



**DO YOU KNOW  
WHO THE NEW HERO  
IS ON THE LAN  
FRONTIER?**

**FREE!**

A special  
gift to make  
you quick  
on the draw.







LANs are the new frontier in the business world. And LAN professionals are the pioneers.

When you're out there in the technical frontier, *LAN Technology* is the place to turn for answers to complex problems, for the latest news, for things that go beyond the manual. Because real-life doesn't follow a manual, anyway. Especially at your technical level.

Every issue of *LAN Technology* is loaded with important information and inside tips. More ways to live up to the challenges and opportunities you face.

*How to weather a broadcast storm... error-free batch files... dealing with buffer overflow... integrating 3Com and Novell networks... How to set up remote bridges to get control of far flung systems... leased lines or packet service?... How to find the right balance between shared resources and good performance... and much, much more.*

In addition to our in-depth feature articles, you'll find a wealth of LAN wisdom in our regular departments. Including:

# IT'S YOU



**Patch Panel**—Our panel of LAN engineers give detailed answers to technical questions submitted by readers. You'll probably find many of your questions answered here.

**New Products**—Our monthly report on the latest LAN oriented products will keep you on top of all the new products that could be important to you.

**Case Studies**—Fellow network professionals give you first-hand accounts of their experiences with LAN products in actual installations.

**Reviews**—A no-holds-barred look at the latest LAN software and hardware products. We may be tough—but we're fair.

And our monthly columns feature some of the liveliest and most knowledgeable writers in the LAN Frontier.

**LANscape** (by Mark Freund)—Mark knows design. And he examines all the issues from cabling and topology choices to server configuration.

**In the News**—Highlights of major events in the LAN industry.

**The Integrator's Notebook**—A gold mine of problem-solving techniques.



# LAN TECHNOLOGY

501 Galveston Drive  
Redwood City, CA 94063

## 2 FREE OFFERS FOR THE NEW HERO ON THE LAN FRONTIER!

Dear LAN Professional:

You're the one.

As businesses have become more and more dependent on LANs, it's clear that LAN Professionals like yourself have become more important. It's as if companies have turned into LAN Frontiers and you're the sheriff. The mayor. The planning board. And, if need be, the Lone Ranger.

You're the one they depend on to configure a network that saves time and money ... to find a cost-efficient way to expand ... to increase productivity, and much more.

When new frontiers in networking open up (and there seems to be something new every week), you're expected to be on top of it.

And when the LAN Frontier seems more like high noon in Dodge City, you're the one who has to save the day.

I'm not trying to flatter you. It's just a fact of life today ... and even more so, tomorrow.

It means that you will enjoy greater prestige and importance (many people are saying that future CIOs will come from the ranks of network pros), more power and more money ... IF, you live up to expectations. Because along with the glory comes more responsibility, pressure, demands and challenges.

### LAN TECHNOLOGY MAGAZINE. THE MUST READ FOR LAN PROFESSIONALS.

There's a good reason why LAN TECHNOLOGY is the one essential magazine for people like yourself. You see, LAN TECHNOLOGY is the only magazine written by LAN professionals for LAN professionals.

Does that make a difference? You bet it does!



Just read any issue and you'll see the difference. LAN TECHNOLOGY is written by pros out on the firing line every day. These are practical, can-do technical experts. And they give you hands-on, practical advice and news you can use.

We're not talking about mundane advice that you can get from a manual. Manuals are fine for beginners, but you and I know that when you're dealing with a high level technical situation, there are always extra twists and turns. LAN TECHNOLOGY tackles those twists and turns you face as a LAN professional.

When you read LAN TECHNOLOGY, you'll find situations you're likely to encounter on the job. And opportunities that may be just the thing you've been looking for. One writer, for instance, tells you how he made his network more manageable by using SNMP .... You'll appreciate some revealing tips on fine-tuning your LAN, from another one of our writer/experts .... And read how a fellow network manager met the problem of RAM cram head-on.

Get valuable insights into interoperability ... server platforms ... configurations ... security ... cables ... software ... everything about networking for the technical professional. Not the end-user. Not the non-technical manager. There are other magazines for those readers. This one's for you.

**EXAMINE THE NEXT ISSUE OF LAN TECHNOLOGY--FREE.  
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We're so sure you'll see a difference in the level of technical expertise and helpful advice you get from LAN TECHNOLOGY, that we've reserved the next issue for you to examine for 30 days with no obligation.

And as you read through it, you'll notice something else that's different. The opinions seem tough--but fair; and the writers more passionate about their convictions.

That's because they are. LAN TECHNOLOGY is the one truly independent magazine in the LAN field. It's a magazine with a backbone, so we tell you what we really think about a product or service. And these opinions will come from some of the leading experts in the country.

**A GIFT THAT'S PRACTICAL ... AS WELL AS FREE.**

It makes sense that a magazine so oriented toward your practical benefit should offer you a FREE gift that's also practical. When you send in for your trial issue, you'll also get a custom-designed LAN Planner. This valuable networking template





will help you map out great-looking configurations on the spot. Good to keep handy for all the ideas and solutions you'll be getting from LAN TECHNOLOGY.

You'll get practical benefits from every issue. Things you can use on the job. From installations planning to managing and troubleshooting LANs to evaluating and purchasing new products and technologies.

LAN TECHNOLOGY will help you get more out of your LAN. Get the scoop on innovative applications that can pump up the power ... Examine the utility of new utilities ... How to use coprocessors, cache memory, fast disk drives and other components for maximum performance ... What are the new products that can boost performance? ... Ethernet or Token Ring? ...

LAN TECHNOLOGY will make you a better network manager. How to use a protocol analyzer for better performance ... Get a PC talking to a Mac on twisted pair ... How to use VINES for better connections among different networks ... How to keep on top of electronic mail delivery ...

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Every month you'll get an inside peek at some fascinating case studies. First-hand accounts from different network professionals about specific real-life problems and solutions. What products worked. What didn't. The winners. And the losers.

In addition, our regular departments include the most unbiased, technically detailed reviews and previews of the latest LAN products. Also, what's new...what's around the bend ... Industry highlights ... and much more.

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Sincerely,



Eric Maloney  
Editor-in-Chief

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