

We know how you feel about Banyan marketing.

There's no such thing as Banyan marketing. We admit that freely and without reservations.

You see, at Banyan, we put all our resources into developing the best networking solutions around, rather than actually promote them.

We depend on word of mouth from networking experts like you to make our products known in the industry. Frankly,

we're a little disappointed in you. When people are using a network as good as ours, we think that they would brag about it a little. Well, okay, a lot. The fact is, you haven't been performing close to our expectations at all.

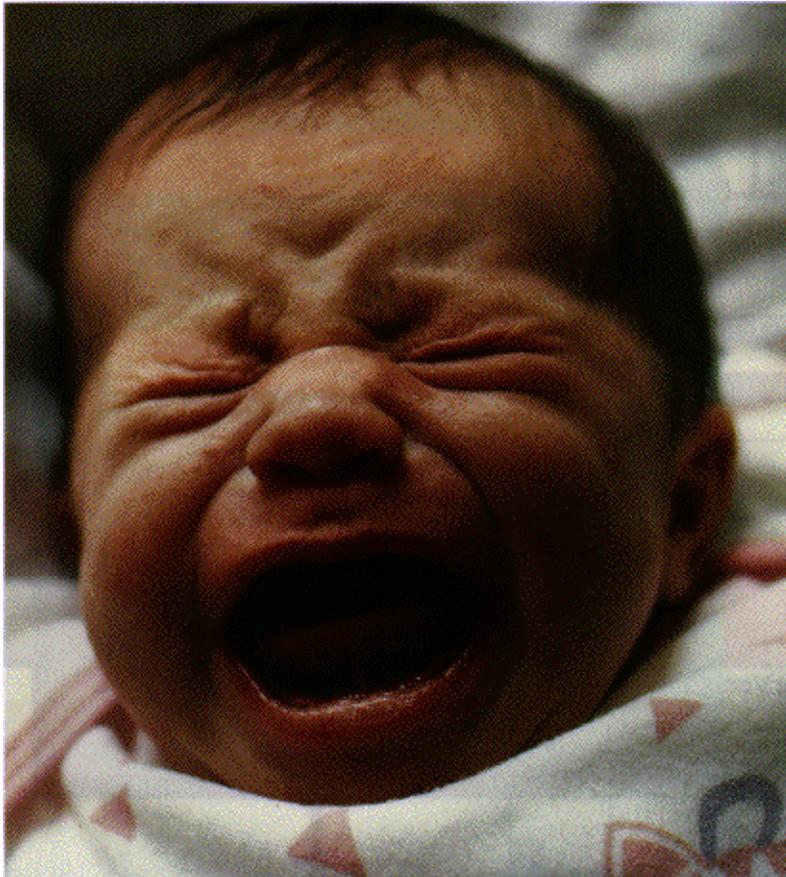
Think about that next time you're wondering why all of those neat third-party products for NetWare that you read about every week in NetWare

Times (whoops! We meant LAN Times!) aren't available for Vines. You just aren't living up to your

side of the bargain.

We provide great networking solutions, you provide the demand.

If more people bought Vines, there would be more demand for those third-party products, and you'd be happier than a pig in Advanced 3270, now wouldn't you? (A pig



in Advanced 3270? Well, we couldn't say the "s" word, and it means pretty much the same thing).

Why aren't your friends, neighbors, competitors, and congressmen buying Vines?

You just aren't being persistent enough.

Enough said. Now go out there and get some converts!

