't need to wait for the drive manufacturers to come out with a new version of their system software.

## **7. Standard or Flexible Disk Configuration**

Whether you're just looking for hard disk speed and greater disk storage or you have very specific configuration requirements, the new OmniDrive for the Macintosh is the solution. OmniDrive comes with software that handles all of your customers' needs. From the very simple to the complex. With the standard Phase I disk configuration, the disk drive is divided into multiple volumes of 1.25–2.5 megabytes. (See Appendix A for details on the specific size of the volumes).

The Phase II implementation allows for either a standard configuration (See Appendix B for details on the specific size of the volumes) or, if you don't choose the standard configuration, you can select from four different volume sizes. The four volume sizes are: small (1 floppy), medium (2 floppies), large (4 floppies), or extra large (8 floppies). This makes initializing the disk drive simple for the end user and the software uses pull-down menus and the mouse in accordance with the philosophy behind the Macintosh product.

## **8. Mature Technology**

Corvus is the Grandfather of the disk drive business and known in the industry as offering higher quality and more reliable products. Corvus currently has sold over 32,000 hard disk drives, 14,000 local area networks, and over 115,000 network nodes. Three out of every five networks installed in business and education are Corvus networks.

After 5 years in the disk drive business and 4 years in the networking industry, Corvus knows its business. Sophisticated, reliable and superior technology—that's Corvus. Years of experience.

## **9. Simple Installation**

The hardware interfaces uses low cost twisted pair cable and a new 2 x 4 inch box connected to the end of a tap cable for the transporter card interface. One end plugs into the back of the OmniDrive and the other into the RS422 port on the Macintosh.

The software installation takes 5 minutes to load and comes complete on one Apple microfloppy diskette. The Phase I release of the OmniDrive for the Macintosh comes pre-initialized and ready for a user with even the smallest level of understanding to get up and running.

## **10. Plated Disk Medium**

The disk technology that Corvus uses is more reliable and shock resistant than that of most other Winchester disk suppliers. The nickel chromium plating increases the performance and decreases integrity problems.

OmniDrive uses Winchester technology to operate in a securely-sealed environment, like that of the OmniDrive for the Macintosh. The heads in a Winchester disk literally fly over the surface of the platters at over a thousand rotations per minute. A bit of dust or excessive shock could damage the drive and ultimately your customer's data. Because of this, the removable Winchester technology opens up the potential of integrity problems never dreamed of in the sealed environment of a fixed disk. Because your customer's data is important, Corvus provides the technology that will keep it secure.

## **11. Lowest Cost Available**

The Corvus disk drive is the lowest price offering on the market today. And Corvus planned for the future by building the network interface into the stand-alone disk system. All for the price of a drive!!! The prices are listed in the competitive section which follows. Even though Corvus is offering some excellent prices for their drives, price is only one of the considerations. OmniDrive for the Macintosh has its strongest selling points in its performance and enhanced system features. These make the product the best price/performance offering on the market-place today.

## 12. Superior System Drive Software

Because the Macintosh drive was designed with the network in mind, the standard system software is much more flexible. The ability to mount and unmount different volumes allows the user more accessible files. The integration of volumes allows for a more logical approach to file access.

## 13. Fifteen Foot Tap Cable

The tap cable is 15 feet in length, long enough to place the drive under a desk or in a remote location. The drive is already very small and cosmetically designed, but need not take up unnecessary space on the table or desktop.

## 14. Expanded Disk Storage

OmniDrive offers from 5 to 45 megabytes of disk storage. The equivalent microfloppies is as follows:

5.5 Megabyte OmniDrive =	13 microfloppies
11.1 Megabyte OmniDrive =	26 microfloppies
16.5 Megabyte OmniDrive =	40 microfloppies
45.5 Megabyte OmniDrive =	109 microfloppies

The different sized Corvus drives allow the customer more data and text files in one centralized location. The 45 megabyte OmniDrive offers over 100 times the storage capacity of a single microfloppy diskette.

## 15. Small and Lightweight

OmniDrive for the Macintosh is slightly larger than your average shoebox and weighs approximately 12 pounds. This makes the drive much easier to work with and to place on a table or desktop.

## IV. THE COMPETITIVE OUTLOOK

FEATURE	CORVUS	DAVONG	TECMAR
Maximum Number of Files	5.5 512	128	128
	11.1 1024	128	128
	16.5 1280	128	128
	45.5 1792	128	128
Maximum Available On-line Storage	45 MB OmniDrive or the equivalent to 113 microfloppies	15 MB or the equivalent to 38 microfloppies **40 MB future release	15 MB or the equivalent to 38 microfloppies **Additional 5 MB removables, but only 15 MB on-line
MacWrite Load Time	8-9 seconds	10-11 seconds	11-12 seconds
Configuration Flexibility	Multiple volumes varying in size, up to 128 files in each volume	One Volume 128 files max	One Volume 128 files max
Backup Solution	Floppies, The Bank and Network Mirror late 84'	Floppies, built-in tape backup late 84'	Floppies, removable fixed Winchester



Network Ready	Omninet interface built-in, late 84' ship date			Additional hardware required,			Additional hardware required, no scheduled release		
	UNIT SIZE	PRICE	*CPMB	UNIT SIZE	PRICE	CPMB	SIZE	UNIT	CPMB
Drive Price	5.5	1795	326	5.00	1995	399	5.0 Rem	1995	399
	11.1	2495	225	10.0	2495	249	10.0 Fxd	1995	200
	16.5	3195	193	21.0	3295	157	*Two 5.0 Remove	3290	329
	45.5	4995	110	32.0	3995	125	*10.0 Fxd 5.0 Rem	3290	219
				40.0	4495	112	5.0 Rem		

\* CPMB = Cost Per Megabyte  
 \* Two 5.0 Remove = Two five megabyte removable drives  
 \* 10.0 Fxd 5.0 Rem = One ten megabyte fixed disk drive and one five megabyte removable

Drive Software	Unmodified system software, includes multivolume & mount utilities	Modified system software, patching program	Modified system software, patching program
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## V. POTENTIAL OMNIDRIVE CUSTOMERS

Any Macintosh Customer that requires:

### 1. Greater speed than a microfloppy can provide:

- Desire to get more work done in less time
- Quicker access to programs and information
- Increased productivity and work performance

### 2. Increased disk storage capacity

- Large database or accounting package
- Large number of MacPaint files
- Large number of Macintosh users
- Heavy use of 3rd party graphics software

### 3. Centralized location for programs and data files:

- Load MacPaint, MacWrite and many other application programs on a common area of the drive, without using microfloppies.
- Store all of your result (text and data) files to the drive and categorize them into volumes under specific topical areas

### 4. A second Apple floppy disk drive

- Leverage that \$500 dollar purchase toward the purchase of a disk drive
- Provide your customer with a more effective storage solution
- If a customer has grown to require a second floppy, there is a potential that his needs will continue to expand

**5. Have the potential for future growth and expansion:**

- Ever plan on having more users operate the Macintosh
- Thinking about adding additional programs to their library
- Interested in using a database or an accounting program

**VI. POTENTIAL DRAWBACKS AND OBJECTIONS**

What to say when a customer says . . .

**1. “Other systems have a faster transfer rate than OmniDrive. Why should I buy a Corvus drive if speed is an issue?”**

It is true OmniDrive does have a slightly slower transfer rate. Because of its superior software design it actually operates at a faster rate. It takes 8-9 seconds to load MacWrite or MacPaint on OmniDrive and 11-12 seconds on other systems.

**2. “Why would I need a Winchester disk drive for the Macintosh when there is no serious business or educational software anyway?”**

Compared to the IBM PC™ or the Apple II® and III products there isn't very much software available, but this is changing quickly. All of the major software developers are currently porting their software over to the Macintosh. By the end of calendar 1984, we will see literally hundreds of off-the-shelf software packages running on the Macintosh.

The benefit to you is that all of those packages will be floppy bound and providing your customers with a faster and more efficient system solution that will make them happy and you more money.

**3. “How do I back up the data stored on OmniDrive for the Macintosh?”**

Currently, floppies are the recommended solution for backup. With the new 400K microfloppies that come standard with the Macintosh, you can back up as much as 20 pages of text. Compared to the IBM PC 320K diskettes (13 pages) and the Apple II 140K diskettes (6 pages), 400K microfloppies will provide an acceptable, inexpensive solution to drive backup.

Corvus plans on releasing The Bank product for those customers that require a more serious backup solution for the Macintosh. The Bank is a random access device that uses 100 and 200 megabyte removable cartridge tapes.

**4. “The OmniDrive connects to the RS422 port on the Macintosh; what happens if I want to use the port to connect a modem?”**

The current release of the MacTerminal™ program only allows the user to operate a modem from the RS422 modem port. The new version of the MacTerminal program allows the user to plug a modem into the printer port as well.

The current solution for both Corvus and the competition is to unplug the drive whenever the MacTerminal program is needed. The new version of Macintosh software will allow the user to operate OmniDrive and the MacTerminal program (i.e., modem) at the same time.

## 5. "Will the introduction of the 512K Macintosh be a problem for the OmniDrive?"

Not at all. As a matter of fact it will offer significant improvements to the speed and the performance of our product. Currently, because of the 128K version of the Macintosh, Corvus can only mount two 1.25–2.5 megabyte volumes on-line. Different volumes can be mounted and unmounted, but only two volumes can be accessed at any one time.

Upon the introduction of the 512K Macintosh, Corvus will be able to mount up to six volumes of varying sizes at any one time.

## 6. "I don't have any programs that require additional disk storage."

It doesn't take long for a Macintosh user to end up with 3, 4, and even 5 application programs. Especially if you do your job well. Most application programs produce a variety of data and text files. These files ultimately take up space and can be loaded on floppy diskettes in a remote location. But if customers are interested in saving time and being much more effective in their work, they will consider keeping all those programs and files in one easy-to-find location.

A customer could load the contents of their 5, 25 or 50 floppy diskettes onto one centralized location. The contents of those files could include literally hundreds of word processing, spreadsheet or even paint files. Accessing of a file goes from frustrating minutes to seconds.

Storing the increasing number of files onto a disk drive is a significant improvement, but being able to store the 4 or 5 application programs in a centralized location is even better. It eliminates the need of the "floppy in–floppy out" routine. Customers may feel they don't need additional storage or mind loading floppies in and out, but the amount of time that it takes to load programs and access information off of microfloppies is exhausting.

## VII. CONCLUSION

There is a lot of money to be made in selling OmniDrive for the Macintosh. Throughout this guide we have reviewed all of the major issues that will help you sell more drives for the Macintosh. We have taken a quick look at the potential market, the major product selling points, the competitive outlook, several objections and their answers and a brief look at the potential customer.

OmniDrive for the Macintosh offers you as a dealer unbelievable potential. The microcomputer editor of High Technology Magazine and author of The Apple Macintosh Book, Cary Lu, had this to say about the OmniDrive for the Macintosh:

*"The Corvus OmniDrive is the nicest of the first hard disks I've seen. It has some distinct improvements over other companies that are currently showing hard disks . . ."*

The time is now and you are the chosen distribution channel. Corvus as a company is behind you, and will continue to support you in whatever way we can. We look forward to placing an order for 20, 30, or even 40 percent of the Macintosh's you sell!!!

Good Luck Selling!!!



**APPENDIX A  
OMNIDRIVE FOR THE MACINTOSH VOLUME SIZES  
(PHASE I RELEASE)**

**STANDARD MACINTOSH VOLUME SIZES**

**5.5 Megabyte Drive Information**

	Volume	Address	Length	RW	Type	Dir Blks	Alloc Blks	Alloc Size
1.	CORVUS	9	300	X	UCSD			
2.	MAC.01	309	2500	X	Macintosh	10	310	4k
3.	MAC.02	2809	2500	X	Macintosh	10	310	4k
4.	MAC.03	5309	2500	X	Macintosh	10	310	4k
5.	MAC.04	7809	2500	X	Macintosh	10	310	4k

**11.1 Megabyte Drive Information**

	Volume	Address	Length	RW	Type	Dir Blks	Alloc Blks	Alloc Size
1.	CORVUS	9	300	X	UCSD			
2.	MAC.01	309	2500	X	Macintosh	10	310	4k
3.	MAC.02	2809	2500	X	Macintosh	10	310	4k
4.	MAC.03	5309	2500	X	Macintosh	10	310	4k
5.	MAC.04	7809	2500	X	Macintosh	10	310	4k
6.	MAC.05	10309	2500	X	Macintosh	10	310	4k
7.	MAC.06	12809	2500	X	Macintosh	10	310	4k
8.	MAC.07	15309	2500	X	Macintosh	10	310	4k
9.	MAC.08	17809	2500	X	Macintosh	10	310	4k

**16.5 Megabyte Drive Information**

	Volume	Address	Length	RW	Type	Dir Blks	Alloc Blks	Alloc Size
1.	CORVUS	9	300	X	UCSD			
2.	MAC.01	309	2500	X	Macintosh	10	310	4k
3.	MAC.02	2809	2500	X	Macintosh	10	310	4k
4.	MAC.03	5309	2500	X	Macintosh	10	310	4k
5.	MAC.04	7809	2500	X	Macintosh	10	310	4k
6.	MAC.05	10309	2500	X	Macintosh	10	310	4k
7.	MAC.06	12809	2500	X	Macintosh	10	310	4k
8.	MAC.07	15309	2500	X	Macintosh	10	310	4k
9.	MAC.08	17809	2500	X	Macintosh	10	310	4k
10.	MAC.09	20309	6000	X	Macintosh	10	299	10k
11.	MAC.10	26309	6000	X	Macintosh	10	299	10k

**45.5 Megabyte Drive Information**

	Volume	Address	Length	RW	Type	Dir Blks	Alloc Blks	Alloc Size
1.	CORVUS	9	300	X	UCSD	10	311	8k
2.	MAC.01	309	5000	X	Macintosh	10	311	8k
3.	MAC.02	5309	5000	X	Macintosh	10	311	8k
4.	MAC.03	10309	5000	X	Macintosh	10	311	8k
5.	MAC.04	15309	5000	X	Macintosh	10	310	4k
6.	MAC.05	20309	2500	X	Macintosh	10	310	4k
7.	MAC.06	22809	2500	X	Macintosh	10	310	4k
8.	MAC.07	25309	2500	X	Macintosh	10	299	10k
9.	MAC.08	27809	6000	X	Macintosh	10	299	10k
10.	MAC.09	33809	6000	X	Macintosh	10	299	10k
11.	MAC.10	39809	6000	X	Macintosh	10	299	10k
12.	MAC.11	45809	6000	X	Macintosh	10	299	10k
13.	MAC.12	51809	6000	X	Macintosh	10	299	10k
14.	MAC.13	57809	6000	X	Macintosh	10	299	10k
15.	MAC.14	63809	6000	X				

**APPENDIX B  
OMNIDRIVE FOR THE MACINTOSH VOLUME SIZES  
(PHASE II RELEASE)**

**STANDARD MACINTOSH VOLUME SIZES**

	Size (Blocks)	Directory Blocks	Allocation Blocks	Allocation Size	Micro Floppies
SMALL	800	10	391	1K	1
MEDIUM	1600	10	395	2K	2
LARGE	3200	10	397	4K	4
XLARGE	6400	12	319	10K	8

**STANDARD VOLUME CONFIGURATION FOR MACINTOSH OMNIDRIVES**

5MB Drive: 2 Large, 2 Medium, 1 Small

	Volume	Address	Length	Type
1.	CORVUS	9	300	UCSD
2.	MACSYS	309	3200	Macintosh
3.	MAC.02	3509	3200	Macintosh
4.	MAC.03	6709	1600	Macintosh
5.	MAC.04	8309	1600	Macintosh
6.	MAC.05	9909	800	Macintosh
7.	(unused)	10709	20	

11MB Drive: 6 Large, 1 Medium

	Volume	Address	Length	Type
1.	CORVUS	9	300	UCSD
2.	MACSYS	309	3200	Macintosh
3.	MAC.02	3509	3200	Macintosh
4.	MAC.03	6709	3200	Macintosh
5.	MAC.04	9909	3200	Macintosh
6.	MAC.05	13109	3200	Macintosh
7.	MAC.06	16309	3200	Macintosh
8.	MAC.07	19509	1600	Macintosh
9.	(unused)	21109	492	

16MB Drive: 8 Large, 4 Medium

	Volume	Address	Length	Type
1.	CORVUS	9	300	UCSD
2.	MACSYS	309	3200	Macintosh
3.	MAC.02	3509	3200	Macintosh
4.	MAC.03	6709	3200	Macintosh
5.	MAC.04	9909	3200	Macintosh
6.	MAC.05	13109	3200	Macintosh
7.	MAC.06	16309	3200	Macintosh
8.	MAC.07	19509	3200	Macintosh
9.	MAC.08	22709	3200	Macintosh
10.	MAC.09	25909	1600	Macintosh
11.	MAC.10	27509	1600	Macintosh
12.	MAC.11	29109	1600	Macintosh
13.	MAC.12	30709	1600	Macintosh
14.	(unused)	32309	164	

**45MB Drive: 25 Large, 4 Medium, 1 Small**

	Volume	Address	Length	Type
1.	CORVUS	9	300	UCSD
2.	MACSYS	309	3200	Macintosh
3.	MAC.02	3509	3200	Macintosh
4.	MAC.03	6709	3200	Macintosh
5.	MAC.04	9909	3200	Macintosh
6.	MAC.05	13109	3200	Macintosh
7.	MAC.06	16309	3200	Macintosh
8.	MAC.07	19509	3200	Macintosh
9.	MAC.08	22709	3200	Macintosh
10.	MAC.09	25909	3200	Macintosh
11.	MAC.10	29109	3200	Macintosh
12.	MAC.11	32309	3200	Macintosh
13.	MAC.12	35509	3200	Macintosh
14.	MAC.13	38709	3200	Macintosh
15.	MAC.14	41909	3200	Macintosh
16.	MAC.15	45109	3200	Macintosh
17.	MAC.16	48309	3200	Macintosh
18.	MAC.17	51509	3200	Macintosh
19.	MAC.18	54709	3200	Macintosh
20.	MAC.19	57909	3200	Macintosh
21.	MAC.20	61109	3200	Macintosh
22.	MAC.21	64309	3200	Macintosh
23.	MAC.22	67509	3200	Macintosh
24.	MAC.23	70709	3200	Macintosh
25.	MAC.24	73709	3200	Macintosh
26.	MAC.25	77109	3200	Macintosh
27.	MAC.26	80309	1600	Macintosh
28.	MAC.27	81909	1600	Macintosh
29.	MAC.28	83509	1600	Macintosh
30.	MAC.29	85109	1600	Macintosh
31.	MAC.30	86709	800	Macintosh
32.	(unused)	87509	584	



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