

the minnesota apple computer users' group, inc.

June, 1995

Volume 18, Issue 6

### **JUNE 1995**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				7:00 1	2	3
4	7:00 5 7:00 AM	6:30 6	7	7:00 TIPE	9	10
11	12	13	14	7:00 15	16	17
18	7:00 19	7:00 20	21	7:00 22	23	24
25	7:00 26	7:00 27	28	29	30	JULY 1
2	3	6:30 4	5	7:00	7	8



**Board of Directors** 

Mini'app'les members welcome. Mathews Ctr., 2318 29th Ave. S., Rm. C Greg Carlson, 544-8252



Apple II/GS Main

Augsberg Park Library, 7100 Nicollet Ave., Richfield Tom Gates, 789-1713



ClarisWorks SIG

Southdale Library 7001 York Ave. So., Edina Denis Diekhoff, 920-2437



Macintosh Main

Washburn Library 5244 Lydale Avenue S., Minneapolis Mike Carlson, 377-6553



### Late Breaking SIG Topics

ClarisWorks: Apple's Tom Moen Main Mac: Bar Coding w/the Mac

Programmers SIG: June 27, Van Cleve Park Bldg 15th Ave SE & Como Ave, Minneapolis



Filemaker Pro SIG

Southdale Library 7001 York Ave. So., Edina Steve Wilmes, 458-1513



Fourth Dimension SIG No Meeting. Off for the Summer. Bob Demeules, 559-1124



Apple II Novice SIG

Ramsey County Library 2180 Hamline Ave. N., Rosevile "Open Forum" Tom Gates, 789-1713



AppleWorks SIG Ramsey County Library 2180 Hamline Ave. N., Rosevile "Word Processing" Les Anderson, 735-3953



HyperCard SIG

No Meeting. Off for the Summer. Peter Fleck, 370-0017



**Macintosh Novice SIG** 

Merriam Park Libary 1831 Marshall Ave., St. Paul "Open Forum" Tom Lufkin, 698-6523



**Macintosh Consultants SIG** 

Byerly's 3777 Park Center Blvd, St. Louis Park Mike Carlson, 377-6553



Mac Programmers SIG

location pending Gervaise Kimm, 379-1836



**Photoshop SIG** 1410 Energy Park Drive

Suite 17, St.Paul Eric Jacobson, 645-6264



P.O. Box 796, Hopkins, MN 55343

**Board of Directors:** 

#### President

Gregory L. Carlson 8216 32nd Ave. N. Crystal, MN 55427 544-8252

### Vice-President

Brian Bantz 10532 Kell Circle Bloomington, MN 55437 835-3696

### Secretary

Leroy Sorenson 2415 24th Ave. S. Minneapolis, MN 55406 721-5638

#### Treasurer

Jacque Gay 5226 W. Nokomis Pkwy Minneapolis, MN 55417 722-1239

### **Membership Director**

Bob Demeules 1749 W. Medicine Lake Drive Plymouth, MN 55441 559-1124

### **Operations & Resource**

Erik Knopp 1953 Midland Hills Rd. Roseville, MN 55113-5314 636-3244 **Publications Director** 

Steve Thompson 452-4208

### **Software Director**

Owen Aaland 20804 County 10 Blvd Zumbrota. MN 55992 Work: (507) 732-5090 Home: (507) 732-5697.

#### SIGs: Mac

Eric Jacobson 1410 Energy Park Drive #17 St. Paul, MN 55108 645-6264

### SIGs: Apple II

Les Anderson 2147 Suburban Ave. St.Paul, MN 55119-4160

#### **Past President**

David E. Laden 675 Wheelock Pkwy West St. Paul, MN 55117-4151 488-6774 Introduction – This is the Newsletter of Mini app'les, the Minnesota Apple Computer Users' Group, Inc., a Minnesota non-profit club. The whole newsletter is copyrighted © by Mini app'les. Articles may be reproduced in other non-profit User Groups' publications except where specifically copyrighted by the author. (Permission to reproduce these articles must be given by the author.) Please include the source when reprinting.

**Questions** – Please direct questions to an appropriate board member. Users with technical questions should refer to the Members Helping Members section.

Dealers – Mini'app'les does not endorse specific dealers. The club promotes distribution of information which may help members identify best buys and service. The club itself does not participate in bulk purchases of media, software, hardware and publications. Members may organize such activities on behalf of other members.

Advertisers – For information, see Newsletter Ad Rates box within this issue.

Newsletter Contributions – Please send contributions directly to our Post Office, Box 796, Hopkins, MN 55343 or upload them to our BBS at 824-4394.

Deadline for material for the next newsletter is the 9th of the month. An article will be printed when space permits and, if in the opinion of the Newsletter Editor or Manager, it constitutes material suitable for publication.

Editor/Publisher: Tom Ostertag 488-9979

Newsletter Layout: John Hunkins

Mini app les BBS –824-4394, 24 hrs. Settings: 8-1-0. Call in with FirstClass® Client software or any text-based terminal program.

Mini'app'les Voice Mail – 229-6952

Printed by Stout Typographical Society – Menomonie, WI 54751 (715) 232-2895



The Mini app'les Newsletter is an independent publication not affiliated, sponsored, or sanctioned by Apple Computer, Inc. or any other computer manufacturer. The opinions, statements, positions, and views herein are those of the author(s) or editor and are not intended to represent the opinions, statements, positions, or views of Apple Computer Inc., or any other computer manufacturer. Instead of placing a trademark symbol at every occurrence of a trade-marked name, we state that we are using the names only in an editorial manner, to the benefit of the trademark owner, with no intention of infringement of the trademark.

### **Special Hayes Offer**

Hayes has made the following User Group Special Offers:

Hayes A	CCURA 144 + FAX 144 (PC) \$89.00
Hayes A	CCURA 144 + FAX 144 (Mac) \$89.00
Smartco	m BBS Dialer
Smartco	m Data/FAX PRO \$59.00
Smartco	m II for the Mac\$49.00

Shipping and Handling is \$10 per unit/hardware, \$6 per unit/software

Limit 2 per item. Payment with Check, Money Order, Visa, or MasterCard. Offer ends 30 June 1995.

Forms will available at the Main Mac SIG and Mac Novice SIG meetings. Check the mini'app'les BBS for other locations where this form will be available. Offer is good only to members of computer users groups.

This offer will expire June 30, 1995

### **Table of Contents**

Special Hayes Offer3
Apple II History5
QuickConnect Online9
Directions to the Board Meeting10
May Mac eDoms11
Apple Business Reoprt14
Apple Reorganization14
A New Apple Newsletter15
Desperately Seeking Solutions15
Close up pix16
April Main Mac Sig Meeting Minutes16
Good Deals #2117
Info-Mac info23
Board of Directors Minutes24
ICE Announcement27

### 

Phone inquiries to: Nick Ludwig 349-0206



### FileMaker SIG Photo

Top Row:
Steven Thompson,
Harold Watson,
Denis Diekhoff.
Bottom Row:
Rhonda Erhardt,
Bruce Thompson,
Brian Bantz,
Georgi Isaacs.
QuickCam Operator
(Not shown):
Steve Wilmes



## Cactus Software & Communications, Inc.

"Sharp and to the point"

### **Documentation Services for:**

Computer Software Mechanical Systems 612 / 757-6916 Technical Manuals Training Courses Fax 757-4515

# Members Helping Members

Need Help? Have a question the manual doesn't answer? Members Helping Members is a group of volunteers who have generously agreed to help. They are just a phone call (or e-mail) away. Please call only during appropriate times, if you are a Member, and own the software in question.

Macintosh	Key	Nick Ludwig with your name	& phone r	ping Members" volunteer, please number on our BBS, or leave a v	oice-mail		
Claris Draw	3	message at 229-6952, or use the MultiForm mailer near the back of this issue.					
Claris Resolve	2						
Claris Works 2,8,9							
Cross-Platform File Trnsfr	6						
FileMaker Pro	2						
First Class	2	Applell	Key	AppleIIGS	Key		
MacWrite Pro	2	L. Land			,		
Microsoft Excel	3,6,7	Appleworks	1,6,9	Hypercard GS	1		
Microsoft Word	6	Applewriter	6	Smartmoney GS	1		
MYOB	7	Publish It!	1	Cross Platform file Trnsfr	6		
Photoshop	4	To. Superfonts	1				
Quicken	3	To. Superform	1				
System 7	9	Cross Platform file Trnsfr	6				
Word Perfect	5						



1.	Les Anderson	735-3953	DEW
2.	Brian Bantz	835-3696	DEW
3.	Mike Carlson	377-6553	D
4.	Eric Jacobson	645-6264	D
5.	Nick Ludwig	349-0206	E
6.	Tom Ostertag	488-6713	EW
7.	Ardie Predweshny	823-6713	DEW
8.	Owen Strand	427-2868	D
9.	Bruce Thompson	546-1088	$\mathbf{E}\mathbf{W}$

D-days (generally 9 a.m. to 5 p.m.)
E-evenings (generally 5 p.m. to 9 p.m.)
W-weekends (generally 1 p.m. to 9 p.m.)
In any case, call at reasonable hours and ask if this is a convenient time for them. By the way, these volunteers can also be reached on our BBS! We appreciate your cooperation.







# Apple II History Part 19 — AppleWorks V1.0 :: 10 Sep 92

Compiled And Written By Steven Weyhrich (C) Copyright 1992, Zonker Software

### **AppleWorks**

There is one program in the Apple II world that has not only showed amazing staying power in a world where this year's software hit is next year's yawn, but has also gone on to spawn a number of software companies and magazines that do nothing else but sell products for it. That program is AppleWorks. Originally released in 1984 by Apple Computer, it has gone on to become one of the best selling computer programs of all time, on ANY computer. Although few seem to mention the influence it has had, it is evident in the number of computer programs that have come out for the IBM and Macintosh that have the "Works" name on them (Microsoft Works, ClarisWorks, Beagle Works, and others). AppleWorks was one of the first "integrated" software packages, preceded on the Apple II only by The Incredible Jack (published by Business Solutions, 1983; see Appendix A). It put modules that performed word processing, database management, and spreadsheet calculations into a single environment, using similar commands in each module. Previous software programs specialized for each of those jobs had their own unique keyboard commands that were often very different from each other. If you went from Apple Writer to VisiCalc, or from VisiCalc to DB Master, you had to learn a completely different method of controlling the program. Furthermore, the data files created by those programs were usually not compatible with each other, making it difficult and awkward to move information directly from one program to another. AppleWorks not only created a continuity between

these modules, but went a step beyond in allowing them to share data with each other via a space of memory called a "clipboard". This clipboard was part of a larger memory area called a "desktop", which could hold data for up to twelve different files at the same time, which made data sharing even more convenient.

AppleWorks was written by Rupert Lissner (who later changed his name to "Robert".<1>) Its earliest incarnation was in another product sold by Apple, called QuickFile. QuickFile was an Apple III database program written in Pascal. It was flexible and easy to use, and Apple agreed to market it for Lissner in 1980. It was later translated into a version for the Apple IIe (also in Pascal) called QuickFile IIe. As a database program it was flexible and powerful, but somewhat slow due to the inherent limitations of the UCSD Pascal system that Apple favored at

After seeing the Office System on the Lisa computer, Lissner conceived the idea of a single program that would put word processing, database, and spreadsheet capabilities together, and run on an Apple II. It was originally called "Apple Pie", and he began work on it in 1982. Lissner took two years to complete his program, and did it entirely in assembly language to achieve better speed. He wrote versions of the program to work on both the Apple II and Apple III computers, making use of the same file types and data structures. Apple Pie files created on an Apple II could be used on an Apple III, and vice-versa.

Apple decided to market the Apple II version themselves, and called it "AppleWorks". Lissner was left with the rights to the Apple III version. He sold those rights to Haba Systems, who brought it out under

the name, "/// E-Z Pieces". That program continued to be compatible with the Apple II version up until Claris (the software company formed by Apple in 1987) upgraded AppleWorks to version 3.0 in 1989.

### A STAR IS BORN

When it was finally released, AppleWorks was one of the most comprehensive programs ever written for the Apple II. Although neither of the three modules were significantly more powerful than other standalone programs, they had enough power for the average computer user to do what was needed. The memory management system was the extremely flexible, eventually being able to handle not only the basic 128K on a IIe or IIc, but also several different types of memory cards used on those computers and on the IIGS. Far larger than the memory of the 64K Apple IIe on which it would run (as a minimum memory configuration), the program was smart enough to swap in or out from disk the parts it needed to carry out its various functions. Considering that it would run on a computer whose microprocessor could address only 64K of memory at one time, the power achieved by this program is remarkable. There are few other software packages ever released that have as smoothly and seamlessly made up to two megabytes of memory on an 8-bit computer appear to be one contiguous space.

AppleWorks' user interface was designed with menu bars, rather than the older command line interface (such as the one used in Applesoft, Integer BASIC, and the Monitor). Apple's own researchers had put human subjects in front of a computer keyboard to learn what was easiest to use. They designed an interface that was based on using

arrow keys to move a cursor (or "bar") to different choices in a list, and then using the return key to make the selection. They also came up with the concept of the "desktop" (represented in text rather than in graphics as on the Lisa and Macintosh), and a "clipboard" for transferring data between files. Apple shared this information with Lissner, and he went on to use it in his program design.<2>

### APPLE'S "PROMOTION" OF APPLEWORKS

The marketing decisions made concerning AppleWorks have not been very clear to the outside observer over the years. At the time that AppleWorks was ready for release there was a considerable amount of company money and time being spent in trying to make the Macintosh sell in the computer marketplace. Those who had the most influence at Apple were not very interested in a "simple" text-based program, when the Mac and its graphic interface was the "cutting edge" in technology. Those people believed that the Mac represented the future of Apple, and were not interested in wasting time with old Apple II technology in any form.

Another problem was Apple's past record in selling software. Tom Weishaar made these comments in the November 1987 issue of Open-Apple:

"... Apple was trying very hard to get the big MS-DOS developers to work with the Macintosh. One of the reasons these developers gave for their reluctance to work on the Mac was their fear that Apple itself would compete with them — Apple, obviously, had tremendous advantages in terms of distribution and access to inside information. Apple had a reputation for developing applications software for its machines that would kill the market for similar software -Apple Writer (which was at the top of the Apple II software charts at the time) and a complete set of applications software for the Lisa being major examples. Powerful voices

inside Apple wanted the company to get out of the applications software business."<3> However, despite the concern about Apple selling AppleWorks, the decision was eventually made.

"Apple's punishment for its indiscretion was immediate — within six weeks its illegitimate child sat at the top of the Apple II best-seller list. AppleWorks achieved this without the benefits of a mother's love — it succeeded in spite of, not because of, Apple's meager marketing efforts in its behalf. Since AppleWorks was released, for example, Apple has run 26 pages of ads in A+ magazine. The word "AppleWorks" appears in those ads exactly zero times. Four of the ads show screen shots of AppleWorks ... the Apple IIGS ad in the September 1987 A+ [shows a screen shot of AppleWorks ... in the gutter between the pages and is the only one of the 23 programs shown that isn't mentioned by name. This is typical of the treatment Apple's bastard child gets from its mother. [Del] Yocam, [Apple's Executive Vice-President in 1987], didn't mention it or Lissner in his birthday speech [at the 1987 AppleFest, celebrating the tenth anniversary of the Apple II], and John Sculley, Apple's president, doesn't mention it or Lissner in his ... book, Odyssey."<3>

When it first appeared on the market, AppleWorks STARTED at number 2 on Softalk's top thirty list. It moved to the number one spot in Apple sales by the following month, and stayed there for a LONG time. By the end of 1984, AppleWorks had moved into the number one spot in monthly retail software sales for ALL computers, overtaking the MS-DOS best-seller Lotus 1-2-3 (a spreadsheet program with graphics and rudimentary word processing capabilities). But since it was not their beloved Macintosh that put an Apple program into first place, corporate Apple ignored the milestone. Since that time, though no longer in first place, AppleWorks has continued to do very well, despite an absence of advertising on the part of Apple, and despite later minimal advertising on the part of Claris.<3>

#### **APPLEWORKS REVISIONS**

The first change to AppleWorks came with the released of version 1.1 in 1985, which was a modification to help overcome problems with non-Apple printers and interface cards. Later that year version 1.2 came out with the ability to use more easily even more of this non-Apple hardware. Both of these relatively minor updates were made available free of charge to existing owners of the program.

Version 1.3 of AppleWorks came out in early 1986 for a \$20 update fee. It provided a bit more functionality for those users who had larger capacity disk drives. Specifically, it better supported the new UniDisk 3.5 for file storage and made it possible to format disks on that device. Previous versions could load files from 3.5 disks only by specifying the ProDOS pathname; version 1.3 could access these disks with the more familiar slot and drive numbers. Also, since Apple now sold a large memory card which would plug into any free slot on the Apple IIe, this new version of AppleWorks could expand the size of the desktop to as much as 1,012K. By this time, Applied Engineering and other companies had already been doing quite well selling RAM cards for the auxiliary slot on the IIe, and had also included special software that patched previous AppleWorks versions to allow a larger desktop. They went further than Apple, however, in also allowing larger word processing and database files to be created.<4>

Up through the release of AppleWorks 1.3, the only changes that had been made were bug fixes and enhancements to work better with new hardware. In September 1986, along with announcements about the new Apple IIGS, Apple released version 2.0 of AppleWorks. It now required a minimum of 128K (previous versions would work with 64K, but allowed only a 10K desk-

top). In exchange for the greater memory requirements, it gave users a built-in ability to do mail merge, added more functions to the spreadsheet, and supported Apple memory cards even better than v1.3. Furthermore, word processing, database, and spreadsheet files could be larger than in previous versions. Existing users were able to upgrade to v2.0 for \$50, which included a completely new manual, a very reasonable price considering the extra abilities of this new version.<5>

July 1987 saw one change that had an impact on future distribution of AppleWorks. Apple decided to create a separate company, called "Claris", to handle some of the popular software that they had released for their Apple II and Macintosh computers over the years. As mentioned above, products released by Apple had a tendency to be the "kiss of death" for third-companies trying to market similar programs. For example, after the outstanding success of AppleWorks, virtually NO text-based work processors released for the Apple II made much of an impact on the market. Claris had the responsibility of handling AppleWorks, Apple Writer, and the various Macintosh programs that had been available from Apple for that computer.

Claris has publicized AppleWorks via only three major ads since they took the product over from Apple (of course, previously AppleWorks had received NO advertising space). Their first promotion, run in 1987, stated that AppleWorks 2.0 had received a very unique upgrade—its own company. This was primarily a plug for Claris, of course. The second ad was rather clever. This one had a white background with a red sports car up on blocks with its wheels missing. The caption read, "There are still some Apple II users who don't have AppleWorks", suggesting that working without that program was like owning a sports car without wheels. Beagle Bros did an even more clever followup to that ad, by using another double-page spread with a white

background, and four tires in the same location as the blocks in Claris' ad. Their ad read, "There are still some AppleWorks users who don't have TimeOut", suggesting that the sports car in the Claris ad was AppleWorks, and TimeOut was the wheels for that car. The third promotion run by Claris for the program was to announce the v3.0 upgrade in 1989. This one showed an old worn tennis shoe (representing the old version) and a new running show (representing the new version).

A free update of AppleWorks to version 2.1 was released by Claris in September 1988. It provided IIGS users some bug fixes that made it work better on that computer, plus it was supposed to support a desktop as big as eight megabytes, if that much memory was installed. However, because of the way in which desktop memory in AppleWorks was handled, this turned out instead to be a maximum of two megabytes. No further functionality was added to AppleWorks at that time.

### **APPLEWORKS 3.0**

In 1988, while Claris was issuing its minor update to AppleWorks, they were making plans to do some major improvements to the program. Since they primarily had Macintosh programmers working for them, they first asked Robert Lissner, the original author. He wasn't much interested, since he had already made good money off the program and didn't really have the motivation for such a proposal. Claris then decided to turn to a third-party company to do the work. There were planning to hire a company called Pinpoint Publishing to do the work. Pinpoint was selling an enhancement package for AppleWorks that gave users some features that MS-DOS users had available on their computers, and seemed to be making a major effort to promote their product and stimulate more sales of AppleWorks. By this time, however, Pinpoint was financially getting into trouble, with sales of their products (AppleWorks-related and otherwise)

below what was needed to support the large user support network they had set up. Consequently, they were eager for the chance to contract out to Claris for the AppleWorks upgrade. However, they planned to make very minimal changes to it, staying exclusively within Claris' specifications.

During this time, Claris kept hearing from AppleWorks users who were much more loyal to Beagle Bros, who had a series of products called TimeOut. These products worked in a fashion similar to those from Pinpoint. After some complicated negotiations that nearly fell through several times, Beagle finally took on the job to do the AppleWorks project for Claris. Beagle programmers Alan Bird, Randy Brandt and Rob Renstrom worked on it for almost a year, in between a few other projects that were going on at the same time. They did their work on Macintosh II computers running the MPW (Macintosh Programmer's Workshop) cross-assembler, primarily for the sake of speed.<6> As enthusiastic Apple II programmers who also knew AppleWorks inside and out, Beagle's team added a lot of power Claris had not planned on in their original specifications. Occasionally they called on Lissner for help in understanding why certain parts of the code were written as they were, but all of the work came from these "Beagle Boys". Viewing it almost as a labor of love, they went beyond what they were asked to do, and enjoyed making AppleWorks into a program that they would want to use. Randy Brandt stated, "I think it's safe to say the AppleWorks 3.0 project yielded the worst hourly rate I've ever made in AppleWorks-related programming, but it did give me a lot of insight which came in handy on future projects."<7> Additionally, they fix over one known hundred bugs in AppleWorks 2.1.<8> In June 1989, Claris announced the AppleWorks 3.0 upgrade at the **National Educational Computing** Conference in Boston. The features that were added or improved are too

numerous to describe here; in brief, it added nearly all the things users had wanted the program to do. It was easier to use, it took better advantage of extra memory (going beyond the two meg limit on the IIGS), and it was easier to customize special printers to work with it. And it included a new feature that was becoming standard in many commercial word processors: A built-in spelling checker. Because of these extra features, the maximum desktop size on a standard 128K Apple II was now reduced to about 40K (down from the original 55K). Also, the program now loaded from TWO doublesided 5.25 disks (or a single 3.5 disk), instead of the previous one doublesided 5.25 disk.

Apple had for years included registration cards with their products, both hardware and software, that was to identify the user in Apple's files as an owner of that product. Unfortunately, although they had done a good job at including those cards with everything they shipped out, they had done a somewhat less satisfactory job of actually compiling the data from those cards. Consequently, Claris really had no available information about who was and who was not a "registered" owner of AppleWorks. They decided that they would make an initial upgrade offer of \$79 for customers that owned ANY previous version of AppleWorks (from v1.0 to v2.1), and through A2-Central magazine they even made available a special \$99 offer: An A2-Central subscriber could get the program from Claris for that price, even if he could not prove previous ownership of AppleWorks.<9> Later, owners of previous versions could still upgrade for \$99 if they wanted.

Unhappily, Claris has since concentrated almost exclusively on Macintosh products and apparently has no plans for further updates or upgrades to AppleWorks. This is unfortunate, since there are several known bugs in the program, and Beagle Bros programmer Mark Munz eventually decided to release his own

AppleWorks bug-patcher program into the public domain to correct these known problems. Rather than take the hint and make a v3.1 release to officially acknowledge and correct these problems, Claris simply waits until a customer complains about them and then directs them to Mark's Patcher program.

### **ENHANCEMENTS: PINPOINT**

AppleWorks has been such a major influence in the Apple II world that the program has itself spawned a number of related products that act to enhance or expand its useability for different purposes. This is a reflection on the widespread penetration of the program, as well as the desire of Apple II users for more and better features.

One of the first customization features that appeared for AppleWorks was from a company that called itself Pinpoint Publishing. They had originally been called Virtual Combinatics, and had sold a program for the Apple II called Micro Cookbook. Suddenly in 1985 they burst upon the market with a new name and a significant new product. Their Pinpoint Desk Accessories was primarily an enhancement for AppleWorks, though it was also possible to install its features for use under Applesoft, and eventually Apple Writer and Word Perfect. Taking after the popularity of "popup desktop" programs for the IBM PC like Sidekick, Pinpoint added some similar features to AppleWorks. These features were available at any time, simply by pressing solid-apple and P (option-P on the IIGS). At this point a little "Accessories" menu would pop-up onto the screen, drawn using MouseText characters, and the desired feature was selected by moving the cursor bar up and down the list, pressing RETURN for the one you wanted (working just like AppleWorks). The accessories included Appointment Calendar; Calculator; Communications (a small terminal program for use with a modem, which could send AppleWorks word processing files or

save incoming text as a WP file); Dialer (just highlight on the screen the number you wanted to call, and it would be dialed for you via the modem); GraphMerge (which allowed you to print a word processing document with all or part of a double hi-res picture included with the text); Notepad (a miniature word processor, holding up to 32 lines of text and saving notes in AppleWorks WP format); QuickLabel (take an address off the screen and place it on an envelope template for printing); and Typewriter (type and print lines one at a time). This was all very exciting at the time, multiplying the abilities of AppleWorks beyond what it was built to do. Because of diskspace requirements this was more convenient to use from a 3.5 disk or hard disk, but actually could be used from 5.25 disks without TOO much trouble. Eventually a spelling checker was also made available to use with Pinpoint.

### ENHANCEMENTS: BEAGLE BROS AND COMPANY

The next significant AppleWorks add-on appeared in June 1986. It was a product sold by Beagle Bros and called MacroWorks.<10> Written by Randy Brandt, this program patched itself into the keyboard-reading routine of AppleWorks and allowed the user to automate certain functions and assign them to a specific key on the keyboard. Previously, many of AppleWorks features were accessed by pressing either the open-apple or solid-apple (option) key together with another key (recall that the apple keys were nothing more than access to the pushbutton inputs on the joystick). For instance, openapple and "C" (oa-C) together were used to start a "copy" function. Before MacroWorks was patched into the program, either oa-C or sa-C had the same effect. After adding this enhancement, the solid-apple keys were given their own, separate identity, offering more than double the number of functions that could be executed from the keyboard.

(Continued on page 22)

### **QuickConnect Online**

by Raines Cohen Submitted by Tom Mehle

User Group Connection's occasional electronic newsletter for User Group Leaders

Our replacement listserver and Web page is alive! As soon as we have tested it and are sure it won't disappear in the middle of the night (the first day it went off the air when someone turned off the power to the outlet it was plugged into) and can handle the load, we'll reveal the address.

Remember, this mailing is coming to you specially because you have a UG ambassador or publisher account on eWorld. Please don't spoil the fun for all of us by revealing the May UGMPP info (at a meeting or on a BBS) before May 5 - we want to make sure everybody has a fair chance to order from us. Please, make sure your Newsletter Editor understands the embargo date.

Also, remember that the goal of the UGMPP is to help your members and your group; if you advertise it for non-members (especially online) you can put the entire program at risk and cheapen the image of UG's overall. Appropriate, local mention of the UGMPP, however, can help you recruit members. Please contact Sherri Jackson (UGC Sherri on eWorld) for advice before using mass postings or a non-local BBS. Thank you!

#### **Table of Contents:**

Current UGMPP offerings reminder May UGMPP preview (do not distribute until 5/5)

May Vendor Discount summary
We still have the Performa 575 and
PowerBook 520c!

Please do spread the word about these Macs available through the User Group Member Purchase Program. Despite the great prices, UG members aren't breaking down our doors for these items - perhaps because they don't know we have them? If that's the case in your User

Group, please help remedy the situation by spreading the word. After all, you want to earn those points, right?

To order or for more information, call (800) 350-4842.

Reminders

- \* PowerBook 520c 4/160...\$1,749
- \* Performa 575 5/250...\$1,099

Many April main UGMPP mailing items are still available, with the most notable exception of the StyleWriter II printer. And we often have other items available in quantities too small to list - so call!

May UGMPP Preview - DO NOT DISTRIBUTE UNTIL 5/5!

Date: April 25, 1995
To: User Group friends

From: Sherri Jackson

Subject: May UGMPP

If you look closely at this month's flyer, you'll notice something new. In an effort to provide a safe and rapid delivery of your order, we have made FedEx our primary shipper. We will no longer be offering UPS as a shipping option. Therefore, starting May 1, orders of hardware, luggage or other large items will need to have the appropriate Federal Express shipping charge applied. With this change we hope to bring you a high quality product with faster service.

Since the UPS shipping charges were built into the cost of our products, we have lowered the price of each unit accordingly. That is why the Performa 6115 offered last month for \$1379 is now \$1369.

We are excited about this change to the program and think you will find the service and handling by Federal Express a great improvement.

Thanks for your continuing support!

#### Macintosh Performa 550

All-in-One Multimedia Machine!

- Built-in CD-ROM Drive
- Built-in Stereo Speakers
- PowerPC Upgradable!

The Apple Macintosh Performa

550 computer features a fast 68030 Motorola microprocessor, a brilliant 14-inch Trinitron RGB color display, and sophisticated built-in multimedia features. All the hardware and software you need to get started is included. Just take it out of the box, plug it in, and turn it on.

In addition to the standard 160-megabyte hard disk drive and 1.44-megabyte SuperDrive floppy disk, the Macintosh Performa 550 is equipped with a built-in double-speed CD-ROM drive, so you can tap into a growing selection of CD-based titles. High-quality stereo sound is provided by front-mounted speakers, and the integrated microphone allows you to add sound to many Macintosh applications.

Included: 68030 @ 33Mhz
Motorola Processor; 5 MB RAM
(expandable to 32 MB); 160 MB hard
drive; double-speed internal CDROM drive; built-in 1.4MB floppy
Apple SuperDrive; 14" Sony
Trinitron color RGB monitor; Apple
standard keyboard; ADB mouse;
built-in stereo speakers; microphone;
ClarisWorks, At Ease and System 7.1
pre-installed.

Not included: modem or original software bundle. \$839.00 Plus \$30.00 for shipping & handling. Accepting orders May 1. In stock mid-May. Earns 3,000 points for your Group

### Performa 6115CD

PowerPC Technology With a Big Hard Drive!

- Super Fast 60-MHz PowerPC 601 Microprocessor
- Built-in CD-ROM
- 8MB RAM / 350MB Hard Drive

The Macintosh Performa 6115CD is a complete high-performance multimedia computer system with the advantage of PowerPC technology. Based on the 60-MHz PowerPC 601 microprocessor, the Macintosh Performa 6115CD has a built-in, floating-point math processor for blazing speed and comes with a

built-in CD-ROM so you'll be able to access the world of CD-ROM titles.

With speech-recognition, text-to-speech capabilities and 16-bit stereo sound, you're ready for anything. It even supports MS-DOS and Windows applications when using SoftWindows™ software (not included). You'll get plenty of room to work with 8MB of RAM (expandable to 72) and a whopping 350MB hard disk.

It also provides on-board, high-speed Ethernet support. Additionally, the Performa 6115CD is designed to grow as your needs do with eight built-in ports and one expansion slot.

Included: 60-MHz PowerPC 601 microprocessor with floating-point processor and 32K cache; 8MB of RAM; 350MB hard drive; built-in 1.4MB floppy Apple SuperDrive; CD-ROM drive; ADB Mouse II; Apple Design Keyboard; ClarisWorks, At Ease and System 7.5 preinstalled.

Not included: monitor; faxmodem; original software bundle. \$1,369.00. Plus \$25.00 for shipping & handling. Accepting orders May 1. In stock mid-May. Earns 4,100 points for your Group

### Performa 578

Everything You Need, With Room for More!

- 8MB RAM / 320MB Hard Drive
- Double-speed CD-ROM Drive
- Built in Stereo Speakers

The Macintosh Performa 578 features a fast 68LC040 Motorola microprocessor and comes with everything you need built into a single unit. With 8MB of RAM and a 320MB hard drive you can run every application with room to spare!

Need more? This unit can be expanded to 32MB of RAM, and multiple ports allow you to easily add peripheral devices, such as external disk drives or scanners. A flexible communications slot allows future connection of a high-speed 14.4-baud fax modem.

In addition to the standard 1.44megabyte Apple SuperDrive floppy disk drive, the Performa 578 is equipped with a double-speed, tray loading, internal CD-ROM drive. The built-in, 14-inch Sony Trinitron color display delivers unmatched image resolution and clarity in thousands of colors.

Included: 68LC040 @ 33Mhz
Motorola processor; 8 MB RAM
(expandable to 32 MB); 320 MB hard
drive; double-speed internal CDROM drive; built-in 1.4MB floppy
Apple SuperDrive; 14" Sony
Trinitron color RGB monitor; Apple
standard keyboard; ADB Mouse II;
built-in stereo speakers; microphone;
ClarisWorks, At Ease, Macintosh PC
Exchange and System 7.1 preinstalled.

Not included: modem or original software bundle. \$1,269.00. Plus \$30.00 for shipping & handling. Accepting orders May 1. In stock mid-May. Earns 4,000 points for your Group

### **Apple Multiple Scan 15 Display**

A High-quality, Flexible, Color Viewing Solution!

- Front-Panel Digital Controls
- EnergyStar Power Conservation
- Antireflective/Antiglare Surface

The Apple Multiple Scan 15 Display is a high-quality 15-inch monitor that's perfect for everything from games to graphic design, presentations to spreadsheets. It features the state-of-the-art Flat Square screen (to minimize distortion), stereo speakers, as well as offering a host of advanced features.

For optimal viewing comfort the Apple Multiple Scan 15 Display comes with a tilt and swivel base that allows you to position the monitor perfectly. Its conveniently located front-panel, digital controls let you adjust brightness, contrast, geometry, centering, and zoom precisely. And the antireflection/antiglare surface treatment combined with a flicker-free refresh rate minimizes eyestrain.

With the multiple scan technology, you can choose between several resolutions. That gives you the flexibility to adjust your display to best suit the application in which you are working. The provided mode-switching software allows you to make resolution changes without restarting.

It complies with the Environmental Protection Agency's EnergyStar guidelines for power conservation by switching into low-power mode during idle periods. It also complies fully with MPR II standards for low electrical and magnetic emissions.

Compatible with Power Mac, Quadra, Centris, Performa, Mac II and PowerBook computers. \$379.00. Plus \$25.00 for shipping & handling. Accepting orders May 1. In stock mid-May. Earns 1,000 points for your Group

### **Directions to the Board Meeting**

Submitted by Roy Sorenson

With road work on I-94 underway, here are some alternative exits: Coming from West: on eastbound I-94, take Hiawatha exit (Hwy 55), heading south, and then LEFT at first light onto 24th Street. This will take you straight to parking lot for Mathews Center.

I'm not sure westbound on I-94... maybe 280 exit, then west on Franklin Ave.

Board of Directors meeting is at Mathews Center, 2318 29th Ave. South, Minneapolis, Thursday June 1 at 7pm-9pm. Pie usually afterwards at Perkins off Franklin and Riverside Ave. All members welcome!

### **May Mac eDOMs**

compiled by Bruce Thompson

eDOM #815 (Disinfectant) has been updated to reflect the latest versions of Disinfectant, CompactPro, and Unstuffit. If you already have this disk, you are entitled to exchange for the newer version.

Updater 1.0 for System 7.5 is now available. This four-disk set (well over an hour if downloaded from commercial services) is \$8.00. Also available is the four-disk update for QuickDrawGX 1.1.1, at the same price.

Mac eDOM #928 - PianoSim II Copyright © 1995 Mini'app'les MAY 1995

For the Musically inclined

#### Ear Trainer 1.2

Ear Trainer 1.2 is a small, self-contained program that provides rudimentary drills for identifying both chords and intervals. It sounds fine on the internal speaker of a Centris, but would probably benefit from external speakers. All help is online.

### PianoSim II 1.0

PianoSim II 1.0 is a powerful music instrument simulation program, with full music input/edit ability and easy-to-use user interface. With PianoSim II, one can play music on a Macintosh simulating unlimited kinds of "music instruments" with extremely realistic sound quality. One can record performance real-time; input and archive favorite music record; edit, compose, test and export one's own creativity. PianoSim II provides Macintosh users with entertainment. education as well as serious music practicing environment. The major features of PianoSim II include

**Realistic Instrument Simulation:** 

Use computer keyboard (or mouse) to play music, as if playing music on a real instrument. Extremely realistic sound quality.

Twelve build-in music instruments are provided, including piano, bell, flute, violin, power chord, sax, electric piano, horn, clarinet, marimba, drum.

Performance practice and Recording:

Allow one to practice and record one's performance real time (accurate up to 1/60 sec).

Music Input, Composing and Editing:

Full featured music editor allows one to input favorite music or performance for entertainment and construct one's own music archive.

Music Export Ability:

PianoSim II will allow one to export music as a double-clickable system 7 sound (or sound resource under system 6.0.x). A 10 minute music with realistic sound quality may only occupy as little as 30K.

Load Sound Resource as a Music Instrument:

PianoSim II will load any sound resource (recorded sound, sound from other programs like games) as a music instrument.

Multi-channel Music Playback Ability:

PianoSim II makes use of the latest system 7 sound manager enhancement, it will allow three sampled sound channels being opened at the same time, and play three different pieces of music concurrently using three different instruments. This makes it possible to play chord on a Macintosh.

Flexible Custom Controls:

The program provides dials to allow easy controls of pitch, play back speed (tempo) and sound volume. Computer-key to piano-key correspondence can be customized and saved to fit users personal preference.

Elegant User Interface, On Line Help:

The complicated functions and features of the program are completely controlled by animated buttons, very easy and intuitive to use. On-line helps are provided.

Very Little System Requirement:

The program runs on all Macintoshes, from Mac Plus to Quadra. Two kinds of panel layouts are designed for 9" B/W monitor and 13" color monitor.

PianoSim II is distributed as shareware, and the author asks for a \$40 shareware fee.

Music Manuscript Papers

Now you can have music paper in many different configurations for composing and arranging any time you need it. All you need is a Macintosh™, a printer and some paper. Music Manuscript Papers is offered as SHAREWARE and the fee is only \$5. 16 different staves are available.

Clefs and bar lines have not been included because there's no way to anticipate anyone's needs. Only you, the composer/arranger, can determine what is necessary for the job at hand.

Mac eDOM #929 - PB Utilities Copyright © 1995 Mini'app'les MAY 1995

eDOM #929 - No, PB does not mean peanut butter, it refers to PowerBooks. This is a collection of utilities for various PowerBooks and portable Macs.

#### BatteryMinder 2.1.2

BatteryMinder is an application that combines many of the features of more expensive PowerBook utilities without the memory requirements and possible incompatibilities that can arise from System modifying Control Panels and Extensions. New to version 2.1 is powerful, yet easy-to-use folder synchronization (via a companion program, Synk

1.0).

#### **Quick Feature List**

- Snapshots of file servers mounted on the desktop
- Easily mount these file servers with BatteryMinder's Servers menu
- Synchronize the files between two folders
- User selectable status information conveniently displayed in menu including internal temperatures
- Screen Controls window for adjusting brightness (on all models) and contrast (on black & white Duo models)
- Backlight toggle between preset values depending on charger status
- Force Appletalk to load at startup, so that it is always available
- Silence the startup sound
- Toggle Appletalk, sound and modem on/off with button control
- Monitors battery voltage (on all PowerBooks) and watts (on Duo or later)
- Hard drive spinning indicator
- Predict battery life with count up and count down timers
- Change screen color depth via BatteryMinder menu
- Open PowerBook control panel from menu or an option-click in BatteryMinder window
- Toggle File Sharing with a menu choice
- Put your PowerBook to sleep with a double-click in BatteryMinder window
- Balloon help for menus and dialog boxes

### **Control Strip Toggle 1.2**

I really like Apple's new Control Strip program. It keeps everything I need handy, right there at the bottom of my screen. The only thing I don't like is that sometimes it just gets in the way! Even when it's collapsed, sometimes that little stub is right where I need to click.

Anyway, here's a solution: Included in this package are two different programs that do basically the same thing.

The first, "Control Strip Toggle", is a tiny application which will toggle the Control Strip on and off. If you run it when the Control Strip is visible, the application will hide it. If you run the application when the Control Strip is hidden, the application will make it visible. You get the idea. You can just stick this program in your Apple Menu Items folder so it will be accessible when you need it.

The other program is an FKEY resource. Doesn't anyone remember these things? They seem to have fallen on hard times with Apple, but are still really useful for doing things like this. Included are 5 copies of the resource, each with a different ID number. So, if you want to toggle the Control Strip by typing command-shift-6, you should use the one numbered 6. If you want to type command-shift-5, use the one numbered 5. Simple.

#### Dockernaut1.4.4

Dockernaut allows you to have different sets of application preferences for each dock that you use with your Duo. Other PowerBook users can have different sets when they use a different sized main monitor

As a simple example, let's look at the location of the Trash icon in the Finder. If you do this on a 640x400 display and then later use a 640x480 monitor, the Trash icon will moved. The Finder like many applications and extensions has a preference file where it stores options set by the user. The location of the Trash icon is one of the options stored in that file. This is where the magic of Dockernaut comes in. If you configure Dockernaut to manage the "Finder Preferences" file, it will keep two copies of that file, one for your 640x480 monitor and one for the 640x400 display. At startup, Dockernaut will look at the size of the screen and determine which "Finder Preferences" file to use. Look in the Sample Dockernaut Uses section for a list of other preference files that people have used Dockernaut with to get some ideas.

Dockernaut has a number of secondary features that you can configure from within the control panel, including:

- "Switch Colors in Dock", to control monitor settings
- "Type Set Key", to control extensions and control panels
- The File List, a list of files currently managed
- Current Dock Information

(Ed. note... not owning a Duo, I can't check this out, but it looks as though this would be extremely handy if you were connecting to different docking environments.)

### MyBattery 2.2.7

MyBattery is a utility program designed specifically for portable Macintosh computers. MyBattery provides you with information about the battery on a Macintosh Portable, Macintosh PowerBook, or Macintosh Duo. It offers the following features:

- Displays current battery voltage in both numeric and graphical format,
- User-selectable displays, including gas gauge, bar graph, or line plot,
- Estimate of useful battery time remaining, using a historical estimation technique to "learn" your battery usage patterns,
- Support for multiple batteries, accommodating different capacity batteries,
- Menu bar displays, for easy viewing of battery status,
- Current CPU speed display,
- Battery charger status.

MyBattery's most popular feature is its ability to estimate how much battery time you have left. Using a historical estimation technique, MyBattery monitors your PowerBook usage, and updates its estimates accordingly.

MyBattery is a shareware product. While your unregistered copy is fully functional, some of the more advanced features are only available in registered copies.

### **PB180c Screen Tester**

The Powerbook Screen Tester program for the 170 and 180 was already written, but I wanted to have the flexibility to check each element (red, green, blue) for my new 180c. So I wrote this screen tester program which cycles between black-white-red-green-blue to test the active matrix screen. You can also just flip between black and white using the appropriate keys if you have a 170 or a 180.

Why test the screen? Well, there is nothing more frustrating than dishing out thousands of dollars, only to find out that there is a burnt out pixel in the just the right place to really annoy you. Before you go and buy a powerbook with an active matrix screen, take this program along with you to make sure the machine you buy has the best screen possible.

#### PowerBook Insomnia 3.2

For the PowerBook 100 & 200 series (excluding the PowerBook 100 itself) only.

PowerBook Insomnia will put your computer into an endless loop to prevent your computer from going to sleep on its own. This can be useful if you wish to drain batter energy (more than if you let your computer go to sleep on its own) to help prevent 'battery-memory'. The manual that came with your PowerBook (or at least mine) says to help against 'battery-memory', once a month or so, leave your computer unplugged, ignore all warnings and let your computer go to sleep on its own. But if you run PB Insomnia shortly before your computer does go to sleep, PB Insomnia will ignore all sleep requests from your system, keeping your computer running for about 5 - 30 minutes (depending on built-up 'battery-memory') longer than it would if you just let it go to sleep on it's own. PB Insomnia won't make your batteries last forever or keep you from buying new ones, it'll just help them last longer.

PowerBook Tweak 1.0.3

What is it? PowerBook Tweak is a utility for the 500 series PowerBooks that gives you more control over the power conservation settings than Apple's PowerBook control panel. Like the PowerBook control panel, PowerBook Tweak lets you define power conservation settings that are always in effect. However, PowerBook Tweak also lets you define settings for specific applications.

Why is this important? I found that in day-to-day use, having a single set of settings was inflexible - I was always bringing up the PowerBook control panel to tweak the values for whatever application I happened to be using. For example, I'd bring it up to increase the hard drive spindown time for Word, or turning off CPU cycling for games. PowerBook Tweak is my solution to this - you have a default set for most applications, but you can set up your favorite settings for Word or whatever applications you tend to use.

Requirements:

PowerBook Tweak requires the latest version of Apple's Power Manager software. Currently, this is found in the PowerBook 500 series.

- User-programmable battery conservation settings (screen dimming, drive spindown, system sleep, CPU cycling).
- User can program specific settings for particular applications.
- Stand-alone application, for maximum memory flexibility and minimal conflicts.
- Handles custom settings for up to 50 applications (4 in unregistered versions).

### PowerSleep 1.0

PowerSleep is a fairly simple FKey. It puts your Portable/Powerbook immediately to sleep. No more window with messages like "Do you really wanna do that..."

When the master (ME) says Sleep! my portable sleeps without mocking. Open it with Suitcase<sup>TM</sup> or install it

with ResEdit into your System.

To invoke it press Cmd-Shift-0 (Zero).

Sorry folks it works only with battery powered Macs...

### PowerStrip 3.3.1b

PowerStrip is a "passive" utility. That means it changes nothing on the system, it only reports the current state of affairs. PowerStrip can display, at your discretion, the following information: current time, current date, free RAM, free disk space, whether AppleTalk is on or off, the currently selected printer, mouse coordinates. For PowerBook users:, CPU speed, whether modem is on or off, elapsed charging time or elapsed battery time, battery voltage, battery level bar graph, battery voltage history graph

### ResetPwrMgr

What is the PowerManager and why reset it?

Inside your PowerBook, there is a processor that handles all battery and PowerBook specific features. It is called the PowerManager. This can sometimes become corrupted and needs to be reset.

You may have heard of the Duo battery bug. Duos sometimes decide not to charge their battery anymore — you need to reset the PowerManager. Apple recommends pressing down the power switch at the back of the machine for 15 seconds. This doesn't always work. I resorted to unplugging the backup battery deep inside my computer, but this is not a good way for those who don't like taking their machine apart!

### Enter ResetPwrMgr

Run the program, click OK and it resets your PowerManager. It attempts to quit all running programs first and they will hopefully ask you to save any unsaved documents, but don't say I didn't warn you that you could lose unsaved work!

When your computer is restarting, it will take awhile because the

hard drive needs to be rebuilt after this kind of system reset. It is the same thing as turning off your computer without choosing shutdown from the Finder first — not recommended but, in this case, unavoidable.

### SpinDown 1.0

Have you ever run your PowerBook on batteries and had to wait until the system spun down the hard drive automatically? Considering that the hard drive is one of the hungriest power hogs of the system, that isn't so great. There are a few utilities to spin down the drive, but all the ones I've seen require you to use the mouse, or pull down a menu, etc.

Here's a solution to the problem: Included here are 5 copies of FKEY, each with a different ID number. So, if you want to spin down the hard drive by typing command-shift-6, you should use the one numbered 6. If you want to type command-shift-5, use the one numbered 5. Simple.

When you hit the hot key, your hard drive will spin down. No muss, no fuss.

### Synk 1.0.6

Synk runs on any Macintosh running System 7 or later. It is a folder synchronization and backup utility,

designed to be both simple and powerful. Balloon help is implemented, so if you want to get a quick start, go right ahead. Pick two volumes or folders, choose the direction of synchronization or backup and witness how painless this process can be!

Synk can pick and choose among your files according to a simple set of rules that instruct the program what files and folders to "ignore". It understands aliases, so all you need to do is place aliases of all the folders and files you wish backed up into a single folder, instruct Synk to "ignore" applications, and voilé, your documents are copied to another location.

### **Apple Business Report**

Submitted by Tom Gates

Apple's peripherals business falls on hard times as HP, Cannon step in and deliver Accountability: Bonuses to be tied to sales

BY GREGORY QUICK & MICHAEL KANEL-LOS

Cupertino, Calif.: Apple Computer Inc.'s profitable peripherals business, which amounts to more than \$1 billion, took a hit last year as the competition leapfrogged Apple monitors and printers with more aggressive pricing and marketing plans.

The impact was severe. Analysts estimated that Apple's laser printer sales tumbled 34 percent last year. Similar drops were seen in such areas as displays. In addition, although Apple's inkjet printer sales climbed 18 percent in 1994, other companies

more than doubled their sales.

Ian Diery, executive vice president and general manager of Apple's Personal Computer Division, based here, said peripherals will be a major focus for the company in 1995, as top executives such as Apple USA President Jim Buckley will have their bonuses tied to peripherals sales.

The biggest hit was in the laser printer market. The overall market for laser printers was flat in 1994, with U.S. unit sales growing to 3.1 million from 3.06 million, while prices declined by 15 percent, according to International Data Corp., Framingham, Mass. Sales of Apple's laser printers plunged to \$430 million in 1994 from \$650 million in 1993, according to analysts.

Bill Gott, president of Venture Marketing Strategies, San Jose, Calif., said that Apple's printers support only QuickDraw, Apple's graphics language, so they can only be used with a Macintosh. He said Apple has lagged in development of new products and has been slow in cutting prices.

Apple also saw slow growth in the inkjet market, a field that exploded last year, with sales growing to \$299 million from \$250 million the year before. But that growth paled next to that of such players as Hewlett-Packard Co., Palo Alto, Calif., and Canon Computer Systems Inc., Costa Mesa, Calif.

Analysts estimated that HP's inkjet sales jumped to \$2.4 billion in 1994 from \$900 million in 1993. Canon, on the other hand, saw its inkjet sales rise to \$950- million from \$567 million.

### **Apple Reorganization**

Submitted by Tom Gates

Apple revamp could set stage for company's future model Overhaul focuses on driving market; channel questions benefits

BY GREGORY QUICK & MICHAEL KANEL-

Cupertino, Calif.: Apple Computer Inc.'s latest reorganization could be setting the stage for a major overhaul of the company's business model.

Top Apple officials have met with Wall Street analysts to discuss whether the company should remain a broad-based PC company or turn itself into a more specialized player adept at addressing vertical markets, analysts said last week.

The reorganization, disclosed last week, is designed to make the vendor more market-driven, but resellers are questioning the benefits to the channel, especially in the near term.

With the departure of Senior Vice President Ian Diery, President Michael Spindler gave more power to David Nagel and Dan Eilers. Nagel will oversee Research and Development (R&D); Eilers will head the new Marketing & Solutions (M&S) division.

Sources said under the new organization Eilers' group will be the driving force of the company, having absorbed many of the marketing functions from Jim Buckley, president of Apple USA, the company's sales arm.

Also, Keith Fox, vice president of marketing and channel strategies under Buckley, will become vice president of home and small-business marketing, and will be reporting to Filers

Resellers, however, are skeptical. Peter Jackson, president of Dataflex Corp., Edison, N.J., said, "Their core competency has been ease of use in the software area. Now Windows 95 is taking some of that away." Although Jackson said the reorganization makes sense, he add-ed that reorganizations are costly in the short term and can disrupt current relationships.

A channel executive who requested anonymity said, "They have to build some stability and some relationships. They also have to interest some developers."

But Spindler said in a statement, "We are ready to put increased marketing and R&D focus on those sectors where we see significant future growth potential, and where Apple has considerable competitive advantage."

Don Strickland, Jim Groff and Satjiv Chahil will become vice presidents of business/government, K-12 education and entertainment, respectively. They will report to Eilers, as well. Under the new organization, six Apple units will report directly to Spindler: all three Apple geo-sales units; manufacturing and distribution; M&S; and R&D.

Sources said that Apple's reorganization creates a stronger R&D division and puts software development and software/hardware integration back at the company's core.

Diery, who oversaw the sales units, distribution and hardware, said he was leaving the company because the new structure left him without an equivalent position.

Tim Bajarin, president of Creative Strategies, said, "It makes sense to combine research and development. What this will do is help speed product to market." Bajarin added Apple has to reduce its nine to 12-month product cycle to a period as short as six months.

That could help bolster Apple's market share and offer more aggressive pricing, analysts said.

### A New Apple Newsletter

by Les Anderson

A new Apple Newsletter started publication in January. It is called "The ?Bad Apple". The first issue was 18 pages, printed with an ImageWriter, using Publish-It. The editor is Edward Jonas, and appears to have written the entire newsletter.

The opening article (an editorial??) explains how he started using computers and some of the problems encountered. Most of the remaining pages are a listing of Apple product suppliers, and an in-depth description of the products offered. There were several that I was unaware of, so he certainly did his homework.

I would have liked to see an article or two on tips about some Apple products, or software. That would be more valuable to me than some of the other information.

The newsletter is published bi-monthly, and costs \$12.00 per year. Back issues are \$2.00.

The ?Bad Apple, c/o Edge Publications, Attn: Edward Jonas, 3321 Turnabout Loop, Cibolo, TX 87108

# **Desperately Seeking Solutions**

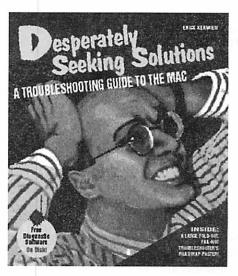
The Macintosh Troubleshooting Guide By Erica Kerwien Submitted by Tom Gates

A book/disk lifesaver for those who can't wait to solve Macintosh problems and recover from disasters!

\* Covers preventive measures and procedures so users can

tell whether a problem is software - or hardware -related

- \* Disk includes valuable diagnostic and troubleshooting software
- \* Tear-out troubleshooting map in color helps readers diagnose and cure Mac ills Covers Macintosh, 494 pp.



### Close up pix

Submitted by Denis A. Diekhoff

I don't know if you got this as a halftone or not, but what I did in Photoshop 1.0 was to brighten it up almost 50%, then reduce the contrast a little over 10%, then halftone it to 53 lines at 45 degrees. It looks ok out of my stylwriter.

"This picture was taken with my Connectix QuickCam, which was demonstrated at the March Main Mac meeting. I'd heard that there was an article in Mac Week about taking the thing apart to adjust the focus (and I loooooove taking things apart). Well the lens mount of the camera is screw mounted, factory adjusted, and held at that adjustment with a set screw. When the set screw (very small phillips) is loosened, the focus can be adjusted to less than 1/4". If your a little shy about cracking yours open, give me a call, and

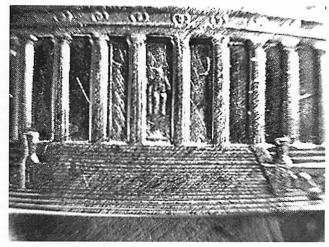


Photo taken with a Connectix QuickCam.

### I'll walk you through it, it's no big deal after you've done it once."

### **April Main Mac SIG Meeting Minutes**

The Main Mac SIG Meeting was held at the Washburn Library on Thursday, April 13, 1995. The program featured LeRoy Lind and Bill Pedersen from Lind Electronics, a Minneapolis supplier of Macintosh portable power computing needs since 1984. Following a few words from Mr. Lind, Bill (a former longtime Apple employee) presented Lind's product line. PocketNet, a compact travel telephone/network cord in a case, looked like a doubleended tape measure. A special high tensile strength RJ11 cord is used in the coil. PocketNet avoids a telephone cord rat's nest in your PowerBook case or suitcase. When on travel, Bill said not to plug your modem into a digital phone line, because it will smoke and "modems are always too young to smoke." With a combination of one PocketNet cord and two PhoneNet connectors, you can connect two PowerBooks to create a network while flying at 40,000 ft. Another product, BookEndz, which is a PowerBook dock, allows you to engage/disengage a PowerBook from all attached peripherals with one sliding motion. BookEndz makes your PowerBook readily portable.

Lind Electronics also sells a line of PowerBook battery chargers/conditioners. Bill explained that these products properly discharge your PowerBook batteries down to 1V/cell before recharging, thus extending your battery life. Manual discharging typically drains a battery down to only about 5V/cell. A battery should be conditioned once every 2 to 4 weeks. Bill concluded his presentation by giving away a number of products to PowerBook owners only. The freebies included two PowerBook 500 series automobile power adapters (regularly \$99.95 each), two PowerBook 100 series automobile power adapters (regularly \$69.95 each), one PocketNet travel telephone/network cord (regularly \$29.95), one single battery charger/conditioner for the PowerBook 500 series, and one optical mouse (which you didn't have to be a PowerBook owner to win). If you owned a PowerBook and attended this meeting, you had an excellent chance of going home happy.

Earlier, Mike Carlson, SIG Leader, opened the meeting and stated that the May meeting will be held at the Apple Computer Center. The June meeting will return to the Washburn

Library. Next, Mike moderated the Question & Answer section. How to secure a mouse to the computer workstation? Several answers included 1) a swaged fitting attached to a metal cable and the mouse cord or 2) attached a small padlock around the mouse cord with a lanyard attached to the shackle of the lock. In regards to disappearing mouse balls, no useful answer was provided. Then, Denis Diekhoff related his recent experience with MacUSA (DTP Direct), a local firm. He stated that MacUSA had gone beyond the call of duty in providing him with service. Apparently, his hard drive, still under warranty, failed following installation into third party's external case. In the subsequent troubleshooting (two hard drives later), the external case power supply was determined to be at fault and not the warranted hard drive. Even though the cause of failure was someone else's external case, MacUSA gave Denis a replacement hard drive at no cost.

Following the meeting, The Pie SIG met at Perkins at 60th and Nicollet.

### **GOOD DEALS #21**

by Ken Slingsby

This is another installment in a series of articles which list good deals and press releases that have been brought to our attention via a news source established by Apple Computer Co, AppleLink. Due to the constraints of space in our newsletter and time available, the articles have been greatly condensed. All were posted in their entirety on the Club's BBS. To read the full articles, plead or beg a friend who has access to the BBS to copy it for you.

As an aid in your review of the articles, I have divided them somewhat arbitrarily into DEALS and PRESS RELEASES. The DEALS include price, dates available, and the address of the vendor. Most of the DEALS are special limited time offers with a significant price reduction. They are presented here as a service of Mini'app'les. The PRESS RELEASES are to make you aware of the new products. You may have to hunt to find a dealer that supports the product.

Mini'app'les makes no claim as to the usefulness or quality of the products offered herein. The User Group does not endorse the products and is not supporting the products. The following is not paid advertisement. There may be other products mentioned on AppleLink not appearing here. If so, that is an omission, not a refusal of the product. As in all purchases, buyer beware!

Please remember that the Good Deals bargains may be limited in quantity. The seller may not have any product in stock by the time this article is printed.

Products and names mentioned in this document are trademarks of the respective companies. Some of the following is Copyright (c) 1995, User Group Connection. All Rights Reserved. Apple-Authorized User Groups may redistribute this information to their members (or use it to recruit them) at meetings, in newsletters, by fax, or bulletin board systems.

### **DEALS**

User Group Member Purchase Program (UGMPP)

To order or for more information, call (800) 350-4842.

Note from Ken: The User Group Connection has not released its monthly catalog of Good Deals! for this month. Please call their number for information on availability. Sorry for any inconvenience this may have caused.

### **PRESS RELEASES**

**Apple Rolls Out Internet Solutions** 

INTERNET WORLD, San Jose, CA—April 10, 1995—Apple
Computer, Inc. unveiled at the Internet World show here today three initiatives that greatly extend the ability of Apple customers to tap into the tremendous information resources and growing influence of the Internet and the World-Wide Web. Specifically, Apple announced the Apple Internet Server Solution for the World Wide Web, which

makes it affordable and easy to publish information and establish a presence on the Information
Superhighway; the Apple Education
Series: Personal Internet Solution
Bundle, which brings school districts, school librarians and individual teachers within arm's length of the Internet; and the company also announced that eWorld, the company's growing online service, intends to offer access to the World-Wide Web this summer.

The new server solution is an allin-one package that includes a PowerPC processor-based Workgroup Server and all the software needed to make the server accessible to others on the World-Wide Web (WWW). The Apple Internet Server Solution is designed for individuals or groups, including marketing professionals, customer service organizations, educational institutions and IS managers in large corporations, who are interested in building a presence on the World-Wide Web. The Apple Internet Server Solution is a natural choice for customers who are already using the Macintosh platform for print and multimedia development.

The Apple Education Series:

Personal Internet Solution Bundle contains all the elements to make it easy for schools to connect to the Internet and access the World-Wide Web—including software, an external modem, a step-by-step guide and a trial offer from a national Internet service provider. Included as part of the Internet bundle will be a helpful on-line guide to the Internet for educators, first in a series of compelling Internet destinations from eWorld.

eWorld is expected to add full World-Wide Web access to its growing collection of content and capabilities this summer. Web access will come soon after the release of the next version of eWorld—codenamed Golden Gate—which is scheduled for a spring release and brings selective Internet access, intelligent mail capabilities, and expanded multimedia capabilities to the growing service. eWorld currently has more than 80,000 subscribers and more than 240 publishers.

APPLE'S WORLD-WIDE WEB PAGES: Can be accessed through http://www.info.apple.com/apple.su pport.area.developer; also Apple Business Systems Virtual Web Site User Group Information Exchange can be accessed through http://abs.apple.com.

### **AppleCD 600e Release**

LAS VEGAS, Nevada (National Association of Broadcasters/Multimedia World Show)—April 10, 1995—In support of its commitment to offer customers cutting-edge multimedia hardware at reasonable prices, Apple Computer, Inc. today unveiled the AppleCD 600e Quad-Speed CD-ROM player. The AppleCD 600e is twice as fast as previous CD- ROM players from Apple, allowing users access to the latest multimedia applications including those with full-screen, full-motion video.

At 684.4 Kbps streaming data transfer rate, it is faster than most other quad-speed players currently on the market. A 256 Kb cache memory will allow it to burst transfer 5.1 Mb per second, enabling large files to be transferred from a CD-ROM quickly and efficiently. Access time is 167.5 milliseconds, which provides a significant reduction in the click and wait time experienced by users with double speed CD-ROM players. These enhanced performance features combine to create a much richer, 'TV-like' experience for multimedia consumers.

The AppleCD 600e is expected to be available in the U.S. and Canada in May 1995 and in Europe and Asia in June 1995. The ApplePrice is US\$349. Customers can call 1-800-538-9696 to obtain the name and location of the nearest Apple dealer.

### **Ask Apple**

CUPERTINO, California—April 17, 1995—Apple Computer, Inc. customers no longer have to use a telephone to get their questions about the company's products answered quickly, accurately, and directly. Beginning today at 9:00 a.m., PDT, Apple is rolling out "Ask Apple"—direct on-line support for Apple products offered exclusively in the company's on-line service, eWorld. This means that Apple customers can now post a technical question in

eWorld—and get an official response from Apple support professionals by the next business day—at no extra fee.

Apple's on-line customer support is just one component of an array of customer support offerings, which include telephone support for customers in the U.S.; Apple Fax on Demand, which offers product literature and technical support information by fax; Apple Support information and Apple software updates published to on-line services and Internet sites; the Information Alley, a bi-monthly electronic news magazine that features popular support tips and in-depth articles on Apple products and fee-based services including the Support Professional Solutions Series, which provides information and support for Apple's corporate customers.

eWorld is a powerful, yet easy-touse, global family of on-line services from Apple Computer, Inc., which include eWorld for Macintosh and NewtonMail—eWorld's messaging service for Newton personal digital assistants. Included on most Apple Macintosh computers, the software is also available free to all US Macintosh users by calling 1-800-775-4556. A windows-based version of eWorld is expected to be available in 1995.

### **New Canada's Capital CD-ROM**

The rich and colorful history of Ottawa, Canada's national capital, has been vividly captured in a new multimedia CD-ROM entitled 'Canada's Capital: The Story of Ottawa,' from Timebox, Inc.

Narrated by Jean Pigott, former Member of Parliament and Chairperson of the National Capital Commission, the CD was officially launched at a reception in Ottawa March 27, 1995, hosted by the publisher.

Ms. Pigott, a long-time Ottawa resident, offers a warm and highly personalized tour of the National Capital area, spiced with a myriad of stories and anecdotes behind the statues, monuments, and historic

buildings which grace Ottawa's downtown core.

'Canada's Capital: The Story of Ottawa' includes over 350 pictures, photographs, and movies depicting Ottawa from 1800 to today. Relive the arduous construction of the Rideau Canal system originally built to repel American invaders, but now host to thousands of US and other visitors annually as the world's longest winter skating rink. Tour the Gothic-style Canadian Parliament Buildings which have dominated the Ottawa skyline for over a century. Relive dramatic events in Ottawa's past and present, from the original explorers to the triumphant visit of Mikhail Gorbachev and more.

Both Macintosh and Windows versions will be available March 27th, 1995 at a suggested retail price (SRP) of \$84.95 (US). Expected 'street' and educational pricing is likely to be under \$70; and as a special introductory offer, online users can order Canada's Capital for US\$49.95 directly from Timebox, Inc. until May 31, 1995.

Timebox, Inc. specializes in the educational market, and has received high praise for the high-quality visual and textual content of its CD-ROM products. 'Canada's Capital: The Story of Ottawa' is its fourth release. Other available titles include:

- The Adventure Book of Columbus
  - Columbus... Day by Day
  - Spacetime

Contact: Peter Harris Phone: 613-236-8969 Fax: 613-236-9232

#### **Newton Solution Bundle**

CUPERTINO, CA April 10, 1995
Apple Computer, Inc.'s Education
Division announced today the
Newton Solution Bundle, designed
to offer educators on the go a productivity tool for capturing, organizing and communicating information. The product is the latest addition to the Apple Education Series, a
suite of products and programs that
help educators effectively use and
integrate technology into their learn-

ing environments.

The Newton Solution Bundle combines the cutting-edge technology of the Newton MessagePad 120 with leading hardware and software tools to help educators continue to be productive when they are away from their desks. "We know how valuable an educator's time is, and any time spent outside the school has to be put to its maximum use. Now, with the Newton Solution bundle, everyone from administrators to teachers can actually catch up on tasks and stay productive because they have the information they need right at their fingertips. They can update calendars, manage expenses and even enter grades and work on attendance reports wherever they are," says Mario Diaz, marketing manager for the Apple Education Series.

In addition, the bundle includes six premier software applications that offer mobile educators ways to stay productive. They include:

- Notion: The Newton List Manager by Eidetic, Inc. and StarCore. An organizing tool to help you keep appointments, agendas, phone numbers, supply lists and school project details in one place.
- Graffiti by Palm Computing, Inc. A tool that enhances Newton's handwriting recognition capability, allowing you to streamline your note-taking, as well as maintain calendars and organize to-do lists.
- Action Names and Agenda by iambic Software. A program that extends the capabilities of the built-in MessagePad calendar and names file. Offers automatic updating between your schedule and contact names, phone numbers and addresses
- GradePoint by Sunburst Communications, Inc. This electronic gradebook allows you to add new grades, receive updates about student performance and export grades to any spreadsheet program or MIS program that can read tab-delineated information.
- FilePad by HealthCare
   Communications and StarCore. A

flat- file database program that lets you manage everything from classroom inventory to student records.

— Newton Utilities by StarCore. This utilities package offers time-saving shortcuts and ways to make the most of the MessagePad's memory through its Software Manager, Memory Manager, Shortcuts and Scrapbook features.

The Newton Solution Bundle sells for \$649. The Bundle is also available for sale with either of the Teacher Solution Bundles, a hardware/software package that includes everything teachers need to handle their classroom management tasks. The Teacher Solution bundle in combination with the Newton Solution Bundle is available in two configurations:

- With the Power Macintosh 5200/75 LC (AV configuration). Prices start at \$2,849.
- With the Macintosh LC 580. Prices start at \$2.099.

The Newton Solution Bundle will ship by May, 1995 and may be ordered immediately by qualified educators. To order, educators may contact 1-800-800-APPL or their Apple representative.

#### PowerBook 150

CUPERTINO, California—April 17, 1995—Apple Computer, Inc. today announced pricing actions and a new configuration of its popular PowerBook 150 value-line. Effective immediately, the price of the PowerBook 150 will be reduced by 27%. At the same time, the company is also offering a new configuration of the PowerBook 150 with twice the hard drive capacity as the original configuration, but at an even lower price.

Pricing and configuration changes for the PowerBook 150 are as follows:

- PowerBook 150, 4/120, former price \$1469, new price \$1,069
- PowerBook 150, 4/250, \$1,229

Actual street prices may vary depending on configuration purchased and services provided by

reseller.

#### Personal InterNet

INTERNET WORLD, San Jose, California—April 10, 1995—Apple Computer, Inc., today brought school districts, school librarians and individual teachers within arm's reach of the Internet with the introduction of the Apple Education Series: Personal Internet Solution Bundle. The new product is the latest addition to the Apple Education Series, a suite of products and programs that help educators effectively use and integrate technology into their learning environments.

The Apple Education Series:
Personal Internet Solution Bundle
combines all the components necessary for schools to easily connect
Macintosh computers to the
Internet, and is available for a fraction of what it would cost schools to
assemble all the components individually. The bundle includes:

- Internet Software Package. The software includes Netscape Navigator, a Worldwide Web Browser from Netscape, Eudora by Qualcomm Internet Mail, and an Internet serial line connection package.
- Local Reference CD Pack.
  Educators can use CD-ROM research tools such as encyclopedias in preparation for venturing onto the Internet for additional information.
  The CD Pack includes Time Almanac: Reference Edition from Compact Publishing, Inc., Grolier Multimedia Encyclopedia from Future Vision Multimedia, Inc., INFOPEDIA from Mindscape, Inc., and Electronic Arts 3D Atlas from Electronic Arts.
- Internet provider connection. The first three months of maintenance fees are waived with the connection to Portal Information Network, a national Internet provider. Subsequent months of connection can be purchased by the customer directly from Portal Information Network. The company provides over 1,500 local access numbers in the United States, allow-

ing most educators and schools to avoid costly 800 number surcharges or long distance charges.

- Modem. The bundles and the stand-alone kit include an external Global Village 14.4 modem.
- Getting Started Guide. Included is an easy-to-follow guide describing in both pictures and text how to set up the modem, install the software, and create an Internet account.
- Discount coupons for education reference materials:
- A discount on the National School Board Association's Special Report "Telecommunications and Education: Surfing and the Art of Change."
- A discount to purchase "Education on the Internet," a book by Jill H. Ellsworh from SAMS Publishing detailing the use of the Internet in the classroom. It includes resources by curriculum areas, and directions on how to find information on the Internet.
- Three months free subscription to "Classroom CONNECT," a monthly guide to using the Internet and commercial on-line services in education, published by Wentworth Publishing, Inc.

The Apple Education Series: Personal Internet Bundle is available for the Power Macintosh 5200/75 LC, the Macintosh LC 580, or as a stand-alone kit that educators can use to connect their existing Macintosh computers to the Internet.

— Stand-alone Kit includes an external Global Village 14.4 modem, Internet Software Package, Internet Access, Getting Started Guide, discounts on education reference materials, and the Local Reference CD Pack. The stand-alone kit is priced at \$299 and will be available in mid-May.

### QuickTake 150 Digital Camera

CUPERTINO, California—April 17, 1995—Apple Computer, Inc. today announced immediate availability of the QuickTake 150 digital color camera for Macintosh, Power Macintosh and Windows computers. The QuickTake 150 is an enhanced version of Apple's award-winning QuickTake 100 digital color camera—a lightweight, portable device for use in business, home offices, education, publishing and on-line services. The QuickTake 150 offers several new features that enhance performance, quality and convenience without an increase in price.

Significant enhancements in the camera include improved image quality and resolution, twice the storage, and a no-fuss "What-You-See-Is-What-You-Get" (WYSIWYG) close-up capability. The QuickTake 150 offers a choice between highand standard-quality settings. Image quality has been enhanced with new image processing, and infrared lens and sensor coatings. Using improved compression technology, base resolution has been increased to 640 by 480 pixels for all images, offering superior resolution on the standard setting. The camera can store 32 standard-quality or 16 high-quality, 24-bit color images, or a combination of both. A snap-on, close up lens system lets users capture highquality images from just ten to 14 inches away for easy snapshots of small images or details needed for publishing or specialized business applications. The new lens also features a flash diffuser for shooting closeup work without washing out the subject, and viewfinder optimization ensures that photographer and camera are seeing the same thing (parallax error correction).

Both the QuickTake 150 for Macintosh and the QuickTake 150 for Windows are priced at \$739 (U.S. Apple price) and include all the necessary software, cables, and batteries to begin use immediately. The two product offerings are differentiated by the software, user guides and cable included. The Macintosh version of the camera includes software for both Power Macintosh and 68K-based Macintosh computers. For further information, customers in the United States should call the Apple Referral Center at 1-800- 538-9696.

More information and downloadable sample images can also be found on Apple's World Wide Web site at http://www.apple.com. Customers outside the United States should contact their local Apple office for information. Additional Accessories

Also available are several accessories for the camera, including Cross Platform Kit, consisting of user guides, software and cables for Windows computers, a Software Developers Kit, a travel case, battery booster pack, and AC adapter. The travel case features a leather camera grip providing a video-like camera handle with additional abrasion and shock resistance. Also included is a protective carrying case that can be worn around the waist or carried over the shoulder. The battery booster pack is an external battery source providing power for thousands of pictures. It includes eight easily replaceable AA lithium batteries. The booster pack is about the size of a three by five inch card and can be placed in a pocket or worn on a belt with the integrated belt clip. Users wishing to power the QuickTake 150 with AC power can use the original PowerBook AC adapter or the QuickTake AC adapter. The travel case (\$79 U.S. Apple price), battery booster pack (\$49 U.S. Apple price) and QuickTake 100 AC adapter (\$65 U.S. Apple price) are immediately available.

### StyleWriter 1200.

CUPERTINO, California—April 17, 1995—Apple Computer, Inc. today announced the Apple StyleWriter 1200, a significant enhancement to its popular StyleWriter II inkjet printer for Macintosh computer systems. The StyleWriter 1200 offers the same award-winning design as the classic StyleWriter II, but offers several new features that enhance print quality, performance, and convenience for home, education and small business users at the affordable price of just \$269 (U.S. Apple price).

The StyleWriter 1200 prints quality images and sharp text at three

pages per minute in normal print mode. The printer provides 720 by 360 dots per inch (dpi) resolution for smooth edges on black and white pages, and 360 by 360 dpi on pages containing grayscale. The printer offers 64 TrueType fonts, providing a wide variety of type styles and sizes, and prints easily to a wide range of media, including plain paper, glossy and premium paper, envelopes, transparencies, and Apple's latest medium, back-print film. The StyleWriter 1200 connects directly to any 68020-based CPU or higher Macintosh and through Apple's GrayShare technology, users can share the printer over a variety of networks. The printer supports both Apple's standard QuickDraw and QuickDraw GX imaging architectures and features a Power PC-native driver. In addition, the unit offers a convenient, built-in power supply and uses a standard AC power cord. It also turns on and off automatically, saving energy and wear and tear on the unit, and complying with the **Environmental Protection Agency's Energy Star guidelines. Effective** immediately, the Apple StyleWriter 1200 is available through Apple authorized resellers worldwide. The U.S. Apple price is \$269. For further information, customers in the United States should call the Apple Referral Center at (800) 538-9696.

### Staff Development Workshops.

CUPERTINO, California—April 18, 1995—Apple Computer Inc.'s Education Division announced today a national series of staff development workshops designed to help teachers integrate technology into their classroom practices and to provide for on- going technology staff development. This initiative stands in marked contrast to a recently issued government report that reveals a lack of adequate technology training for teachers.

Apple Staff Development Workshops and consulting service are designed to provide educators with the tools, strategies and models for integrating technology into the curriculum as well as how to set up a program for continuing technology staff development. The emphasis of the workshops is on showing educators the next step beyond using applications—how to blend computer use into the curriculum. Most of the workshops and services are conducted on school premises and are available to schools nationwide.

Apple Staff Development Workshops and Services include:

—Technology and Curriculum Integration Workshop. This workshop introduces a hands-on process for integrating technology into classroom activities. Teachers will learn to rethink and reorganize activities to gain the benefits of technology. Two days; on-site for groups of up to 12 participants.

—Multimedia and Curriculum Integration Workshop. In this workshop, teachers develop skills to work with their students to design innovative interactive multimedia projects. Participants will learn to rethink and reorganize classroom activities to gain the benefits of multimedia technology. Two days; on-site for groups of up to 12 participants.

—Leadership Workshop for Technology Program Development. This workshop helps teams of teachers to establish their classrooms as model sites for technology staff development. It is designed for educators who want to apply some of the ACOT teacher development principles to foster on-going staff development. Three days; on- site for groups of up to 12 participants.

—Leadership Extended
Workshop for Technology Program
Development This workshop helps
teachers and administrators to create
environments for on-going staff
development in working classrooms.
Participants will meet with
researchers and leaders in staff development. Five days; central location.

—Consulting Services. Intended for administrators, trainers and planners who want to develop a comprehensive staff development program. Upon completion of this session, participants will receive a customized summary of an implementation plan. Two-days, on-site for groups of up to 12 participants.

Educators can order the workshops by calling Apple at 800-800-APPL or their Apple representative. The Apple Education Staff Development Workshops will begin to be offered in the summer. Pricing for the courses are as follows: Technology and Curriculum Integration Workshop, \$3,500 per group of 12; Multimedia and Curriculum Integration Workshop. \$3,500 per group of 12; Leadership Workshop for Technology Program Development, \$6,500 per group of 12; Leadership Extended Workshop for Technology Program Development, \$1750 per participant: and Consulting Services, \$4,500 per group of 12.

(Continued from page 8)
(Pinpoint had done something similar, by taking sa-P for its own purposes).

A macro was actually a series of keystrokes that could be entered from the keyboard (similar to WPL programs for Apple Writer), but was automated so that a single keypress would activate it. For example, typing a return address could be assigned to the sequence solid-apple-A (sa-A). Or sa-S could be defined to save ALL the files on the desktop and quit the program. Anything that could be done manually with

AppleWorks could be automated with MacroWorks, and it could even do some things that could NOT be easily done manually.

The idea of automating keystrokes in AppleWorks was not unique to MacroWorks; soon after, AutoWorks was released by Alan Bird of Software Touch, and Pinpoint Publishing got into the act with their product, Keyplayer. Brandt upped the ante later in 1986 with an upgrade called Super MacroWorks, which added a few new features and was made to work specifically with the new version 2.0 of AppleWorks.

It didn't take long for the other companies to come out with enhanced versions of their programs to work with the newer version of AppleWorks. But the most significant enhancement yet came during 1987. Beagle Bros had just undergone a change in management, as its founder Bert Kersey retired and merged his company with Software Touch. Mark Simonsen and Alan Bird, owners of Software Touch, had previously worked at Beagle before leaving to start their own company. Aside from AutoWorks, they had released enhancements such as SideSpread (which would allow a spreadsheet to be printed sideways on a dot matrix printer) and FontWorks (which allowed word processor files to be printed using different font styles and sizes, using codes embedded in the WP text). As they merged back into the Beagle fold, they brought with them plans for a series of AppleWorks add-ons and enhancement. These would be accomplished via a new core program (or "engine", as they called it) called TimeOut.

Written by Alan Bird, TimeOut installed itself into AppleWorks and interfaced directly with Lissner's remarkable built-in memory manager. The neat thing about TimeOut was that after the engine itself was installed, adding other modules was no more complicated than copying them over to the disk from which AppleWorks started. This addressed one of the problems with all of the other enhancement programs available; if they were not installed in the correct order, the patches would begin to step on each other, and crashes were much more likely. TimeOut provided a clearly-defined protocol for adding new features to AppleWorks without this patching

hassle.

The first TimeOut modules released included DeskTools, FileMaster (which allowed file copying and more), Graph (spreadsheet graphing), QuickSpell, SideSpread (update of the older Software Touch program), SuperFonts (update of FontWorks), and UltraMacros (a more powerful version of Randy Brandt's Super MacroWorks, using ideas from AutoWorks). More followed in subsequent years, including a thesaurus module and a full-featured telecommunications module that worked within AppleWorks.

### **ENHANCEMENTS: JEM SOFTWARE**

Over the years, Beagle Bros has been a major contributor to the longevity of AppleWorks through its many TimeOut enhancements. And they did many users a favor by making upgrades available virtually free, through a program they called "Beagle Buddies". Just contact your Buddy, give evidence that you really owned the program, and he would update UltraMacros from version 3.0 to 3.1, without charge. The down side of this service, however, was that there was NO income received by Beagle for updates, making it financially difficult to pay the authors of those updates for their work. For this reason, authors like Randy Brandt (one of the AppleWorks 3.0 revision authors) have decided to start their own private company for release of other products for AppleWorks. Through his company, JEM Software, he released PathFinder, which made setting the pathname for the AW "Add Files" menu easier and faster to change. Although that feature was built in to AW 3.0, Brandt did not stop there. With the help of Dan Verkade, he created TotalControl, which adds features to the database module that make specific qualifications for the type of entries that can be made in new or existing records. DoubleData changes the database module so AW can handle twice as many categories per record as it was designed to do. Mr. Invoice gives the capability of producing invoice-type documents with AppleWorks, and DB Pix adds graphic capability to the database, displaying single and double hi-res and Print Shop / Print Shop GS graphics. Brandt also wrote an update to UltraMacros 3.1, called Ultra 4.0, which added considerable power to the macro language. All of these add-on programs extend the usefulness of AppleWorks for very specific applications, significantly extending the lifespan of the program.

Brandt also came up with the concept of "inits" for AppleWorks. These programs are installed to AW via a small patch that allows it to look for them. Adding an init is simple; it is just copied into a subdirectory called AW.INITS, and any binary program found there with a name that starts with "I." is automatically loaded and patched in at startup time. These inits range from one that improves the handling of the screen print function built-in to AW, to other much larger applications (TotalControl is added via an init, for instance). The difference between these inits and TimeOut applications is that inits are always working, whereas TimeOut programs have to be specifically activated to work. Brandt used the same concept of simple extensions when he designed Ultra 4.0; more commands (called "dot commands") can be added to the macro language in the same way as other inits.

### **ENHANCEMENTS: PATCHES**

As with other popular programs, there have been many patches that have appeared over the years to customize AppleWorks to do things more to a particular user's likings. These first appeared as one to several byte patches that would be applied using Applesoft, poking the bytes to memory and then using the BASIC.SYSTEM command "BSAVE" to put them into the right place in the program. Patches were published in various places to do things like changing the pitch and duration of AW's awful error tone, make it possi-

ble for AW to access a disk device in slot 1 or 2 (which it refused to do ordinarily), or make more than one custom printer (not easily done in versions prior to 3.0). Other patches were published to fix various bugs that were uncovered over time. Eventually, these patches were collected into several different programs whose purpose was to streamline the process. Randy Brandt, through JEM Software, released Late Nite Patches for AppleWorks 2.0. John Link created a program called SuperPatch that he provided via online services initially, later changed it to shareware as it got more and more massive, and eventually arranged for it to be sold via Quality Computers. Written in Applesoft, John's program made it possible to not only apply the various patches, but to also remove them neatly.

Beagle Bros came out with AW 3.0 Companion (later updated to Companion Plus) which allowed not only a large number of useful changes to be made to AppleWorks, but also included a version of Mark Munz' Patcher program to correct some bugs that had made it into the program (and which Claris refused

to fix via an upgrade). The Beagle program followed John Link's lead by making it possible to remove most patches as easily as they were applied.

#### **BEYOND APPLEWORKS**

AppleWorks is probably the most powerful integrated program ever written, in terms of speed (being text-based) and overall useability for a wide range of purposes. Although Claris did release a IIGS version called AppleWorks GS (which was actually a re-write of an older program, GS Works, which they purchased from Styleware and remodelled slightly), that program is significantly different from AppleWorks and cannot be considered an upgrade. Claris as a company has shown absolutely no interest in releasing a v3.1 upgrade, even just to fix the known bugs in the program. Other features that could be added. such as the ones provided via TotalControl or DoubleData or even UltraMacros, COULD be made a part of AppleWorks out of the box, but Claris' attention is on the Macintosh. It is highly unlikely that any enhancements beyond those

that appeared in version 3.0 will ever appear from Claris; but with prolific authors like Brandt, Munz, and others, additional features that some users want will continue to be available.

**NEXT INSTALLMENT: Magazines** 

#### NOTES

<1> Weishaar, Tom. "Miscellanea", OPEN-APPLE, Nov 1986, p. 2.74. <2> Williams, Warren, and Carlton, Steve. "AppleWorks", THE APPLE II GUIDE, Fall 1990, pp. 36-45. <3> Weishaar, Tom. "Reality And Apple's Vision", OPEN-APPLE, Nov 1987, pp. 3.73-3.74.

<4> Weishaar, Tom. "Does Your Mother Love You?", OPEN-APPLE, Jan 1986, p. 1.97.

<5> Weishaar, Tom. "New \$999 Apple IIGS Arrives", OPEN-APPLE, Oct 1986, pp. 2.65-2.67.

<6> Deatherage, Matt. "Who's Who In Apple II", GENIE LAMP, Aug 1992. <7> Brandt, Randy. (personal mail), GEnie, E-MAIL, Jul 1991. <8> Brandt, Randy. GEnie, A2 ROUND-TABLE, Jun 1992, Category 13, Topic 16.

<9> Weishaar, Tom. "AppleWorks 3.0 A Blockbuster", A2-CENTRAL, Jul 1989, pp. 5.41-5.46.

<10> Weishaar, Tom. "Miscellanea", OPEN-APPLE, Jun 1986, p. 2.33.

### Info-Mac info

by Brian Reck via Fritz Stunnek Submitted by Tom Ostertag

I saw this in the comp.sys. mac newsgroups today (perhaps a little late, but...): Gift to Info-Mac Forces Close of SUMEX-AIM Macintosh Archive

by Brian Reck, Assistant Director of the Info-Mac Network Office of Special Projects Boston, April 1

The Info-Mac Network, provider of the Info-Mac Archive and publisher of the Info-Mac Digest, announced today that its primary archive site, at sumexaim.stanford.edu, will be permanently closed by the end of this month. The Info-Mac Moderators indicated that the cause of this closure has been precipitated by events that they

originally thought would benefit the archive significantly.

In mid-January of this year, America Online, a service provider often unfairly denounced by critics as a burden to the Internet, generously offered to donate a high-end Sun server to Info-Mac in return for help in establishing a local mirror of Info-Mac. The Moderators were thrilled at the opportunity to expand Info-Mac's services that the new server would provide.

However, upon breaking the news to the system managers at Stanford University, current home site of the Info-Mac Network, the Moderators were informed that Stanford did not wish to assist in the installation and maintenance of the new server. Furthermore, the

Stanford managers stated that they no longer wished to support Info-Mac, and asked the Moderators to make preparations to move the service elsewhere.

Shocked and demoralized, the Moderators began a search for a new home site, fearing that no organization would step forward, given the significant network load that the primary server places on its host site. Miraculously, the Massachusetts Institute of Technology of Cambridge Mass., a rival science and engineering school of Stanford, offered to sponsor the Info-Mac Network, perceiving the opportunity to enhance both the quality of the service and its image as a provider of free services to the Internet community.

The Info-Mac Moderators are now making plans to set up shop at MIT and have registered a new domain name for the service, Info-Mac.ORG. A variety of new services are planned, including a Web site, new support for mirror sites, and new versions of the Info-Mac Digest.

The Moderators expect the current primary server at Stanford, sumex-aim.stanford.edu, to cease operation on behalf of the Info-Mac

Network within one month, but, as a result of the dramatic upward turn of events, do not expect any interruption in service.

### mini'app'les Board of Director's meeting minutes

### April 6, 1995

Matthews Center, Minneapolis Submitted by Roy Sorenson

#### **Attendance**

Members: Greg Carlson, Brian Bantz, Jacque Gay, Roy Sorenson, Erik L. Knopp, Steve Thompson, Les Anderson, Bob Demeules, Eric Jacobson, Owen Aaland. Absent: David Laden. Guests: Tom Gates, Bruce Thompson, Nick Ludwig, Dick Peterson, Pam & Harry Lienke, Melvyn Magree.

Mar. meeting minutes were accepted with minor correction.

### Treasurer's Report by Jacque Gay:

March showed a profit of \$824.92 (newsletter printing bill – about \$250 - hadn't been received yet.) The check for Voice mail service was lost in the mail. There were questions about the deposit check held by Apache Plaza for the swap meet: Tom and Brian will sort this out with Apache. Nick reported on his audit of club books: he commended Jacque and said the books are in good order. He offered these recommendations: 1. that the club continue to use MYOB software for the club finances. 2. a procedure for handling non-cashed checks be established (for example, to void after 6 months and 1 notification). 3. a binder for forms and licenses. 4. checks be stapled to the balance sheet. Jacque provided a copy of the entire balance sheet. Jacque added that the Treasurer files club sales tax once a year, and we haven't been required to file federal or state income tax. Brian will try to get a discount on the MYOB program. Treasurer's report accepted.

### President's Report by Greg Carlson:

Greg welcomed the guests to the meeting. He hasn't reached Chuck Theisfeld to recover club equipment, or contacted Hayes for a copy of their questionnaire – he will try to resolve these by May.

### Vice President's Report by Brian Bantz:

Brian admitted the food bill for the general meeting was high, \$361. Brian has received a new copy of our Apple software license, which does permit electronic distribution. (In discussion, it was clarified that this covers System Updates, not the System 7.5 software itself.) In passing, he mentioned that our mini'app'les name is a source of confusion. He forwarded a request by Apple's Quick Connect and the EFF (Electronic Freedom Foundation) for user group members to lobby against a Senate telecommunications bill which would put prohibitive liability onto BBS's. Sysop Dick Peterson said he has more information on this bill. Brian has coupons for members for Apple Personal Diagnostics for \$69. Brian said he wants to work on increasing our BBS participation and is working on getting a modem for when we add a second phone line.

### Membership Director's Report by Bob Demeules:

Bob reports 7 new members, 4 renewals, for a total of 354. Bob is trying to get a copy of the 4D software for the next Membership Director (for the member database), and has more membership brochures being printed.

#### **Software Report**

### by Owen Aaland:

\$120 in March eDOM sales. Owen reported 2 new Apple IIGS eDOMs, and 4 new Mac eDOMs. The Apple II eDOM catalog has been updated and is available on BBS, and the System 7.5 Update is available (to user group members only) in a 4 disk set for \$8.

### Mac SIG Director's Report by Eric Jacobson:

Eric reports good attendance at the SIGs, and some interesting things happening at the HyperCard and FileMaker Pro meetings. Eric will start a PhotoShop SIG this spring.

### Apple II SIG Director's Report by Les Anderson:

The main Apple II SIG will meet at Augsburg Library through the summer, AppleWorks SIG will be changing its site for the summer, and the Apple Novice SIG will meet at the Roseville Library for May through Sept. meetings.

### Publications Director's Report by Steve Thompson:

Steve and Nick visited U.W.-Stout last month to tour their printing facilities. With Stout closing for the summer, summer newsletter options include skipping a month, keep monthly schedule but reduced page number, BBS or disk-based newsletter. Steve will investigate alternative printers. To get a June issue printed by Stout before their summer break, the June deadline will be April 26. After board discussion, Steve said his intention is to stick to our monthly schedule and will inform newsletter contributors of the June deadline after consulting with the newsletter staff. Stout was asked

#### Mini'app'les Handy Form Name: New and Renewing Members -Address: specify your level of support Company: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_(Work): \_\_\_\_\_ □ Individual ......\$25.00 ☐ Student\*.....\$15.00 Occupation: □ Sustaining......\$40.00 □ Foreign ......\$40.00 Member ID#(if applicable): Expiration date: □ Educational.....\$50.00 ID#: \_\_\_\_\_Exp. Date: \_\_\_\_ □ Corporate.....\$100.00 \*Must be a Full-time student Name: \_\_\_\_\_ of an accredited institution. Make Checks Street: Payable to City, State, Zip: "Mini'app'les" Which personal computer(s) do you use? ☐ Power Macintosh model(s) □ Macintosh model(s) \_\_\_\_\_\_ ☐ Apple II model(s) ☐ Other ☐ Check if you want your name What attachments or What are your areas of special I'd like to join! withheld from commercial and peripherals do you use? interest? other non-club mailing lists ☐ QuickDraw printer Business applications Check if you are interested in □ PostScript printer □ Household applications If this is a new volunteer opportunities (see □ Modem □ Educational applications membership, or a other side) ☐ Scanner/digital camera ☐ Desktop Publishing renewal, please ☐ Check if you were referred by Drawing tablet □ Programming take a few minutes ☐ Voice mail a club member. Please give □ Networking to fill out the □ MIDI ☐ Games name questioniare. □ Other □ Other eDom Orders Disk size eDom Title or Description Qtv. Price @ Total Prices: 5.25" eDom: \$3.00 5.25" System: \$1.00 3.5" eDom: \$5.00 \$3.00 3.5" System: Mac System 7(9 disks): \$15.00 GS/OS 6.0.1(6 disks): \$10.00 (Prices include 6.5% Minnesota sales tax) Total merchandise **Current Apple System Software** Version Date **Format** Double price for non-members Apple II, II+, IIc, IIe Add \$1/disk shipping (\$4.00 max) Dos 3.3 System Master 5.25" n/a 09/10/85 Apple II System Disk Grand Make checks Total: (128K required) 4.02 05/06/93 5.25/3.5" payable to **ProDOS Users Disk** Mini app les (64K machines) W/ProDOS 1.9 02/05/85 5.25/3.5" Apple IIGS GS/OS System (6 disks) 4/92 3.5" 6.0

HyperMover(2disks)

n/a

n/a

3.5"

	Last Fold – Seal with Tape	
	Attention:  Membership Director  Software Director	
2nd fold	Mini'app'les P.O. Box 796 Hopkins, MN 55343-9905	1st fold
	1.	
	Dear Mini'app'les Please direct this to the:    Membership Director   Software Director	

to provide a cost estimate for newsletter layout, should John Hunkins leave the area (he graduates from Stout this spring) and a replacement layout person not be found.

### Operations & Resources Director's Report by Erik Knopp:

Erik has tested the new color display panel. The Voice mail is updated through the Main Mac meeting. Sysop Dick reported the BBS hard drive is nearly full, and Bob said he can contribute an 80 Meg drive when Greg gets the hard drive case back from Chuck.

#### **Old Business**

The ImageWriter print head may need repair, but since it is not currently being used the board deferred any action. Steve will get some extra ballots printed and distributed to SIGs. Nick said he has 9 members for the revised Members Helping Members newsletter area.

#### **New Business**

After board discussion, motion by Steve and seconded by Brian to authorize a new conference on the BBS for commercial ads, to run 1 month, offered free to newsletter advertisers: motion passed without dissent.

### Adjournment:

No April executive board meeting. Next board meeting 7 PM, Thursday, May 4, Matthews Center, 2318 29th Ave. S., Minneapolis. Submitted by Roy Sorenson, secretary.

### **ICE Announcement**

Submitted by Steve George

Announcing the Coolest IIGS Icon Editor Yet!

EGO Systems is pleased to announce the release of ICE! ICE is the first and ONLY IIGS icon editor that allows you to edit both old Finder Icon files as well as rIcons! With ICE, you can finally get at, and CHANGE, all those icons that have been out of reach since System 6.0 was introduced!

Sound good? Just check out these features:

- ICE can edit old-style Finder Icon files.
- ICE can edit ANY rIcon from ANY type of IIGS file.
- ICE can have as many Finder Icon

and rIcon files open as memory will allow.

- ICE can copy and paste icons between Finder Icon and rIcon files.
- ICE can create new Finder Icon files and new files containing rIcons.
- ICE can append rIcons from one file onto another file.
- ICE can save icons (either kind) out to disk as REZ source code.
- ICE allows you to paste a PICTURE from the IIGS clipboard for use as an icon!

But, the best thing about ICE is the price! ICE is just eight bucks!

That's right! ICE is only \$8! And that price includes printed documentation! In fact, at \$8, ICE costs less than the shareware fee for an older

icon editor, and ICE isn't shareware, and it isn't old! It's a brand-new, commercial-quality program from a company that's been supporting the IIGS for almost six years!

So, what's the catch? Well, the only catch is that ICE is part of the latest issue of GS+ Magazine. That means that not only do you get the ICE program and its documentation, you also get an issue of GS+ Magazine complete with two MORE programs, reviews of four IIGS products, and a whole bunch

of other great stuff crammed inside it! (It also means that if you already subscribe to GS+ Magazine, you'll be getting ICE as part of your regular subscription!)

And it's all just eight bucks!
So, what are you waiting for? If
you want to order ICE with your
VISA or MasterCard, we'll even pay
for the phone call! But hurry! After
June 30th, 1995 the price of ICE goes
up to \$10!

Pricing & Shipping

ICE (GS+ V6.N5 Magazine & Disk) - \$8 (\$10 after June 30th, 1995)

Delivery to Canada or Mexico - \$2 extra

Surface mail delivery outside North America - \$2 extra

Air Mail Delivery outside North America - \$5 extra

VISA & MasterCard Orders

Orders Only: 800-662-3634 (9 am - 5 pm Eastern Time)

FAX: 615-332-2634 (24 Hours a day)

Delphi: GSPlusDiz

GEnie: Diz

Internet: Diz@genie.geis.com

Checks or Money Orders

ICE Offer, c/o GS+ Magazine, P. O. Box 15366, Chattanooga, TN 37415-0366

Need More Information? Call 615-332-2087. (9 am - 5 pm Eastern Time)

### Treasurer's Report April 1995

Profit & Loss Statement Submitted by Jacque Gay
Income
Memberships
Advertising
Software Sales\$109.87
Freight & Misc. Income \$3.00
Total Income\$1,067.87
Expenses
Gen Mbrship Mtgs/Shows (VP) \$331.80
Publications/Newsletter (2 mo.) \$550.00
Hardware/Resource Support \$22.92
Total Expenses\$904.72
Net Profit/(Loss) \$163.15

# APPLE MacIntosh REPAIR

1 YEAR WARRANTY ON LOGIC BOARDS

COMPONENT LEVEL REPAIR

**ROCK BOTTOM PRICING** 

FAST TURNAROUND

ANALOG BOARD REPAIR

FLOPPY DRIVES (800 & FDHD)

HARD DRIVES

POWER SUPPLY UPGRADE

1-612-943-1306 FAX: 612-943-1309

Solutions for Continuing Technology

# Solutronix<sup>M</sup>

CORPORATION

7255 FLYING CLOUD DRIVE EDEN PRAIRIE, MN 55344



**ADDRESS CORRECTION REQUESTED** 

Non-Profit Org. U.S. Postage PAID Hopkins, MN Permit 631

mini'app'les membership card

EXPIRE 99-12 ID NO: 0160

DAN B BUCHLER 2601 WOODS TRAIL BURNSVILLE MN 55337