Stylus

The Apple Club Magazine

Wireless Services for Newton Owners

The Newton GSM Solution, which provides Newton MessagePad owners with a range of communications capabilities over the new Cellnet GSM network, is now available in the UK.

Using the Nokia 2110 GSM Handset and the Nokia Cellular Data PCMCIA Card, MessagePad 120 owners now have access to electronic mail, information services and wireless faxing.

There are two versions of the Newton GSM Solution. Version 1, for existing MessagePad 120 owners, includes the Nokia GSM Handset and Data Card and a Newton GSM carry case and has an estimated street price of £699* (Apple members price £645*).

Version 2 comprises the MessagePad 120, Nokia GSM Handset and Data Card and a Newton GSM Carry Case. It has an estimated street price of £899* (Apple members price £854*).

Apple members should telephone the Newton Order Line for further details on: 0181-730 2048. See p8 for nearest Newton GSM stockist.

The Newton GSM Solution: MessagePad 120, Nokia 2110 phone and data card and carry case

NTK 1.5

The latest version of the Newton Toolkit – 1.5 – is due to be released in the UK this summer. As well as a host of improved features, a new pricing structure makes Newton tools accessible to a much broader audience.

NTK 1.5 allows the creation of higher-performance applications for the Newton platform through the use of a new NewtonScript compiler and profiler. There is also better support for creating localised applications as well as using Apple Events to build packages.

Future releases of NTK will support C or C++ routines. There will also be a Windows-hosted version and a native Power Macintosh version.

NTK UK distributor, Full Moon Software Distribution, is currently selling Newton Toolkit 1.0 and an original MessagePad for just £199 (excluding VAT and P&P). NTK 1.0 previously cost £399. An upgrade path from NTK 1.0 to 1.5 will be available when the latest version is released.

• Contact Full Moon on: (tel) 01628 660242; (fax) 01628 666084; (AppleLink) FMSDL; Internet: Salesatfullmoon.com

Trade-In Programme

If you own an original MessagePad, a MessagePad 100 or a MessagePad 110, Apple UK can help you reduce the cost of upgrading to the latest MP120.

As well as a host of improved features, including more internal memory (2MB), a better quality screen and a removeable lid, the MP 120, in conjunction with the Nokia GSM Handset and data card, will give you access to a range of wireless communications facilities including email, information services and wireless faxing.

Apple Club members are being offered reduced prices on elements of the trade-in programme by Apple UK. Prices are as follows:

	Normal Price	Apple Price
Original MP to MP 120	£350*	£325*
MP 100 to MP 120	£300*	£283*
MP 110 to MP 120	£260*	£260*

Fully working MP must be received prior to despatch of the MP120.

*All prices are excluding VAT and P&P.

Newton™

Since the last issue of *Stylus*, the world of wireless communications has become a reality for many Newton owners in the UK. If you haven't yet discovered 'a world without wires' check out the Newton GSM Solution as soon as possible (look out for special offers for *Assist* members).

The MessagePad 120 is going from strength to strength, with recent success stories including Canon, a major airline and the Derbyshire Constabulary – you may have seen an article in *The Daily Telegraph* highlighting the police force's use of Newton.

Meanwhile I've recently been to the US looking at the next round of Newton products, including a new version of the operating system. I can't tell you much more at the moment, but there are some exciting things happening in Newton-land before the end of the year. We'll keep you up to date as usual – watch this space!

Clive Girling
Assist Club Director

'Roam' Where You Want To...

Damon Surridge looks at a new wireless networking solution for the MessagePad from Dayna Communications

Dayna Communications, one of the leading manufacturers of Apple networking products, has launched a range of wireless networking solutions for the MessagePad and PowerBook families.

Based on Xircom's Netwave™ technology, the DaynaCOMM wireless system uses radio signals that operate within the 2.4Ghz radio band that is available in the UK for unlicensed use.

There are three products in the DaynaCOMM wireless range. A Network Access Point, which acts as a base station for the wireless network clients and maintains a physical connection to an ethernet network and two Roamers. The Roamer acts as a network transceiver or 'drop box' and is available in two form factors: a serial device (for use with all Newton models and PowerBook Duos) and a Type II PCMCIA card (for the MP120 and PowerBook 500 series).

Once added to an ethernet network, the Network Access Point creates a Microcell wireless network that provides service to multiple Roamers over a radius of around 150 feet. This enables Newton and PowerBook users to become truly mobile within the workplace. By removing the restrictions of maintaining a cabled connection to the network, physical barriers, such as areas that are not cabled or difficult to reach, are removed and access to all network services made available via the wireless connection.

Multiple Network Access Points can be added to a LAN to increase overall coverage and data security is provided by way of optional scrambling and frequency hopping.

Wireless local area networking is an advantageous addition to many of Newton's vertical market solutions. In healthcare, for instance, medical staff may use a Newton to update a patient information system or order a prescription directly from the ward by way of a wireless connection to the hospital network. Warehousing and retail systems can benefit from using Newton as a mobile client to track inventory movement on the shop floor and update stock control systems in real time.

The DaynaCOMM wireless products are simple to install and configure. No alterations to existing software applications are required as the standard AppleTalk™ networking protocols are used.

• *For more information contact Dayna's UK distributor Computers Unlimited on 0181-200 8282.*

Damon Surridge is a director of Advanced Interactive Research, a consultancy/development company providing vertical market solutions based around Newton technology. Contact AIR on 01428 606962 or via email: A.I.R.@eworld.com.

Data Collection Made Simple

New software from TBS Systems, which takes just a few minutes to learn, puts an end to collecting information with clipboard and pencil. OmniForm, a data collection package based on the Message Pad, handles all the elements of data collection – form design, form processing, form distribution and data retrieval.

Applications range from compiling health and safety audits and conducting house to house police enquiries. Users include Comag, the UK's third largest magazine distributor (gathering merchandising information for sales and marketing), the Derbyshire Constabulary (house to house enquiries), The Ministry of Agriculture and Fisheries (national produce pricing research), and Grimleys (property surveying).

At the centre of the system is a server, which may be either on a Windows PC or an Apple Macintosh. This automatically downloads forms and uploads gathered data, addressing each Newton individually via a serial link, remote GSM or modem connection. Forms can be designed easily on the PC or Macintosh by assembling a series of 'agents'. There are agents for each type of data including text, phone, numeric, barcode, magnetic strip, single and multiple response elements. Intelligence can be created via a simple scripting language similar to those found in popular database applications. Help information can be added too. Prices start at £499 for a single user licence Form Builder with local form download and data extraction.

•*TBS Systems can be contacted on Tel: 01773 828766; Fax: 01773 829939; email: TBSSystems@eworld.com*

LunaMail

LunaMail, from Lunatech Research, is a modular mail client for the Newton, which enables users to send and receive mail to and from Internet, Compuserve or TeleFinder accounts.

As well as sending and receiving text-based mail, LunaMail allows users to send attachments from within Newton applications.

Anything you can send via beaming can also be sent with LunaMail. Non-Newton recipients of a LunaMail message with an attachment (say a PC or Macintosh Eudora user) won't see Newton graphics but will receive the message as text.

With LunaMail, you can create several different mailboxes in your Newton. For example, you can create a new category for each mail account you have. LunaMail allows you to create your own categories in the InBox and OutBox of your Newton (one for each account you own). The accounts don't all have to be on one system: LunaMail uses plug-in modules for different types of systems.

Three plug-in modules available soon are: LunaMail Internet – for use with serialpop access to an Internet POP or SMTP server; LunaMail Compuserve; and LunaMailTeleFinder.

LunaMail also provides a number of ways of connecting to your server, including serial, serial modem, internal modem, AppleTalk ADSP (for access via AppleTalk or LunaRoute – a Macintosh router application, routing between your Newton and IP), and infra red.

Lunatech Research is a distributed organisation, communicating between locations throughout England and the Netherlands. Peter Munro, joint founder of Lunatech Research says: "As a distributed organisation, Lunatech is familiar with the advantages and the difficulties of remote communications.

"Our long-term mission is to provide people with the tools needed to communicate effectively – the software 'glue' that presents you with the information you need, customised to the way you need it, and available when you need it.

"Our first step is to make accessing and navigating the Internet easier, and this includes users obtaining, for example, new client applications, and other information, straightforwardly. We plan to provide these on servers that users can access in a familiar way."

• Contact Peter Munro on 01734 791900 or at <pete@lunatech.com>

extras • extras • extras

Congratulations to the MessagePad, winner of the Handheld Computer category in the 1995 Byte Reader's Choice Awards... Quicknames Pro from LandWare, the **accelerated names file replacement**, is now shipping. Speeds up access to names by using its own index and intuitive keyboard interface. It costs $39. eMail Landware at: <kl@landware.com>... The MoonWriter Stylus will light up your life... or your Newton at least! **A stylus with a light** (takes two AAA batteries), it is the perfect solution for taking notes in darkened auditoriums, for example. Special introductory price of $15.95. Contact Roadrunner Tracks on: eWorld: <Mellow.S>... **AvailWorks for Newton 2.0** (more powerful successor to TapWorks) integrates text processing, spreadsheets, drawings and graphs. It costs $79.95 and includes two utilities: AvailWorks Viewer and PCMCIA Fax Modem Utility plus two sample ClipArt libraries. Upgrades available for registered TapWorks users. Avail has also announced a series of five **ClipArt for Newton** packages, each containing a library of over 100 clip-art images. eMail Avail at: <Avail2@aol.com>... ProCalc 1.0 is **a calculator program** from Clinton Logan which has over 50 scientific and financial functions. The software is available on most online services and at <newton.uiowa.edu.> or from <clinton@iconz.co.nz>... GraffitiPatch, from Palm Computing, allows **quick access to Graffiti** from the standard Newton keyboard as well as Personal Media. It also allows you to shrink the Graffiti window and/or drag it partially off-screen. It's shareware, costs $5, and should be available from Compuserve, AOL, eWorld etc... **The Newton Source**, the New York-based all-things-Newton retailer, has opened subsidiaries in San Francisco and Los Angeles. Contact Newton Source via NewtonMail or eWorld at <NewtonSource>... Aloha is an AOL (America Online) Client for the Newton. It costs $50 and is available from various ftp sites... NewtCase 2.1 is a new **improved version of the package management utility** with archives that are backed up, user configurable sets, multiple-package selection and a QuickRun list for launching installed or archived packages. Costs $49, eMail <ics@indirect.com> for details... The second volume of **The Totally Incomplete PDA CD-ROM for Newton**, with over 5,500 files, is now shipping from AMUG CD <info@amug.org>... Amigo is an **English/Spanish dictionary** reference and translation program from ACCSYS Corporation. It costs $19.95. eMail <rkaplan@acm.org>... Personal Media is **a personal organiser for the Newton** from Gaia. As well as taking notes and organising projects your own way, you can even communicate via eMail or fax. Costs $99 and available from <info@gaia.com>... T-Cube is a freeware program that offers a **character-by-character input** method. It's more complicated than Graffiti, but then it is free. Available from a variety of sources... ChessPad turns the Newton into a digital chess book and portable chess set. Contains 28 annotated grandmaster games played by the greats and 100 chess problems. Costs $49.95 from Clear Lake Research at: <DavidL62@aol.com>.

UK Newton Owners

The Independent Association for UK Newton Owners is going from strength to strength. As well as producing a quarterly newsletter, UKNewt has negotiated discounts for members and says it has even persuaded some US companies to arrange UK distributors! UK subscription is £20 per year.

• Send subscriptions to: UKNewt, PO Box 498, Norwich, NR2 3EY. Further details from Garry J Whittaker at 100143.2201@Compuserve.com.

Video Control

Newton users can now control their camcorder or VCR thanks to a new logging and control application from Abbate Video, Inc.

VTK™ for Newton consists of a Newton software package and AV/net™ interface hardware which provides Newton users with direct control, with feedback, of a range of VCRs and camcorders.
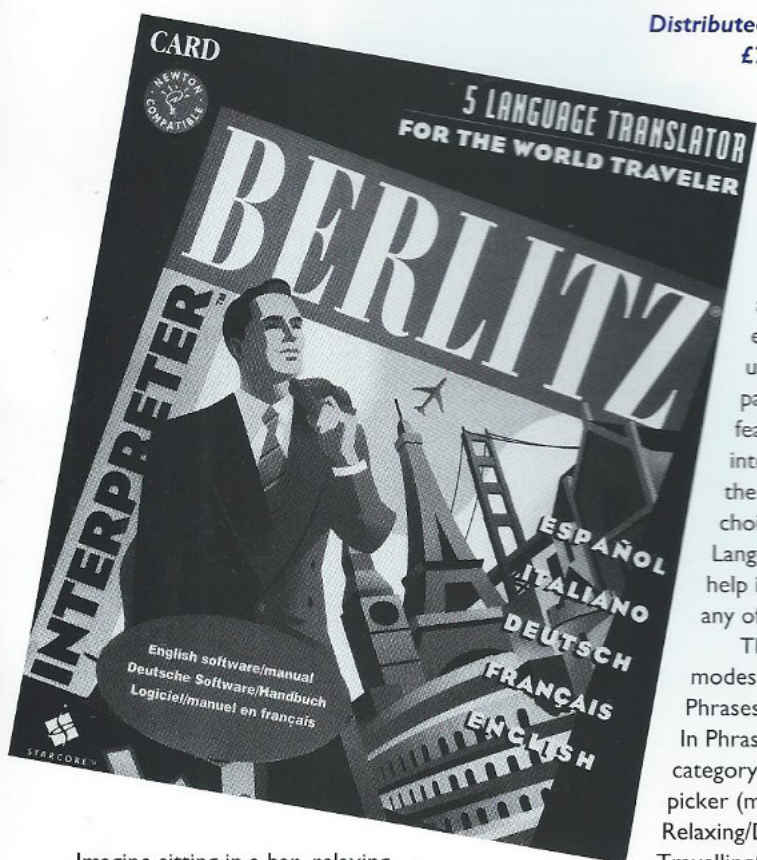
• Contact Abbate at <j_mello@abbate.com>.

SOFTWARE

Reviews

In this issue, *Stylus* readers try out Berlitz 5 Language Interpreter and The Newton Enhancement Pack

Berlitz 5 Language Interpreter

Distributed by Apple
£71

Imagine sitting in a bar, relaxing after a long and tiring business day. You'd like to start a conversation with the person sitting opposite. Unfortunately, you don't speak the language! But, wait. Now there's a simple solution. You pull the Newton out of your pocket and, in seconds, surprise them with a witty, grammatically correct introduction in their mother tongue.

How? With the Berlitz 5 Language Interpreter which caters for a really useful range of daily needs for the European travelling business person – or tourist. It can deal with English (with both British and American variations), French, German, Italian and Spanish.

The application comes on a read only memory card, and features an extremely simple to use interface. One particularly nice feature is that the interface is displayed in the language of your choice (called Source Language). The built-in help is also available in any of the five languages.

There are three modes of operation: Phrases, Words and Quiz. In Phrases, you choose the category from a hierarchical picker (menu): for example: Relaxing/Dating, or Travelling/Arrival.

A scrollable list of choices allows you to tap on a phrase, which then appears in its translation in the area at the bottom of the screen. The top-level of the phrase choices contains: Basics, Travelling, Accommodation, Eating Out, Shopping, Emergencies, and the aforementioned Relaxing.

There are a lot of further choices in each category. The phrases available for the translation are limited, but should cater for basic needs. Still, authors definitely should improve the list of phrases in the next issue of this application.

I found the Words mode the most useful aspect of Berlitz. It's equivalent to carrying a small five-language dictionary. The manual doesn't mention its capacity, but I stopped counting the words beginning with 'A' when I reached about 1,500. Pity that the Words Browser takes you only to the beginning of each letters list of words: scrolling through 1,500 words is not fun.

Instead, you can write the word yourself, and upon pressing Translate, the corresponding foreign equivalent is displayed. If the word is not included in the dictionary, the Word Browser will let you see the alphabetically nearest available options ('cursor' opened list starting at 'curriculum' and ending with 'curtly'). It seems that most words from the built-in Newton dictionary are covered by Berlitz.

If the word you wanted to look up has several grammatical variations (like noun, adjective etc.), a list will show all of these and allow you to further select the one you wish to translate. Such words grammatical information is also displayed with the translation, so you know that 'beschneiden' is a verb, for instance.

I would buy Berlitz just for the dictionary alone, and treat the Phrases mode as an interesting add-on.

Finally, the Quiz mode randomly chooses a word from the foreign language, and allows you to ponder about its meaning before you despair, and press Translate. From my point of view, this product is simplicity in its finest and purest. Despite some of the shortcomings (e.g. scrolling the word browser), one would desire that all software was equally easy to use and functional. It takes no time at all to know how to use it!

I am definitely going to keep the Berlitz card in my Newton carry case, and use it the next time I travel abroad. Recommended!

PS. Learn the nasty words while at home: the dictionary is predictably Victorian. . .

Ease of Use 10/10

Value for Money 7/10

Overall rating 8/10

Rafal Lukawiecki is a Microsoft Certified Systems Engineer and a Senior Consultant for Oxford Computer Group Ltd. When not working he is probably flying gliders. Send him an eMail at Rafal@eWorld.com (or simply Rafal using Newton Mail).

The Newton Enhancement Pack

(Graffiti, Newton Utilities, Action Names)
Distributed by Apple
£95.00

The bumph on the pack says 'if you only ever buy one card, buy this one', and I would definitely agree. I was most interested in getting a 2MB card for my poor Newton 100, which otherwise would only allow me to squeeze one measly 50k game on it to play when I was bored at work!

The card is a proper memory card, so if the software is lousy you can wipe it off and use the card to store stacks of information such as high scores etc. Even then, the package comes with the Macintosh or Windows disks so you can reload the software later on if you want. Nevertheless, the software turns out to be excellent and the card comes with 1.2MB of free space too!

The Graffiti handwriting recognition package, reviewed in the last issue of Stylus, is really excellent, although my Newton already recognises my writing as well as my secretary's, so I didn't really expect better. However, after about an hour I had most of the squiggly letters off-pat and discovered that you could enter text as fast as from the Newton's virtual keyboard but without looking at the screen.

The implementation of some basic punctuation – semicolons for example – leaves a little to be desired and, of course, what you write is not checked against the Newton's

internal dictionary, unlike when entering text in the usual way.

The package contains a 'scratchpad' for jotting down fast notes – I used it to write the whole review and then lost it when the Newton bombed so I don't recommend its use for important notes. Required memory: Graffiti 87k, complete package 267k.

The Newton Utilities package consists of four little applications that help you feed and water your Newton properly. The Software Manager allows you to decide where you would like to store new items – in internal memory or on the card. Otherwise it's not a lot of use. Memory required 61k.

The Memory Manager is excellent, allowing you to reclaim back memory used by so-called 'soups' – the little bits of noodle left behind by all those applications you tried on your Newton for 10 minutes and then rubbed off – especially useful if you have access to lots of shareware. The package allows you to do all sorts of sophisticated memory work but is especially useful to regroup your Names, Meetings or Addresses that are distributed between the card and the internal memory from last time you played with Software Manager. Memory required 75k.

Shortcuts is a great package which allows you to create customised floating palettes on the Newton screen giving one-tap access to any software you've installed, as well as preferences, text styles and some frequently used punctuation such as bullets. When not in use the palette may be shrunk down to a little square. Memory required, about 90k. The Scrapbook can be used to store frequently used pictures or text which may be copied and pasted in whole or in part. Memory required, about 36k.

Lastly, Action Names is an excellent piece of software which transforms the use of the Newton as an appointment, don't -forget-to-call and don't-forget-to-feed-the-cat book. It allows you to schedule three types of items: Meetings, Phonecalls and To-Do's. All three can be seen on a global Agenda page and may be alarmed, associated to a particular Name card and ticked off when completed. Unticked items may be 'rolled over' to the next day to remain as nagging reminders of your inefficiency.

Phonecalls may be logged against a Name and Date for a contact history. You can now also extend the length of the Notes portion of any Name card into a true Notepad of unlimited length. Memory required, about 208k.

Ease of Use 9/10

Value for Money 10/10

Overall rating 9/10

Simon Weinberg is an electronics engineer working in Spain. He likes his Assist Club Newton badge and wears it at the weekend while recharging his Newton batteries.
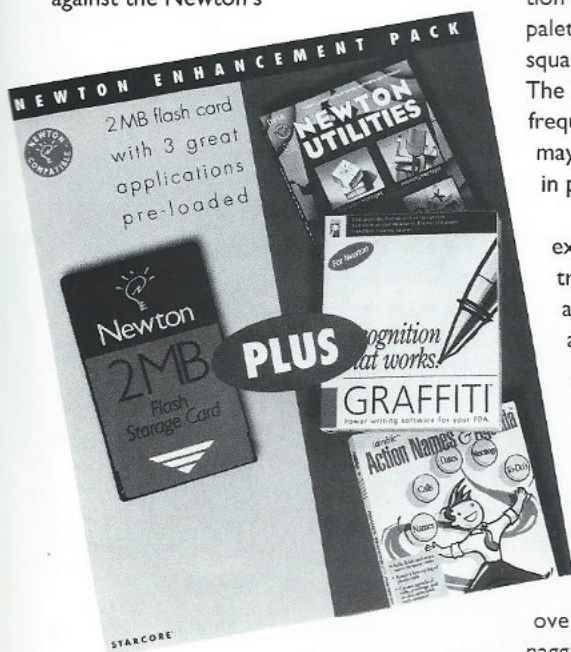
SOFTWARE availability

The following Newton software titles are available in the UK. Other titles are available but do not currently have UK distribution:

Accountable 2.5	£54.95
Action Names & Agenda	£39.95
Berlitz 5 Language Interpreter	£71.00
ExpensePlus 1.0.2	£40.00
FilePad	£79.00
FirstClass Retriever	£99.95
CIS Retriever	£99.95
Fodor's 94 Travel Manager	£24.00
GoFigure	£22.00
Graffiti	£54.95
JigSaw Strategy Game	£16.00
Letter Express	£59.95
Letter Express Link	£24.95
Leverage	£97.83
More Info	£34.95
Newton Enhancement Pack	£95.00
Newton Utilities	£24.00
Notion: The Newton List Manager	£30.00
NS Basic	£85.06
OmniForm	from £499
PocketCall	£69.00
QuickFigure Pro 2.1	£39.95
Tapworks	£51.00
Time Out Guide to London	£40.00

The following titles will be available shortly: Equate, Great Meetings, PowerForms

● Thanks to Softline (Tel. 0181-401 1234) and MacZone (Tel. 0800 393696) for help in compiling this list. Newton software is available in the UK from MacZone or from your local Newton reseller.

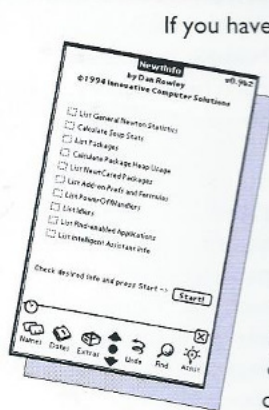*All prices quoted are suggested retail prices excluding VAT.*

Share...it!

Once again, Amist has been sifting through the Newton shareware market to come up with our Top 10 Shareware for July. They are available exclusively to *Stylus* readers on a Macintosh or Windows disk. Send a cheque or postal order for £4 to Stormont Software, *Stylus* **July Shareware Disk**, 61 Lochinver Drive, Dundonald, Belfast, BT5 7AJ. Don't forget to tell us whether you require a Macintosh or Windows disk.

Extract Packages 1.0

Extract Packages is a tool to extract packages from a NCK backup file. This makes it possible for you to erase a card or Newton and upload a single package of the original card or Newton, rather than restore the whole file. This is especially useful for MP120 owners with Notion pre-installed in RAM. Although this is a Macintosh only program, there is a PC version, called ExtraPkg, written by a different author (Rafal Lukawiecki). Like the Macintosh version, it's Freeware, and does the same job.
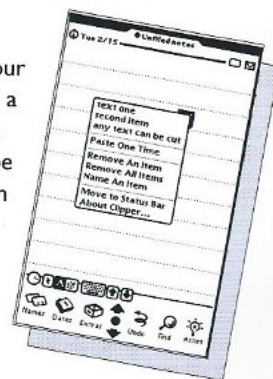
NewtInfo 0.9b2

If you have wondered what programs and utilities you have on your Newton, or how much system memory they take up, this program is for you. It will provide a report on these as well as other useful stats.

JULY'S TOP 10 SHAREWARE

Clipper v1.32
Ben Gottlieb/Stand Alone Software
Shareware fee $15

nStyles 0.5
William Kearney/ The Novanto Group
Shareware fee $15

Removelt 3.11
By Atomic Software
Shareware fee $5
Removes packages and soups from internal memory or PCMCIA cards.

Modem Mod 1.12
DMP Systems
Shareware fee $10

TimeLock
Hardy Macia
Shareware fee $10

MemFree
Matthew Dixon Coles
Freeware

Extract Packages 1.0
By Markus Fritze/
Σ-Soft
Freeware

Calc ++ 3.1.2
Gerard Hammond/
MacSOS (Small Office Software)
Shareware fee $10

Names to All
Overview 1.0
By Ben Gottlieb/Stand Alone Software
Freeware

NewtInfo 0.9b2
By Dan Rowley/
Innovative Computer Solutions
Shareware fee $15

Names to All Overview 1.0

A simple utility to set your Names to the 'All Names' folder after a restart. This speeds up access to the names section. Names to All Overview runs automatically and whenever you restart and won't take up space in your Extras drawer.

Calc ++ 3.1.2

If you find the built-in calculator too limited, this will provide you with easy access to percentage calculations and a host of scientific functions and constants. It works just like a Casio scientific calculator and also has a 'tape' feature which allows you to review your previous results.

Clipper v1.32

Clipper will place a floating button on your Newton screen with a small scissors icon in it. This button may be dragged anywhere on the screen, or even partly off screen. You can select text and drag it onto the button which will put the text in a scrapbook. To access clippings, simply tap on the button, and a pop-up list will appear. Selecting an item from the list will paste it after the current insertion point. There are several other choices available from the menu including: 'Paste One Time'– clippings will only be pasted once, and then removed from the list; 'Remove An Item'; 'Remove All Items'; 'Name an Item' – useful for large chunks of text in which the first line (the one that will appear in the menu) is not particularly helpful in identifying the clipping.

nStyles 0.5

This is a replacement Styles palette. If you're tired of the plain old Simple and Fancy fonts in just a few sizes, have wanted to draw a line more than four pixels wide, or use Outline text etc, you can do it with this application. It replaces the built-in Styles application and you use it just like the normal Styles palette.

TimeLock

TimeLock allows you to set a delay on requiring the entry of your password. This means you can set a delay so if you need to immediately turn your Newton on again you can do so without having to re-enter your password.
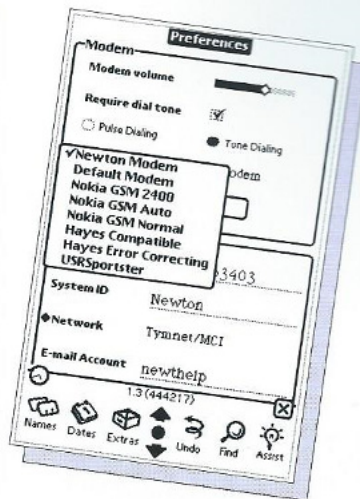
Hints & Tips

If you'd like to share your own Hints & Tips with other *Stylus* readers, please post them to Diana Rickman, *Stylus*, 6 Roundwood Avenue, Stockley Park, Uxbridge, Middlesex UB11 1BB; or fax them to: 0181-730 2606. Any published will receive a free goodie from the PIE goodie bag...

Hot TIP

To move Names, Notes and Dates from one Newton to another, or to send data to another Newton user you can use the Newton Connection Kit to export the information in NCK format. This can then be saved or sent to another user and imported using the NCK.

Q. I have a Hayes-compatible modem I would like to use with my Newton. What do I need to make it work?

A. If you have a third party modem, and want to use it with a MP110 or later model MessagePad, you can use the Modem Enabler software to allow use of most Hayes-compatible modems with your MP. The Modem Enabler software is available free from eWorld (path: Computer Center, Apple Customer Center, Apple

Hot TIP

When using Notion don't forget you can rename the field names for any of the templates supplied, and thereby customise them for your own use.
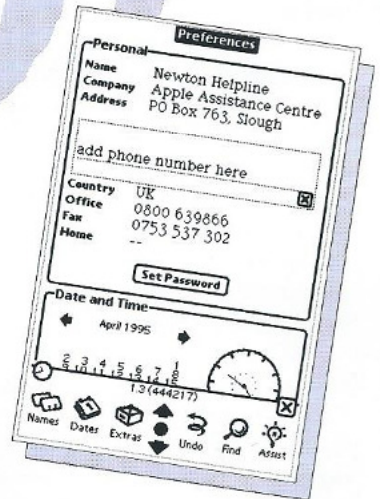
Software Updates, Newton System Updates) and most other online services.

Q. I have been using a Macintosh for the past five years and use the Clipboard constantly. Does the Newton have something similar?

A. Yes! It has a built-in Clipboard that allows you to move information between any application on your Newton. Simply highlight the required text with the 'ink blot' and the selected text will reverse out. Double tap on it and on the second tap keep the stylus on the screen and drag. A copy of the text will follow the stylus. To cut text, highlight as above, then place the stylus on the selected text and drag. The text will follow the stylus. Simply drop it into position or, to use the Clipboard, move the stylus

Hot TIP

When using the Find command in the To Do section or Calendar section don't forget the list of found items will contain items from the whole Dates section. Also, if you use the Find command in the 'Look for dates before' and 'Dates after' option it will not find any items in the To Do section.

Hot TIP

When using the GSM connection kit and the Cellnet network, the services you connect to should support a baud rate of 9600. It is also recommended that you do not use the sprint net nodes when connecting to NewtonMail.

to the side of the screen and hold it there for a few seconds until a small tag appears. It is now on the Clipboard and you can move to another application or view it. To move it from the Clipboard, place the stylus on the tag and drag to the required position, lift the stylus and the selected text will be set in its new position.

Q. I'd like to print out my phone number as part of my address when I send letters but there doesn't appear to be a way of doing this. Can you help?

A. Sure! Just type your phone number in the second line of your address in the personal preferences section. Note: you can have more characters than can be seen in the input field.

Hot TIP

Using the MP110, if you drag a Day note to the Appointments section, you will lose any text in the Appointment slip (accessed by tapping on the Appointments marker). The solution is to make a blank appointment and cut and paste the text from the Day note.

Newton Helps Canon Connect

Connecting to a computer is a growing part of the colour copier business. To realise its potential in this new, and complex, marketplace, Canon needed help retraining its sales people.

"Our CLC colour copier range can now also be used as dedicated colour printers, operated from a range of personal computers," explains Steve Beadle, Canon's Senior Product Manager, Colour Products.

"We realised very quickly that we needed to enhance our copier sales people's knowledge by making them more systems aware and therefore more confident talking to MIS managers."

Systems Integrators Soft Options put together a sophisticated training programme for Canon based around the Newton MessagePad.

As well as having worked with Newton since its launch, Soft Options run training courses and a help-desk for Canon. Soft Options Managing Director, Segun Ogunsheye, says: "Soft Options came up with the idea and brought all the parties together to make this project a reality. We commissioned Pixel Graphics to design the look and feel of the user interface and Newton developers, Advanced Interactive Research, to write Canon Connect, a specially tailored sales automation program."

As Beadle adds, the project has a dual purpose. "As well as training our own sales people, we need to attract our dealers' sales people onto the two-day training courses, hold their interest, and send them away, not only more knowledgeable about our products and how they can be used with a variety of high-tech products, but feeling enthusiastic and inspired.

"We wanted something they could take away from the course that was both useful and would attract interest from their colleagues, perhaps encouraging them to come on the course themselves. The Newton MessagePad satisfied both these requirements, fitting the bill perfectly.

"Because the software itself is imperative to the success of the project, Soft Options formulated an elaborately detailed brief on our behalf. Pixel Graphics and AIR came up with an application that provides the sales people both with an interactive sales tool and a glossary of Canon and competitive products.

"Now, our sales people need never forget what they learnt on the training course. They have a small device they can carry around with them wherever they go which reminds them instantly of all the facts.

"By simply keying in what equipment the customer is already using, the Newton, via a series of prompts, tells them which Canon product would best suit the customer's requirements as well as highlighting any compatibility issues. If the product he is selling is not compatible, the Newton flashes a warning onto the screen, and he can ask for more information."

So far, over 300 Canon sales people have been provided with MessagePads running the Canon Connect program. Beadle says feedback is tremendous.

"Newton is part of a jigsaw that will help Canon increase sales through our educated, enthusiastic sales force."

NEWTON UK RESELLERS AND DEVELOPERS

AppleCentre Cheltenham	Cheltenham	01242 228855	■	✳	
Ives & Co	Cambridgeshire	01480 433919			▼
Data Analysa	Maidenhead	01628 778397			▼
AppleCentre Farnborough	Farnborough	01252 377424	■	✳	▼
AppleCentre Leicester	Leicester	01533 556268	■	✳	▼
AppleCentre Nottingham	Nottingham	01602 505352	■	✳	▼
AppleCentre Oxford	Oxford	01865 201100	■	✳	▼
AppleCentre Thames Valley	Reading	01734 581829	■	✳	
AppleCentre Warrington	Warrington	01942 892818	■		
AppleCentre Cambridge	Cambridge	01223 247111	■	✳	
TBS Systems	Derbyshire	01773 828766	■	✳	▼
MacWarehouse	Watford	0800 181332	■	✳	✶
Computer Warehouse	London	0171 724 4104	■	✳	✶
Micro Anvika	London	0171 636 2547	■	✳	✶
The MacZone	Surrey	01483 211456	■	✳	✶
Corporate Computers MID	London	0171 377 5586/			
	Heathrow	0181 570 8899	■	✳	
PA Consulting	Herts	01763 261222			▼
SRL Data	London	0171 267 2561			▼

■ = MessagePad 120 stockist
✳ = GSM reseller
▼ = Custom Software Developer
✶ = Software Supplier