

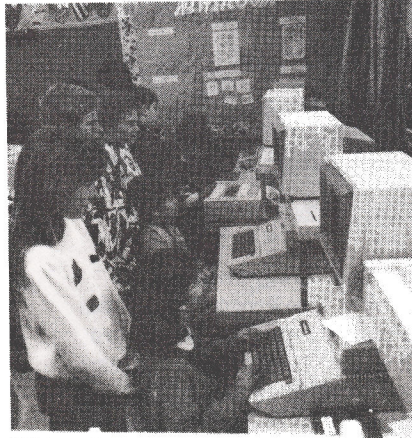


## Students Score Higher with Pinpoint

The Achieving Writing Excellence project, funded by the Sonoma County Office of Education in Northern California, has discovered a wonderful new use for Pinpoint Desktop Accessories: Pinpoint's Communications Window allows students to share notes, letters, bulletins, and written masterpieces of all kinds, via modem.

Achieving Writing Excellence (AWE), is a study designed to discover whether fourth through sixth grade students can significantly improve their writing skills through the use of a word processor. Did the use of technology in place of the more traditional pen and paper make a difference in the level of academic progress these students were able to make?

Yes! is the definitive answer that the study, now in its second year, has revealed. The project involved a target group of 118 students who received word processing training and access to Apple IIe computers in the classroom. A carefully matched group of 100 students received traditional materials and instruction. At the end of six months, writing samples were evaluated for language mechanics and language expression. Students were tested on their attitudes towards writing, and teachers on their attitudes toward writing instruction, to assess any



Students at a Sonoma County school learn to use Pinpoint and AppleWorks

changes in outlook. The results of the study indicated that the project group demonstrated greater growth on all tests, with significant differences in the writing sample and attitude survey.

### TELECOMMUNICATIONS AS MOTIVATION

An important part of the students' motivation to write came from the use of telecommunications. Teachers found that

through the use of electronic bulletin boards, students gained a sense of writing to a real audience, and that they wrote better to this distant audience. It also provided them with incentive to improve their writing, spelling, and reading skills. The collaborative interactions that took place via bulletin board helped students to develop critical thinking, and exposed them to different points of view.

Greg Malone, director of the project, calls telecommunications "the great equalizer," because the social status and appearance of student correspondents are not apparent. What matters is how well they can write.

All of the teachers who participated in the project reported that they would never want to go back to their old way of teaching writing. Two thirds of the teachers in the comparison group (who did NOT use computers) were so impressed with the results reported by their colleagues that they have acquired separate funds to adopt the program themselves.

The study found the most workable telecommunications system for the Apple IIe to be AppleWorks word processing software enhanced by Pinpoint Desktop Accessories. It cites the following reasons:

*continued on page 2*

## Apple Software: Picking the Winning Team

### TEAMWORK COMPUTING

Finding this month's theme wasn't hard. Everywhere I look around town, Summer means SPORTS! Individual enthusiasts are enjoying their early morning jog, bike ride or time at the lake.

Baseball season is blistering along. And down at Shone's on Sunday morning, I found a half dozen sweaty Soccer Club members lined up, Diet Cokes in hand. Summer is sports.

All of which made me think about personal computing as a "teamwork" activity. Hardware, software, product development, tech support and our customers all working together to improve everyone's scorecard.

### WHOLE TEAM ADVANTAGE

And how do you, the end user, make the most of this team support? Ray Fredricks (hot science teacher in our school district) tells me he's a bit overwhelmed by all the programs Pinpoint offers. I suspect he's not alone.

Sounds like it's time for a pep-talk from the coach.

The most important advantage that Pinpoint software offers is its open architecture design; software designed from the start to grow, change and work together as a "team." There are two major types of players on the Pinpoint team, not unlike the infield and outfield in baseball.

The INFIELD programs are Pinpoint's desk accessories, designed to be installed inside a primary application program like AppleWorks, AppleWriter, Word Perfect, Point-to-Point or BusinessWorks. These accessory programs include Pinpoint's Apple IIGS Starter Pak, Desktop Accessories, pop-up Spelling Checker, KeyPlayer macro keys, ToolKit, and someday soon a pop-up Thesaurus. These infield players are intimately involved in just about every part of your daily game — just like the pitcher, catcher and basemen.

Then there's the OUTFIELD. These powerful players are the specialists of the team. They catch the hard-hit fly balls, snag the base-hits and can easily throw a ball all the way to home plate. Or, at their option, they may involve the infielders to "tag a baserunner." Not every play involves an

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## Students (cont.)

- \* one program is used constantly on the computer
- \* there is no clumsy disk swapping
- \* the features are extremely easy to learn
- \* the sending and receiving of files is direct
- \* letters (etc.) may be composed in the word processor and sent via modem directly, without loading a separate program, or doing any file conversions.

The project report notes, "This particular combination of software has been a lifesaver for many teachers who were nervous about telecommunications with a computer." At least five additional schools in Sonoma County have been funded to adopt this project. Several other school districts have decided to implement their own version of this model project out of their own local funds.

### LEARNING TO THINK

According to Malone, the use of computers as a means of instructional delivery is evolving toward applications programs as tools for learning. "Computers eliminate the need to REMEMBER specific data, thereby allowing students to focus on the THINKING aspects of information processing. Students will need to know how to access, retrieve, and sort data, and most of all to solve problems through



Greg Malone, Director of the Writing Project

intelligent use of the information."

Says Malone, "The amount of information available doubles approximately every two years. If we think that we may be becoming "infomaniacs", imagine that by the time today's kindergarten children reach college, they will need to deal with sixteen times more data than we have right now."

Fortunately, projects like Malone's are continuing to explore ways of applying new technologies in ways that promote human values and growth. Pinpoint is pleased to be a part of this effort.

Marsha Richman

## Pinpoint Tips

by Ben Melnick

Pinpoint's Director of Technical Support

After living with Pinpoint software for a year and half, many of you have figured out clever ways to modify our programs to meet your exact needs. We are always happy to hear about any special tricks or procedures that you think may be useful to other Pinpoint users. This month I'd like to share some tips that came to me via Pinpoint's Tech-Wizard, Gerry Villareal.

### CHANGING THE DEFAULT SETTING OF THE COMMUNICATIONS ACCESSORY TO 1200 BAUD

When Pinpoint was first released most of our customers used 300 baud modems such as the Hayes MicroModem IIe. Due to this fact, we decided that the default setting of the Pinpoint Communications accessory should be 300 baud. Over the last year and a half, 1200 baud modems have become much less expensive and consequently more popular. Of course Pinpoint will work fine at 1200 baud, but it is necessary to change the baud rate setting before each session. This takes about 4 keystrokes and 5 seconds, but as you all know,

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## Pinpoint Makes Strong Showing in 1987

Pinpoint Publishing closed its fiscal year as of April 30th, 1987 with worldwide sales of \$2.2 million, as compared to \$895,000 last year. This represents an increase of about 150%. During fiscal 1986 Pinpoint Publishing introduced over a dozen new Apple II products, including Point-to-Point, Document Checker, Toolkit, RunRun, KeyPlayer, InfoMerge, the Pinpoint Starter Pak, and the *Bon Appétit* Electronic Cookbook.

Sales fell about 10% shy of our earlier stated goal and forecast, discussed in the July 1986 Points of Interest. We attribute this largely to several key products falling behind schedule, as well as general confusion in the marketplace caused by the introduction of the IIGS. Profits were lower than predicted due to higher than expected development and introductory costs for new products, and a more ambitious investment in information systems to better serve our customers worldwide. Considering our substantial loss in the last fiscal year due to major bankruptcies on the part of First Software and Titan Technologies, we've recovered very well with your help.

### 1987 - HERE WE GO AGAIN

You can expect to see a lot from Pinpoint Publishing again in 1987. This summer we'll be shipping 6 new products, including our first book - **AppleWorks !!!!** by Ron Nocket, an AppleWorks textbook designed for classroom learning. Other new Pinpoint products you can look forward to are:

**PROFILER 3.0** - this new version of our PROFILER 2.2 database reporter takes full advantage of the IIGS mouse

**Graphic Edge** - this complete graphics package for the Apple II offers charting, drawing, painting, dazzling output and AppleWorks/Pinpoint integration

**COMMAND.COM** - this powerful program adds MS-DOS commands to ProDOS; does the work of dozens of utility disks

**PlayMaker** - multi-purpose macros to use with AppleWorks (integrates with KeyPlayer)

**Micro Cookbook 3.0** - this latest version offers larger fields, a full-function editor, faster performance, Pinpoint compatibility, and more!

Due to the introduction of these new products, we are forecasting sales of \$3.5 million, an increase of about 60%. We expect to see continued growth in our international sales, services division, print products, and software. Pinpoint Publishing will be moving its operations to a new 8,000 foot facility near our present offices, where we will be housing Product Development, Technical Support, Finance, Marketing/Sales, Administration, and Shipping. Our new headquarters will be equipped with state-of-the-art office automation technology — a 20 station network, telecommunications, and information systems — all designed to help us serve our customers more efficiently and effectively.

We hope to continue to deliver great products to our loyal customers at reasonable prices. I hope that you share in our excitement and enthusiasm about the future of Apple II computing.

Brian Skiba



# Using Clip Art with GraphMerge

This is one time when we're happy to admit we were wrong! Last issue Bonnie Paduan of the New England Air Traffic Controllers wrote to ask if there were any clip art programs available for use with the GraphMerge accessory of Pinpoint. We replied that we had not seen a conversion routine that would adapt most clip art to ProDOS single or double hi-resolution, and appealed to our readers for suggestions. Lo and behold, our call for help was answered by Don Prohaska, of California City, California, who writes in with these tips:

"There are quite a few programs around that can convert to hi-res screens that will work in GraphMerge. The little sample I enclose shows some of these. (See below.)

"Mini-Pix can convert any Print Shop or compatible picture to a hi-res screen. Using a utility program, such as Copy II Plus, you just copy to a ProDOS formatted disk. Also, a program called Clipcapture can do the same. In addition, Clipcapture can convert Newsroom photos to a hi-res screen. Again, the screens must be converted to ProDOS, a very easy process.

"Also, Print Shop and compatibles can be converted to Newsroom clipart by using Clipcapture, where the pictures can be easier to modify than when using Print Shop. The Big Red Apple Club has a program that converts both Print Shop and Newsroom to each format, and in addition makes a hi-res screen which works with GraphMerge. It's called P.L.U.S. (Print Shop Lovers Utility Set) and will also print graphics on labels. Big Red Apple is a users' group in Nebraska that opens its membership to people all over the country who aren't within commuting distance of a local users' group. You can order the program through them. [See below. -Ed.]

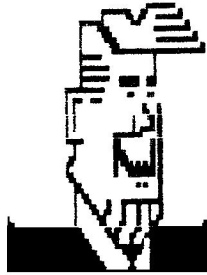
"Of the pictures I've included in the sample run, all the screens were made with the Mini-Pix screen conversion program, with the exception of the dog. The dog was modified using a Newsroom Photo, and the photo was converted to a screen using Clipcapture.

"I am told that the program Animate can load a hi-res screen and then save it as a double hi-res, compatible with Dazzle Draw. Also, the double hi-res can be converted to a standard hi-res.

"Incidentally, while rushing through the samples and hitting a few wrong keys, the program GraphMerge lost itself in the Menus. (The cursor went off to the side of the menu.) Also, making numerous changes finally caused the program to freeze the screen, causing rebooting. Since everything was in a RAM

disk, it only took seconds to recool, because all programs and files remained viable. [Our technical Support Department hasn't heard about this problem, but if you'd like to send them the details, they can try to figure out what happened. -Ed.]

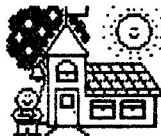
"It will be interesting to see how your new Graphic Edge program will work. I hope it is an improvement to those now on the market. The following clip art was processed through AppleWorks and Pinpoint's GraphMerge:"



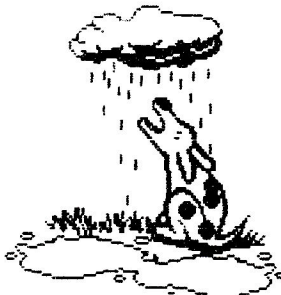
Mini-Pix picture converted to hi-res screen using Mini-Pix.



Mini-Pix screen taken directly from Mini-Pix.



Print Shop picture taken directly from Print Shop using Mini-Pix conversion to hi-res screen.



Newsroom clip art modified using Photo. Photo converted to hi-res screen using Clipcapture.

Thanks, Don! We have a feeling this information will be exciting news to a lot of folks out there who would like to do more with Pinpoint's GraphMerge function. We hope more of our customers will send in their discoveries and suggestions, as you did. As a service to our readers, we have provided, below, the name and address of the manufacturer of each product that was mentioned in your letter.

Our new graphics program, called **Graphic Edge**, is due out in September of 1987. This stand-alone program combines the capabilities of drawing, charting, and painting, into a handy application. Images can be saved as a double hi-res bit map image, a graph file, a graphic metafile (with drawing commands), or a bit map. Graphic Edge is designed to be integrated into the entire Pinpoint/AppleWorks team, and runs on an enhanced IIe, IIc, or Apple IIGS. It can be used to create traditional business graphics, and soon, when combined with optional software, it will produce word slides, 35 mm color slides, overhead transparencies, and laser printouts. It brings serious, powerful graphic capability to the Apple user for the first time.

Broderbund Software, Inc.  
(Animate, Print Shop, Dazzle Draw)  
17 Paul Drive  
San Rafael, CA 94903-2101

Springboard Software, Inc. (Newsroom)  
7808 CreekrIDGE Circle  
Minneapolis, MN 55435

Beagle Bros. (Mini-Pix)  
3990 Old Towne Ave., Suite 102C  
San Diego, CA 92110

Clipcapture  
477 Windridge Drive  
Racine, WI 53402

Big Red Apple Club (P.L.U.S.)  
423 Norfolk Avenue  
Norfolk, NE 68701



## Special Thanks

What a great bunch of customers we have! We'd like to mention some of the people who have written to us in the past few months with comments, suggestions, or complaints (courteous and well-founded). We don't have the space to print their entire letters, but we want to extend our special thanks.

**Dr. Gerry Curtis** wrote to us about his company, **Flight of the Eagles**, which offers airlift services to "aviation event" destinations, such as the Experimental Aviation Association's convention on July 30th of this year, in Oshkosh, Wisconsin. He reserves space on airlines departing from most major cities in the country. If you are interested in attending some of these events, write to him at 216 Ridge Terrace Lane, Montebello, CA 90640, or call (213) 722-3142. Aside from a complaint about our use of "archaic" 5 1/4 inch disks, he is pleased with the way Pinpoint, RunRun, and KeyPlayer make his job easier.

**Jim Knox**, of Tokyo, Japan, has shown us all the meaning of patience by continuing to

write us one kind and courteous letter after another, as we have continued to bungle his orders. We do occasionally make a mistake, but for the past few months it always turns out to be on an order of Jim's. Our Customer Service Department has now dedicated itself to putting his account in perfect order.

**Lewis D. Briner**, of Canonsburg, Pennsylvania, has found Pinpoint and the Spelling Checker indispensable, but writes in with a few suggestions for improving these and other products (yes, we do appreciate this!). He will be pleased to know that the new update for the Ortho Gardening program will be available in the Fall and incorporates some of his suggestions.

**Robert J. Netro**, of Canton, Ohio, sends us a list of computer terms he thinks should be added to our Spelling Checker dictionary (basic stuff like "AppleWorks," etc.). We understand why you would think it strange to omit these from the dictionary, Robert, but most of the people who use the Spelling Checker don't live in the world of computers



as much as we do, and would prefer to use the unlimited-capacity personal dictionary to add their own "working" vocabulary. You'll just have to add your own pet words like the rest of us!

**Suzanne Thomas**, of Tinton Falls, New Jersey, writes that she is committed to our products, even at the cost of being derided by her MS-DOS friends, who tried to "save" her from AppleWorks by encouraging her to buy Word Perfect for the Apple. She says, "Your product support is prompt, knowledgeable, and friendly. Have any of you people thought of working for the government?"

△△△

## Sister Newsletters

We received three excellent Apple user group Newsletters this month that we had not seen before. Many thanks to Don Reid, President of the Edmonton Apple Group Learning Experience (EAGLE), for his enthusiastic article on Pinpoint Desktop Accessories. For subscription information about EAGLE's publication, *The Birdsheet*, write to: EAGLE, Box 4352, Postal Station 'SE', Edmonton, Alberta T6E 4T3, CANADA.

Also of interest was *The Apple Review*, a publication of the AppleVan Association, P. O. Box 2221, Vancouver, WA 98668. Editor Fred Brock can also be reached at (206) 694-7204.

Check out the latest *Appleshine*, the journal of the Miami Apple Users Group. Write to Paul Santa Maria, Editor, P.O. Box 403428, Miami Beach, FL 33140, for subscription information.

Thanks, and keep those newsletters coming!  
△△△

## Points of Interest

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## Winning Team (cont.)

outfielder, but when you need their extra power, they're indispensable.

Our outfielders include the super-fast Document Checker; Point-to-Point telecommunications; our all-new, mouse-based PROFILER database; InfoMerge mail merge and database reports; and exciting Graphic Edge spreadsheet graphics program. Two points about these stand-alone programs:

1. Unlike Pinpoint's desk accessories, these programs do not install inside other application programs. They run alone, just like AppleWorks itself.

2. Most stand-alone programs allow you to install your favorite Pinpoint desk accessories. That way you can have, for example, KeyPlayer's powerful macro keys installed on Point-to-Point for unmatched communications performance.

## PINCH HITTERS AND BASE STEALERS

So far we've covered the infield and outfield. But it takes more than the nine main players to win the game. That's where relief pitchers, designated hitters, and umpire harassers come in. They're the UTILITIES of the baseball world.

Pinpoint's UTILITY line-up is impressive and includes the Pinpoint ToolKit, new COMMAND.COM -- the MS-DOS shell for ProDOS, RAM Enhancement Kit, RunRun

desktop manager, PROFILER's Label Utility and more. These programs are used in between other programs and desk accessories, taking care of challenging special circumstances in your daily game.

## WINNING THE PENNANT RACE

Today, more and more people are recognizing Pinpoint's contribution to the Apple II productivity team. Acting as both player and coach, Pinpoint is setting standards of performance. With the Pinpoint family of desk accessories, the stand-alone "Power Tools", and the time-saving utilities, together with other Pinpoint compatible programs (AppleWorks, AppleWriter, BusinessWorks, Word Perfect and others) you can easily assemble a winning team no matter what the competition.

Batter up!

Greg Hastings



# Pinpoint's ToolKit: Do-It-Yourself Software

Our thanks to Carol Boskovitch for allowing us to reprint this detailed and informative article from her *NEO Apple Corps Apple Bits Newsletter of Hinkley, Ohio*. -Ed.

Pinpoint, from the beginning, was designed as a technical foundation to be built upon. The original desktop accessories that are included with the Desktop Manager serve as simple examples of what desktop accessories can be, and are not meant to be the "end-all" accessories.

The Pinpoint Toolkit contains the hammers, saws, and nails needed to make the building. It contains sample blueprints in the form of source codes.

The Pinpoint Toolkit contains six basic components:

(a) Detailed technical documentation that provides insight into the inner workings of Pinpoint technology.

(b) RunRun - A ProDOS shell environment that allows you to run desktop accessories within desktop accessories.

(c) Several key tools for constructing desktop accessories including the Video Resource Editor, Resource Converter, and Accessory Mover.

(d) Several sample accessories that highlight the use of the Pinpoint dispatcher, printer library, graphic library, and font library.

(e) Several general purpose desktop accessories that are handy for developers as well as end users, including a version of the ProDOS Filer running as a desktop accessory, screen printing facilities, etc.

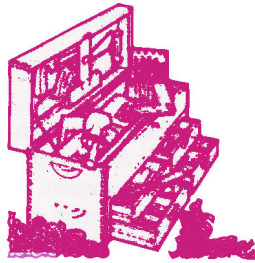
(f) An advanced installation program that allows Pinpoint desktop accessories to be installed on personal programs as well as third party programs.

Now for a rundown of just what is contained in the 4 disk sides of the Pinpoint Toolkit program.....

## RUNRUN

RunRun is a versatile ProDOS program selector. It also features the unique capability of being able to run Pinpoint desktop accessories right from the selector. It has mouse-like features, such as pull-down windows and dialog boxes, but does not need an actual mouse. In addition, RunRun makes it possible for you to run a desktop accessory within another desktop accessory. An example of this would be dialing a phone number from a calendar entry.

RunRun was actually designed as a "simulations tank" for writing and testing desktop accessories. Program selection became a desired feature, as did viewing of ProDOS catalogs, so these features were



added along with the ability to sort by filename, file type, modification date, and file size. RunRun is a program that is still evolving.

## ACCESSORIES

There are three desktop accessories that are general purpose in nature — the ProDOS Filer accessory, The PrintScreen accessory, and the Megadialer (the disk-based phone dialer). The source code to the PrintScreen and Dialer accessories has been included with the Toolkit so they can be modified to meet your individual needs.

The ProDOS Filer program is normally run as a stand-alone application, but Pinpoint's Mark Wieder modified the ProDOS Filer to run as a desktop accessory, changing it slightly to provide a greater degree of flexibility. The ProDOS Filer run from within Pinpoint not only formats disks, copies and renames files, and creates subdirectories, but serves as a handy help-mate while running applications such as Appleworks, Point-to-Point, and ProDOS BASIC. It proves that almost anything can become a desktop accessory!

The PrintScreen accessory prints the contents of the 80-column video display on the printer. Although it might be called the equivalent of the Open-Apple H command from Appleworks, it can be called at any time, from any program such as the Filer or RunRun. It might be better compared to a 'Fingerprint' or 'Textprint' type of option. A dialog box appears in the center of your display and offers the choice of text or graphic print mode and draft or final print quality. In the graphic mode a true WYSIWYG (what you see is what you get) print is made.

The Phone Dialer is a memory resident desktop accessory, but it is limited in its capability due to the amount of free memory available in the Pinpoint dispatcher. The disk-based dialer, Megadialer, is a disk-based version of the Dialer. Megadialer will act just like the memory-resident dialer, except that it is capable of using a 32-byte lead dial string rather than only 15 characters. You can configure it by choosing the "Configure Megadialer" option from the applications list in the RunRun window.

The Accessory Mover is a tool for the

programmer to define a new desktop accessory. Consumer desktop accessories will be automatically added to the Pinpoint Installation disk via custom procedures, such as those found in the Pinpoint Spelling Checker. The Accessory Mover manipulates the file "PINPOINTPROFILE" and while it does not actually move any accessories about, new desktop accessories can be made available to applications by changing the contents of this file, and re-installing Pinpoint onto the system file. The Accessory Mover allows you to not only add a new desktop accessory, but to edit one, copy one, or delete one.

The simple calculator found in the Pinpoint desktop accessories does a great job on floating point math, but doesn't allow computation in hexadecimal (base 16) or binary (base 2) which are both handy for programmers and computerists alike. The new Hex Calculator solves that problem.

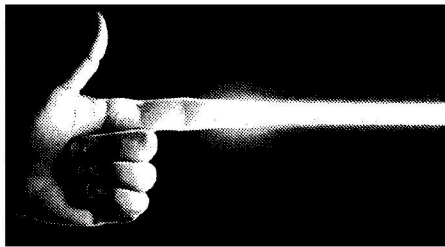
Unfortunately, like any other advanced calculator, you have to have a basic idea of the math involved and what you are trying to achieve in order to make an sense of the superbly correct answers you will arrive at!

The Memory window desktop accessory is a handy debugging tool for programming. It allows you to view the current contents of memory. You can move between memory pages or switch between memory banks if your Apple is equipped with bank switched memory (as in the Apple Extended 80 Column card or Applied engineering RamWorks cards). By pressing the Open-Apple > and Open-Apple < you can move through memory, viewing the contents of memory throughout each bank.

The Video Resource Editor (VRE) and Resource Converter (RC) are instruments used by the desktop accessories designer to create, test, and implement visual displays. The VRE transforms the text screen to a sketch pad. Text and icon characters are the drawing medium. An internal script language allows simulation of an actual visual interface. The VRE outputs a binary video resource file which you can convert to various source codes with the Resource Converter.

If you want to place a window in another location other than its default location, just change the contents of the first two bytes of the resource to another value. Just type directly from the keyboard to "draw" on the workspace. The VRE is not limited to normal video typewriter characters. You can use different fonts, listed in the Fonts window, to create images. "Icons" will allow you to type with the mousetext icon characters. The "Window Maker" contains a library of window types.

*continued on page 6*



The call for Pinpoint Zealots has been answered! A few months ago we asked members of user groups who were familiar with Pinpoint products to volunteer their services as Pinpoint Zealots. This means that in return for free technical support (level two) and a Pinpoint product of their choice, they will take a few minutes at each user group meeting to share information about Pinpoint products.

*Editor's Note: We are still accepting applications for this position, so any of you who are interested should write to us. Send a letter (on club stationery) which includes information about your experience with Pinpoint products, and a copy of your user group newsletter. (Only one zealot per user group, please!)*

We received many letters from interested individuals around the country, and we are pleased to announce that the following select group will be representing us in meetings of Apple Users in their local areas. They have kindly consented to have their names published in this newsletter so that you will know some one in your area who has the latest information on Pinpoint products.

Although they are not specifically qualified (or willing) to provide technical support, you can write to them in care of their user group for an insider's view of our products. We will be in close touch with them, and most of them have and use several of our products, so you can be sure of getting first-hand information.

**David A. Sadlier**  
Appleshare  
P.O. Box 200  
Greens Farms, CT 06436

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**George Van Dusen**  
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Sacramento, CA 95662

**Alfred C. Leist**  
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**Phillip Jackson**  
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Box 10311  
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**Frank Lowney**  
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**Cpt. Myron H. Murley (Mike)**  
Special Forces Apple User's Group (SFAUG)  
c/o Cpt. Patrick J. O'Connor  
40 Maas Drive  
Ft. Bragg, NC 28307

**Ronald D. La Cour**  
DuPage Apple User Group  
P.O. Box 294  
Downers Grove, IL 60187

**Ronald Romanowicz**  
Teacher's Idea & Information Exchange  
RD 2 Box 754  
Cobleskill, NY 12043  
or  
Washington Apple Pi  
8227 Woodmont Avenue, Suite 201  
Bethesda, MD 20814

Editing is done via the clipboard, which works much the same as the Appleworks clipboard. A duplicate image can be made by 'Copying' while 'Move' will actually take something from your work area and place it on the clipboard to be moved to a new location. 'Show Clipboard' will display the clipboard contents, and 'Paste Clipboard' will copy the image from the clipboard to the video workspace. The VRE contains a valuable prototyping tool and a script processor. Scripts are actual programs, using correct script syntax, stored as standard ProDos textfiles, which can be composed using most ProDos text editors. The language was designed to be a subset of the "C" language standard, with certain anomalies (deviations) imposed by the restricted environment of the accessory.

#### WRITING DESKTOP ACCESSORIES

Desktop accessories can be built in PASCAL, BASIC, and Assembly Languages. Both the KYAN PASCAL and MICOL BASIC compilers require that a runtime library be loaded into high memory to function properly and Pinpoint will save the area of memory from \$2000 through \$BEFF to disk and recover it upon exit. Assembly language provides the greatest access to the Pinpoint dispatcher library calls and generates the most efficient code.

#### THE MANUAL

From the overview of the Toolkit at the very beginning, to the general instructions for using KYAN PASCAL, MICOL BASIC, or Assembly Code to create your desktop accessories, the manual walks you step by step through each phase of operation.

Each of the four disk sides of the Pinpoint Toolkit is fully described and documented. The Pinpoint Dispatcher is fully explained, along with a description for use of each of its calls. RunRun, the command bar, windows, and device selection are fully described along with full documentation on running, modifying, and removing applications from the desktop. The same is true of the General ProDos tools: The ProDos Filer, PrintScreen Accessory, Dialer, Accessory Mover, Hex Calculator, and Memory Window.

The Designer Tools: the Video Resource Editor and Resource Converter are fully described, along with the ways they can be utilized. There is even a chapter on Advanced Installation, with information on installing Pinpoint on a personal application, and on file modifications that will allow Pinpoint to recognize whether a memory expansion card is installed and use it for a RAM drive. ΔΔΔ

continued on page 8

## Pinpoint Tips (cont.)

this is a tremendous inconvenience in this high-speed era. Since Gerry never has 5 seconds to spare, he poked around in the Communications accessory until he figured out how to change the default setting to 1200 baud. (Note: *This routine only works with versions 1.3 or later of the Pinpoint Desktop Accessories.*)

1. Enter ProDOS BASIC.
2. Place the Pinpoint accessory disk in a drive.
3. Type: PREFIX /ACCESSORY  
BLOAD COMM.PP,TSYS,AS\$2000  
POKE 12153,1  
POKE 12160,24  
BSAVE COMM.PP,TSYS

After you've done this, make sure that the COMM.PP file that the program addresses when you call up the Communications accessory is the same one you modified.

### MODIFYING THE STARTER PAK

Charles Ward of Centreville, Virginia was "amazed at the simplicity of the (Starter pak) installation process" but he felt that it would be more convenient to go to a keyboard-driven menu instead of the mouse-driven Apple II Desktop. This can be easily accomplished by modifying the selector on your Apple II Desktop. Add /PINPOINT/APPLEWORKS/APPLE.WORKS as an entry on your desktop selector list and the system desktop will go straight to the selector and present you with a keyboard-driven menu each time you go to the Desktop. This procedure has nothing to do with Pinpoint. You can do the same thing with any program. A more detailed explanation of this procedure can be found in the dark reaches of your IIGS system disk manual.

*For those of you that have been spelunking for the last 10 years, the Starter Pak features the Pinpoint Desktop Accessories, the Pop-up Spelling Checker, and KeyPlayer, all set up on one 3.5" disk and ready to run on your IIGS. Call Customer Service at (415) 654-3050 for information about updating your separate accessories to the Starter Pak.*

### DIALING LONG NUMBERS WITH POINT-TO-POINT

Those of you who need to dial 53 numbers to get to a long distance service have found that the 18 number limit of Point-to-Point will not meet your needs. With a simple macro and a modem that recognizes the Hayes AT command structure you can get around this limit by using the following procedure:

1. Type your telephone number in the Point-to-Point directory followed by a ";" and a "+" exactly as shown: (The "T" tells the modem to tone-dial, it is optional)  
T1234567;+

2. Your macro should be as follows: (The random numbers represent the number you are dialing)

```
/6ATDT1234567;^M/+1  
/6ATDT12345123456789^M
```

You may continue the macro in any way you want, or have the modem dial an infinite string of numbers by continuing the pattern. The semi-colon after the numbers instructs the modem to stay in "modem command mode" after dialing, and the "/+1" sends Point-to-Point to the next macro line. The "/6" at the beginning of each line tells Point-to-Point to pause 6 seconds. This allows time for the modem to complete dialing and provides a pause between the two dialing sequences. Such a pause is often necessary to allow a long distance service time to provide a second "dial tone." You may want to increase, shorten, or remove this delay depending on your needs.



### VERSION NUMBER

#### FIESTA O' FUN

A good portion of the problems that our customers run into in using our software or other AppleWorks patches are a result of using incompatible versions. In addition to listing the current versions of our programs, the following information defines the problems that can occur between different versions of our software and other software patches and/or hardware.

#### Pinpoint Desktop Accessories:

##### Current version 2.0.2

Any version of Pinpoint is compatible with AppleWorks 2.0 BUT:

- The Applied Engineering expander for AppleWorks 2.0 will only work with version 1.3 or later of Pinpoint. The error message you will get trying to install an old version of Pinpoint onto an AE-expanded AppleWorks 2.0 is DISK WRITE ERROR - DISK NOT UPDATED!

- Any version of Pinpoint will work on the IIGS, but to use all the printing functions and automatically take advantage of the extra

RAM, you should upgrade to version 2.0.2 of Pinpoint.

#### Pop-up Spelling Checker:

##### Current version 2.0.1

- Version 2.0 or later of the Spelling Checker is compatible with AppleWorks 2.0, however there is good chance you will run into trouble with this version. (Read on)

- For use with ProDOS 8 version 1.2 or later AND the Applied Engineering AppleWorks II Expander, you will need version 2.0.1 of the Spelling Checker.

- If you are using version 1.3 or later of Pinpoint, you must use version 1.0.2 of the Spelling Checker. If you use older versions of the Spelling Checker, AppleWorks may seem to lose track of some of your disk drives.

#### KeyPlayer: Current version 1.0

- Still only one version of KeyPlayer, but you will have problems using KeyPlayer with versions of Pinpoint prior to 1.3. Everything will go fine during installation, but after running KeyPlayer you will crash into the monitor if you try to run Appointments.

#### Ram Enhancement Kit:

##### Current version 2.0

- Version 1.2 of the RAM kit WILL work with AppleWorks 2.0 and the new AE Expander. During the "Create a Startup Disk" routine, when the RAM Kit asks you to "Put the disk containing your RAM drive software in drive 1," put in your OLD "Super AppleWorks Desktop Expander," (version 4.3 or later). Do NOT put in the "AppleWorks II Expander."

Applied Engineering couldn't fit ProDrive ("the RAM drive software") on the new expander for AppleWorks 2.0. The AE software is now officially a two disk set.

- Version 2.0 of the RAM Enhancement Kit will recognize the GS RAM. However, Pinpoint versions 2.0 or later will recognize the GS RAM and auto-load the accessory system files without any additional modification.

#### Point-to-Point:

##### Current version 2.0

- Every version of Point-to-Point will work on the IIGS. Using versions 1.5 and 1.5.1 of Point-to-Point, select STANDARD 8530 as your modem interface type.

- Version 2.0 of Point-to-Point automatically supports the new Apple II Binary protocol. It also includes improved keyboard macros and a review buffer.

No updates are currently available for Document Checker, RunRun, or InfoMerge. Version 1.2e of the ProDOS Micro Cookbook is required for use on the IIGS.

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# ANNOUNCEMENTS



## NEW LITERATURE AVAILABLE

If you purchased your last Pinpoint product several months ago, you may not have received our latest update of the Pinpoint Products Installation Procedure, otherwise known as **READ ME FIRST**. Having released a dozen new products in the past year, we realize that it has become a bit more complex to install these programs on top of one another, and have issued some new instructions concerning this procedure. Also included on the same sheet are instructions for setting up the Pinpoint Desktop Accessories on a high capacity disk.

Other literature available includes *Frequently Asked Questions About the Spelling Checker*, *Frequently Asked Questions About Pinpoint Desktop Accessories*, and *Isolating Problems: Tech Support at Home*. If you are a subscriber to Technical Support, you will receive these free of charge, as appropriate. (You probably already have them.) If you do not subscribe but would like any of these information sheets, send a self-addressed, stamped envelope to the address on our masthead, specifying which sheet(s) you would like.

## INSTANT BUSINESS LETTERS NO LONGER OFFERED

A few months ago we offered a free copy of Q-Mar's Instant Business Letters as a promotional item. The product has been discontinued by Q-Mar and therefore the offer is no longer in effect. Any of our customers who placed an order for it at the time and have not received it are entitled to a free copy of either the RAM Enhancement Kit or RunRun Desktop Manager. Contact our customer service department by August 15th, 1987 to verify that we have a record of your order. Explain the circumstances, and we will see that you do receive the promotional item to which you are entitled. Any other questions should be directed to The Q-Mar Group, 5677 Oberlin Drive, San Diego, CA 92121.

## ★★★ NEW PRODUCTS ★★★

Four new products will be released this summer: **Graphic Edge**, our complete graphics package for the Apple II (9/1); **COMMAND.COM**, a powerful new utility for high capacity disks that adds MS-DOS commands to ProDOS (9/20); **ProFILER 3.0**, the new version of our database manager that takes full advantage of the IIGS mouse (8/1); and **Steve High's PlayMaker** — multi-purpose macros to use with AppleWorks (8/30). See the catalog in this issue for detailed information (p. 9). For more information on **Graphic Edge**, see the November 1986 issue of *Points of Interest*.

## NEWSLETTER SUBSCRIPTIONS

You may have noticed that we've begun to number the volumes of the newsletter rather than assign them a month. This allows you to monitor your subscription and make sure that you have received every available issue. This issue, Volume 7, is the seventh to be published since the newsletter's inception last year. We have been forced to reduce the number of issues per year due to the pace at which we have been releasing new products (almost a dozen in the past year). In order to catch up with the support, packaging, and marketing necessary to the release of new products, we are publishing less frequent but larger editions of the newsletter. You can expect to receive them six times a year (every other month).

Those of you who are registered owners of *Micro Cookbook* or the *Bon Appétit* Electronic Cookbook will also be receiving our *Let's Cook* newsletter, an information-packed *potpourri* of user tips, recipes, and advanced applications for both cooking programs.

## CORRECTION

Last issue's article on Ortho Computerized Gardening promised a new version of the program for the Mac, due out in October. Ortho is in fact working on a design that will take advantage of the Mac's graphics capabilities, but they do not expect it to be out quite so soon. No release date has been set as yet. To order Ortho's Computerized Gardening, see the order form in this issue.

## NEW ADDRESS

Please note the new address on our masthead, (see story on page 2) and send all correspondence to:

**Pinpoint Publishing**  
5865 Doyle Street, Suite 112  
Emeryville, CA 94608

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## Pinpoint on Tour

In the past few weeks, our sales staff has paid visits to the Apple Users Group of Boston, the Little House Computer Club of San Carlos, California, and the Portland, Oregon/Vancouver, Washington Apple Users Group. Coming up are visits to The Sierra Apple Orchard of Fresno, California and the Apple Users Group of Sacramento, California.

If your users' group of 100 or more would be interested in hosting a presentation by Pinpoint Publishing, contact our Sales Manager, David Koel at 5865 Doyle Street, Emeryville, CA 94608, (415) 654-3050.

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## Pinpoint Zealots (cont.)

**Newton F. Shaffer**  
Southeast Connecticut Apple Users Group  
P.O. Box 510  
Gales Ferry, CT 06335

**Roger A. Kenney**  
Plane Apple Club  
P.O. Box 47396  
Wichita, KS 67201

**Charles Silvey**  
Mt. Sinai Apple II Users Group  
Mt. Sinai Medical Center  
Medical Arts Studio  
100th Street & 5th Avenue  
New York, NY 10029

**Doug Acker**  
The Apple Southeastern  
Information Exchange  
P.O. Box 5404  
Wilmington, NC 28403

**Michael Ladd**  
Aurora Area Apple Core  
P.O. Box 2805  
Aurora, IL 60507  
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# PINPOINT CATALOG

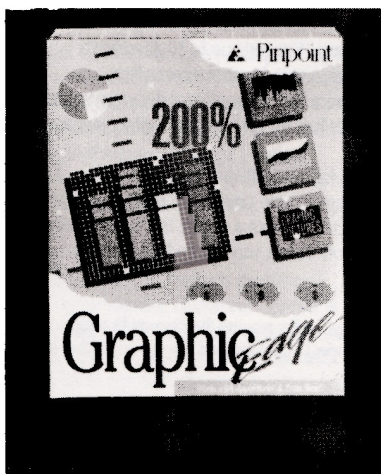
## Graphic *Edge* \$89

Graphic Edge allows you to create colorful graphs and charts using your AppleWorks spreadsheets. More importantly, Graphic Edge has tremendous printing features too. What good is a spectacular graph if you can't share it with others?

With Graphic Edge you can produce 8 different types of graphs, each with up to 48 colors/patterns. So now turn your spreadsheet into a pie chart, bar chart, X-Y graph or whatever. And hot links between Graphic Edge and your spreadsheet mean you set up your graphs just once. Then anytime you change your numbers, your graphs are automatically redrawn. Or, if you choose, change from one type of chart to another with a single keystroke.

But the big news is that you can add Print Shop and other graphics to your Graphic Edge charts. Plus, add tic marks, grids, legends and titles using up to 10 fonts and full-screen backgrounds. You can even edit any part of a chart as an independent graphic object!

And, as can be expected from Pinpoint, you can add the Pinpoint Desktop Accessories to Graphic Edge. You'll especially want to use GraphMerge to cut and paste up to 16 spreadsheet graphs to any AppleWorks document. Just think of all the exciting presentations and fully-illustrated reports you can make using Graphic Edge and the Pinpoint Desktop Accessories.



NEW

## ProFILER \$129

ProFILER is a mouse-driven database manager for Apple II computers. ProFILER features Mac-like pull-down menus, powerful searching capabilities,..... and flexible record design for unmatched ease-of-use. In addition, ProFILER handles an amazing 65,000 records, each with up to 250 fields.

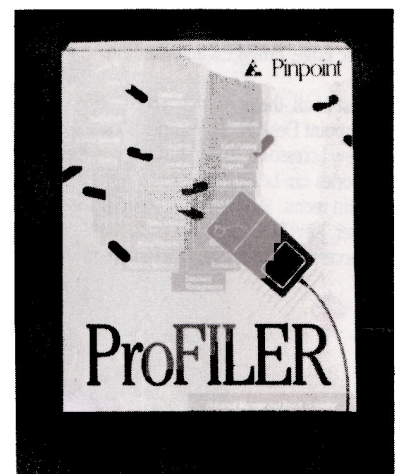
With ProFILER, you're free to modify your database anytime without data loss. For example, you can insert a new HOME PHONE # field, or enter 2 pages of bibliographic comments where there used to be only 60 spaces.

B-tree indexing makes searching fast and flexible. Now you can find Phil Pfeiffer's orders, even if you can't remember how to correctly spell his name! Or, if you did misspell Phil's name, ProFILER's SEARCH AND REPLACE command corrects the mistake in every record. Talk about a time-saver!

ProFILER's free-form and columnar reports can include full-field calculations, automatic subtotals, and automatic page numbering, each up to 240 columns across. And formatting is easy too. Just Point, Drag and Click.

Want more? Use Pinpoint's pop-up accessories to dial a client while reviewing his invoice, or schedule an appointment without exiting the program.

ProFILER 3.0 - everything you need to maintain your important information in one powerful and friendly package.



NEW

Pinpoint 

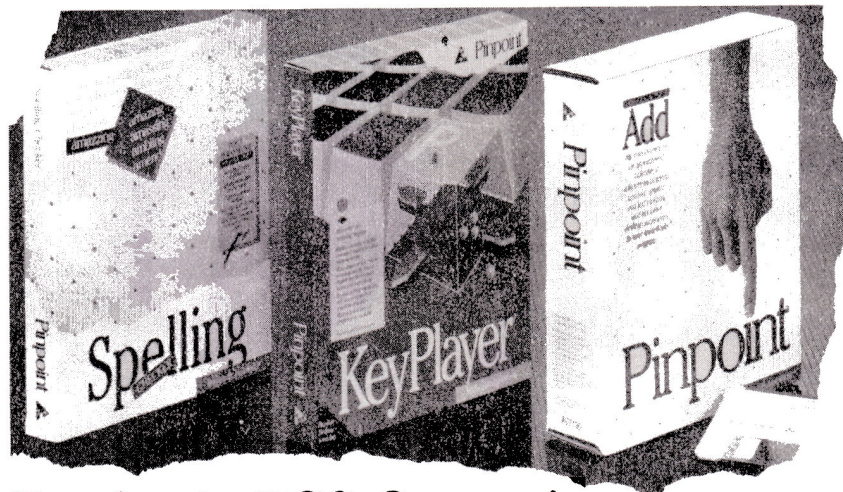
# Pinpoint Desktop Accessories \$89

The Pinpoint accessories sport eight "pop-up" applications in one convenient package. You get:

- **Appointment Calendar.** Helps you schedule appointments and meetings through 1990. You can also print your schedule to take with you.
- **Calculator.** 4-function calculator features 16 digit display and scientific notation. It's as simple as your favorite pocket model - only more convenient!
- **Communications Window.** Dial into any of the online services, "talk" with a friend, or exchange files using this remarkable telecommunications program.
- **Telephone Dialer.** This intelligent telephone dialer FINDS phone numbers anywhere on any screen, then dials them automatically. Even adds long-distance access codes.
- **GraphMerge.** Turn your reports and letters into something to see by merging your Dazzle Draw or Mouse Paint pictures into your AppleWorks text. A Pinpoint exclusive!
- **Notepad.** Powerful "baby word processor" features many AppleWorks editing (Open-Apple) commands such as INSERT and WORD WRAP.
- **QuickLabel.** Automatically scans your letter for a block of text that looks like an address. Then with one keystroke, positions the address on an electronic envelope, then prints onto a real envelope.
- **Memory Typewriter.** This computerized Typewriter is perfect for small typing jobs like badges, labels, memos and forms. Banish your typewriter to the closet forever.

The Pinpoint Desktop Accessories pop-up from within AppleWorks, Apple Writer, BusinessWorks and WordPerfect, as well as the following Pinpoint programs: InfoMerge, Point-to-Point, Graphic Edge, PROFILER and RunRun.

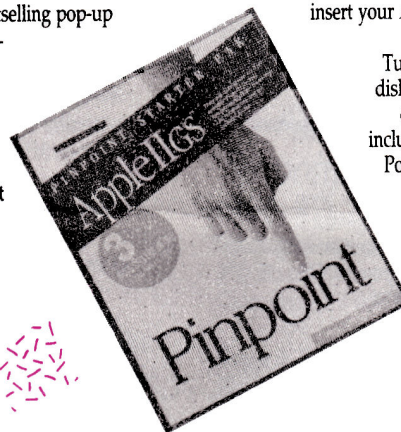
But best of all, the open-architecture design of the Pinpoint Desktop Accessories allows you to add new accessories at any time. Up to 8 more accessories can be installed onto Pinpoint's pop-up main menu. Add Pinpoint's pop-up Spelling Checker, KeyPlayer macro keys, or write your own accessories using the Pinpoint ToolKit.



## For Apple IIGS Owners! The Pinpoint Starter Pak \$149

This hot new package from Pinpoint is designed for use with the Apple IIGS. The Starter Pak includes all three of Pinpoint's bestselling pop-up programs, plus our RAM Enhancement Kit. You get the Pinpoint Desktop Accessories, The pop-up Spelling Checker, and KeyPlayer: macro keys all on one 3.5" disk. That's a total of 10 Pop-up accessories, plus the RAM Enhancement Kit FREE.

Installation is simple because all you have to do is double-click on the Guided Installation icon, insert your AppleWorks 2.0 disk, and you're ready to go. It also includes a Tutorial and a Custom Installation disk for installing the Starter Pak on other popular ProDOS programs including AppleWriter, WordPerfect, Point-to-Point, and other programs from Pinpoint Publishing. The Pinpoint Starter Pak requires a 3.5" disk drive.



## KeyPlayer™ \$49

This "pop-up" macro key program reduces non-productive computer time by combining multiple keystrokes into a single keystroke. And all of this is easy because KeyPlayer features menu-driven or "live" macro recording of up to 3000 keystrokes per macro.

An example of a macro might be combining all the keystrokes needed to convert a text file to a word processor file in one single keystroke. Or you can record a macro that acts like a DELETE function, but actually copies to the clipboard so you can recover the information if needed.

Other KeyPlayer features include pull-down menus, IF...THEN...ELSE conditional branching, and Boolean operations. KeyPlayer allows up to 16 nested levels of macro addressing. And advanced error trapping prevents you from accidentally calling up the wrong macro inside the wrong program. For quick review and easy editing, macros are stored as AppleWorks files.

KeyPlayer requires the Pinpoint Desktop Accessories (1.1 or later) and AppleWorks (1.3 or later).

## Spelling \$69

Spelling Checker is a "pop-up" spell checking program that allows you to check your documents without having to reboot AppleWorks.

Spelling Checker checks for misspelled words against a comprehensive 61,000-word dictionary, as well as an unlimited-capacity personal dictionary. Suggests up to 10 alternative spellings, single-keystroke corrections automatically reformats your documents and includes helpful spelling and writing summaries.

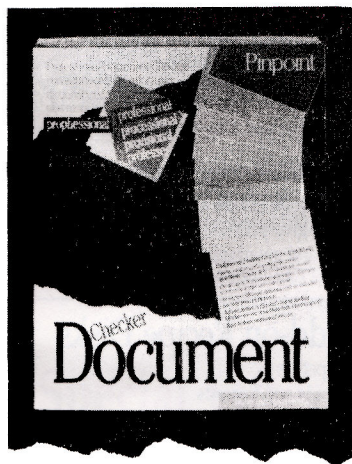
Perfect for quick memos or letters, or for checking changes you've just made to reports or contracts. Without a doubt, this is the quickest, most convenient way to produce letter-perfect work.

Spelling Checker requires the Pinpoint Desktop Accessories (1.1 or later) and AppleWorks (1.3 or later).

# Spelling Checker/ Document Checker Combo

Both Spelling Checker and Document Checker can share the same main and personal dictionaries and therefore can be used interchangeably. So depending on the work you're doing, you now have a choice. For shorter documents use the Spelling Checker for "pop-up" convenience. And for longer documents, use the Document Checker for awesome power and speed. Get both programs in our Spelling Checker/Document Checker Combo Pak.

\$99



This is one of the fastest professional spelling checkers for AppleWorks, Apple Writer, MouseWrite, and ASCII text files. Through its exclusive use of a memory cache, Document Checker greatly reduces spell checking time by storing all words checked during a session for instant recall.

Document Checker checks for misspelled words against a comprehensive 61,000-word dictionary created from frequently used words (not a set of spelling rules as is the practice of other spell checking dictionaries). Plus the personal dictionary feature of Document Checker allows you to create an unlimited number of additional dictionaries.

Designed for teachers, business people and technical professionals, Document Checker is perfect for long documents such as reports and contracts. Also, Document Checker can batch check up to 16 AppleWorks documents at once.

Document Checker requires 2 disk drives.

\$69



Point-to-Point is the only Apple II communications program which features the complete Binary II transfer protocol. Binary II is quickly becoming the new standard transfer method (already adopted by CompuServe and GEnie) because it fully supports all Apple II file types without conversion - including the Apple IIGS ProDOS 16 files!

InCider magazine's Tom Sherman summed up Point-to-Point this way: "Among the more powerful communications programs, Point-to-Point is also among the easiest to use. Arguably the best of the complete (communications) programs."

And it's true. Point-to-Point's powerful keyboard macros automate log-on sequences, replace repetitive keystrokes, and greatly speed program operation. And Point-to-Point uses the familiar AppleWorks command structure and filecard user interface to make life easy for beginners. Plus need-to-know information is always displayed so you're never left in a bind while online.

So now spend less time learning new commands, and more time searching online databases, sending electronic mail and swapping programs and data files.

Additional features include real-time clock support, simultaneous printing while online, a scrolling review buffer, and a capture buffer that automatically writes to disk when full.

Best of all, Point-to-Point is the only communications program that can install Pinpoint's growing line of accessories. Instantly update your Appointment Calendar without logging off. Or pop-up the Calculator to add your purchases while shopping on CompuStore. Any of up to 16 desktop accessories may be added, including KeyPlayer macro keys for maximum program automation.

\$129

# RUNRUN \$49

Especially useful for hard disk and RAM drive users, RunRun is a versatile and efficient program assistant.

This program selector and desktop manager displays files by name, date, type, or size. Up to 128 applications can be launched from the main menu. You simply point, select and press RETURN.

And RunRun allows you to run two desktop accessories simultaneously. Now you can use the Telephone Dialer while reviewing your appointments in the Appointment Calendar. Or address your envelopes with QuickLabel when you write your friend a note on the Notepad. All 16 Pinpoint accessories can be run from RunRun's main menu.

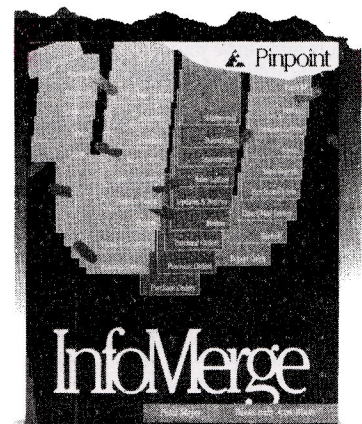
# Overstocked! Special \$15 Offer

We goofed and ordered a five-year supply of our InfoMerge program. Help us out and help yourself out to a great deal on this outstanding mail merging program.

InfoMerge creates "personalized" documents using AppleWorks database and word processing files. InfoMerge also features DIRECT Merge/Printing which sends merged documents directly to the printer. This eliminates the need to manually control operation.

But it's not only a mail-merge program. InfoMerge also features database reporting that allows you to print documents not possible with AppleWorks alone. InfoMerge performs simple calculations using AppleWorks category names (i.e. [QUANTITY] \* [PRICE]=[TOTAL]) and columnar printing so savvy that even the decimal points line up!

All of this is done without bothersome file conversions, frustrating record limitations, or cumbersome clipboard "print files". Finally, here are all the most-asked-for features that AppleWorks simply forgot.



# ToolKit

\$69

Here are eight new accessories you can add to your Pinpoint desktop. In addition, you get the tools you need to write desktop accessories all your own, or whole new programs. For power users and programmers alike, this program brings new meaning to the words "open architecture".

Just check out these 8 add-on desktop accessories:

**Accessory Mover** - Customize Pinpoint's pop-up menu so only the accessories you want show up with each of your applications. Pop-up just the Calculator, Notepad and QuickLabel with your word processor. Or the Calendar, Calculator and Dialer with your accounting program. You can also rename accessories so your desktop takes on your own personality. "Calendar" can become "Always on Time", or "Dialer" can become "Phone Home".

**Memory Window** - The Memory Window provides a snapshot view of the memory contents in either main or auxiliary memory.

**Screen Print Utility** - Get an instant snap-shot of your Apple screen for help when writing macros, or to prove that error messages make little or no sense. Source code is included.

**MegaDialer** - This disk-based telephone dialer dials your modem automatically and adds up to a 32 character lead-dial string. The Source Code is included and is especially useful for learning on-screen pattern recognition "tricks".

**Programmer's Calculator** - You get decimal, hexadecimal and binary functions, plus the Boolean operators "AND", "OR" and "XOR". The "paper tape" display makes this calculator a programmer's dream.

**Video Resource Editor** - Internally, we call this accessory the ultimate in "vaporware" because you can create complete visual presentations that are hard to tell from "real programs". The Video Resource Editor allows you to select from a library of ready-made, pull-down menus and dialog boxes.

**Resource Converter** - This is the power partner that converts Video Resource Editor files (above) into assembly language files. These two accessories combined can easily triple your programming output while making every program you build look super-sharp!

**Pop-up ProDOS Filer** - This is a new pop-up version of Apple's own ProDOS Filer. Now copy, delete and rename files, or format disks without exiting AppleWorks.

**TOOLKIT BONUS** - With ToolKit, you get all of the above, PLUS absolutely FREE, the RunRun program selector designed as a "simulation tank" for writing and testing desktop accessories. See the RunRun description below for more details.



# MICRO COOKBOOK

\$49<sup>95</sup>

Over 130,000 copies sold, making Micro Cookbook the world's #1 best-selling cooking program. And it's no surprise either. Micro Cookbook makes cooking chores simpler, easier and more fun.

Let's say company's coming for dinner and you want something that's light and low-cal. No problem. Just fill Micro Cookbook in on the contents of your refrigerator - onions, tomatoes, leftovers, whatever - and Presto! Micro Cookbook presents a selection of tantalizing and appropriate recipes based on your available ingredients.

It's perfect for homemakers cooking for their families, singles cooking for themselves, and roommates cooking for each other. Micro Cookbook automatically adjusts the ingredient quantities for any number of servings (up to 299) and prints out a complete shopping list for you to take to the supermarket.

Thousands of recipes are available on over 15 add-on disks ranging from Appetizers & Salads to Desserts (see below for a complete listing). And of course, you can enter your own favorite recipes, or modify our recipes to suit individual taste or circumstances. And when your meal receives rave reviews, you can print out the complete recipe and directions for friends to take home.

Micro Cookbook can do all this and more. It's the ideal gift to give yourself, or anyone who enjoys good food and entertaining.

## Add-on Recipe Disks

- Appetizers
- Breads and Spreads
- California Beef
- Daily Breads
- Daily Breads  
with a food processor
- Desserts
- Family Favorites  
(old Sampler recipe disk)
- Food Processor Cooking
- Holiday Meals
- Kid's Cookery
- Meatless Meals
- Microwave Cooking
- Soups and Salads
- Special Diet Recipes
- Wok Cooking

And from Bon Appétit magazine:  
Favorite Party Menus

Micro Cookbook requires a 128K Apple IIc, Enhanced Apple IIe, Apple II GS, or an IBM PC/XT/AT or 100% compatibles with 256K.

All programs require a 128K Apple IIc, Enhanced Apple IIe, Apple II GS or an Unenhanced Apple IIe with Pinpoint's Apple IIe Upgrade Kit, and one 5.25" disk drive. Other requirements as noted.

All Pinpoint programs are non-copy protected.

## Pinpoint Products

### Pop-up Desktop Accessories\*

Apple IIGS Starter Pak	\$149.00
Pinpoint Desktop Accessories	\$89.00
Spelling Checker	\$69.00
KeyPlayer	\$49.00
ToolKit	\$69.00

### Stand-alone Applications\*\*

Point-to-Point	Special \$99.00
Document Checker	\$69.00
Spelling Checker/Document Checker Twin Pack	\$99.00
Graphic Edge	\$89.00
InfoMerge	Special \$15.00
ProFILER 3.0	\$129.00

### Utilities

COMMAND.COM — MS-DOS shell, 100+ commands & utilities	\$69.00
RunRun — disk manager, program selector, system desktop	\$49.00
Apple IIe Upgrade Kit — run programs on Unenhanced IIe's	\$29.00
RAM Enhancement Kit — system setup, RAM partitioning	\$29.00
ProFILER Label Utility — prints labels up to 4-across	\$29.95
ProFILER Data Conversion Utility — PFS-to-ProFILER	\$12.00
Recipe Express — recipe utilities, batch export, for IBM PC	\$30.00

### Personal Software

Micro Cookbook	\$49.95
Add-on Recipe Disks (specify computer)	\$19.95
Bon Appetit Recipe Disks (for Bon Appetit Electronic Cookbook and Micro Cookbook v3.0)	\$24.95
Bon Appetit Electronic Cookbook (specify computer)	\$59.95
ORTHO Computerized Gardening (specify computer)	\$49.95

### Modems

ProModem 1200G — external 300/1200 baud modem for Apple II, Mac or IBM PC. Specify computer type and model.	\$199.00
ProModem 1200A-2 — internal 300/1200 baud modem for Apple IIe or Apple IIGS	\$199.00
ProModem 2400G — external 300/1200/2400 baud modem for Apple II, Mac or IBM PC. Specify computer type and model.	\$399.00

## Special Offers

### Total Communications Solution — everything you need!

Point-to-Point with ProModem 1200G	\$249.00
Point-to-Point with ProModem 1200A-2	\$249.00
Point-to-Point with ProModem 2400G	\$399.00

The Total Communications Solution packages include Point-to-Point communications software, Prometheus modem, subscription to The Source, a national bulletin board directory on disk, plus a Pinpoint Desktop Game you can download directly from The Source. Specify computer type and model, Apple II Series only.

InfoMerge (reg. \$79)	\$15.00
Overstocked! Someone at Pinpoint ordered a 5 year supply. Help us out and help yourself to an unbeatable program and a fantastic price. OFFER EXPIRES OCTOBER 31, 1987	

Point-to-Point (reg. \$129)	\$99.00
Total communications software that's easy to use and hard to outgrow.	

Recipe Disks (reg. \$19.95 each)	Buy 2, Get 1 Free
Order any two recipe disks and get a third recipe disk, FREE.	

\*Require Pinpoint Desktop Accessories

\*\*Work with AppleWorks and other selected ProDOS applications

### ORTHO Computerized

**Gardening** — indoor/outdoor garden planning aid. Select the right plant by plant type, height, water and light needs, bloom color and season — personalized to your local Zip Code! Includes over 700 plants compiled from over 40,000 facts about plants. Apple II, IBM PC, or Mac \$49.95

### Bon Appetit Electronic

**Cookbook** — An updated version of Micro Cookbook revised with guidance from the editors of *Bon Appetit* magazine. Includes a copy of *Bon Appetit's Favorite Party Menus* recipe disk (a \$24.95 value), FREE, featuring over 200 recipes from *Bon Appetit*, *Americas Food and Entertaining Magazine*. Apple II or IBM PC \$59.95

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### TO ORDER BY PHONE CALL 24 HOURS TOLL FREE

## 800-633-2252 Ext. 626

For more information or to inquire about an order please call Pinpoint Customer Service. CALL 415-654-3050 Monday thru Friday, 9:00 am to 5:00 pm Pacific time.

### 30-DAY MONEY-BACK GUARANTEE

All products purchased from Pinpoint Direct come with a 30-Day money-back guarantee. If within 30 days of purchase you are dissatisfied with the software, call us at (415) 654-3050 between 9 am and 5 pm Pacific time for a Return Merchandise Authorization number.

# Points Taken

## 21ST CENTURY PINPOINT

"I have just received Pinpoint Desktop Accessories and am very pleased with it...I notice that the Calendar/Appointments accessory only runs to December 1990. Is there an update for this? If I am to use this system to maintain my diary, I need the assurance of continuity into the future."

**A.R. Morley**  
Jatim, Indonesia

*Mr. Morley, an update will be available in the Fall of 1990 to extend the Appointments Calendar into the 21st Century!*

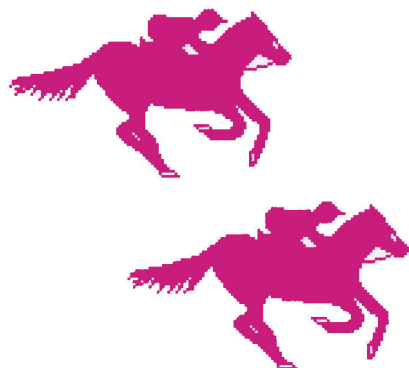
## DOCUMENT CHECKER VS SENSIBLE SPELLER

"When I first tried out Document Checker, I set the program to access the dictionaries from my IIc's internal drive, and my files from the external IIc drive. I discovered the program to be as fast, if not faster, than my RAM Kit enhanced Sensible Speller. When I installed the Pinpoint dictionaries into the RAM drive, Document Checker jumped into warp factor "8" while Sensible Speller was still stuck on impulse power.

"For speed, Document Checker wins hands down. But Document Checker is also much more convenient to use than Sensible Speller. I have purchased several updates of Sensible Speller for ProDOS over the last two years and my latest revision still requires all files (including dictionaries) to be accessed by typing in the file's complete pathname."

**Clifton Jennings**  
Fairfield, TX

*Clifton, thanks for the insightful comparison of these two products, and for your other suggestions (not printed here). We rely on customers like yourself for valuable feedback.*



## KEYPLAYER TIPS

"You people have come up with some real zingers - not only the software, but documentation that is graceful, good humored, and above all CLEAR. As the cover boy of last March's Personal Computing (Getting More Done Faster), I no longer feel like a second class citizen when I leave my IBM/AT in the office - with its 1.73MB Intel AboveBoard, Lotus 1-2-3, dBase III+, OfficeWriter, Sidekick, and Note-it - and come home to my Apple IIe, enhanced, with 448K of Applied Engineering's magic, and Pinpoint!"

"Just a word about the documentation of KeyPlayer. Obviously its sparse examples show it is intended for people who are already familiar with macros, and after a little fiddling (and an amazingly short, successful installation) I got several up and running. But it would have taken much less time if you had not described <IFKEY,n> as "If the value of the key equals n". I thought you meant the ASCII value, since elsewhere you use n as a numeral juxtaposed with x as a keyname...You really need to include more examples in your documentation!"

**Charles I. Campbell**  
Palisades, NY

*Charles, KeyPlayer is intended to be accessible by beginners, but you're right - it never hurts to include more examples. Be sure to check out last issue's article on the winners of the "Macro Open" for some creative examples of macros. We hope to publish more of these in the pages of this newsletter.*

## FRENCH KISSES

*We received the following letter from a customer in France, whose name we can't quite make out. We've left a few of the grammar mistakes in, so as to preserve that marvelous French accent!*

I have bought your Pinpoint ToolKit and sent you my registration card. I had a very good surprise: I have bought not only the ToolKit, but Pinpoint v1.3 (the source code) and RunRun, the accessory mover and advanced installation facility. RunRun allows me to run an accessory within an accessory. The Chapter 2 of the documentation, the Video Resource Editor, and the Resource Converter are a paradise for the hacker. "Written for hackers by hackers" - that's right! My wife and my kids don't thanks you for the time I spend with my IIe and Pinpoint ToolKit and without them. But you can understand that I must test and customize all my ProDOS programs and system files and disks with ToolKit. After that, and only after that, I can have the right to sleep..."

*Yes, the ToolKit does include both RunRun and the source code for the desktop accessories...a hacker's paradise indeed!*

## TIME TRAX

"Can you alter the Appointment Calendar so that Pinpoint will beep for attention when a day has an event which is due? Of course, this would require a clock or an interrupt source like the mouse. I am sure that your survey has shown that many people have bought a clock or a mouse for their IIe's and IIc's."

**Ronald Leroux**  
Quebec, Canada

*We do not have any plans to improve the Calendar in this way, mostly because those clever folks down at CPU have already done it. Their new product, Time Trax II, includes all of the regular Calendar functions, and will also interrupt your work to remind you of daily and hourly appointments. Time Trax II can be run as a stand alone or as a Pinpoint accessory. For more information contact Creative Peripherals Unlimited at 800-228-1165 or 714-770-3334.*

## FEARLESS FRED

"Following hour telephone conversation today I am sending you my original program disk which you have offered to update so that I may run your Spelling Checker and Document Checker.

As you can clearly see, spelling has always been my strong suite, but there is a matter of personal pride I would preserve by having you, Pinpoint, correct my wife's spelling. My wife, although a great cook, does not take critizzum well!!! Pinpoint correcting her misspellings is likely to result in her putting YOUR FLOPPIES in the blender. MY correcting her misspellings is likely to result in her putting MY FLOPPIES in the blender..."

Enclosed is a mailing label to help you in a speedy reply."

**Fred "The Fearless" Chisholm**  
Santa Paula, CA

*Fred, maybe you should let your wife's misspellings go and give her a copy of Micro Cookbook instead. We have a great recipe for frappeed floppies...*



# Pinpoint's Technical Support Subscriptions

Pinpoint is committed to producing quality products at reasonable prices. Providing excellent product support to all registered owners is an important part of this commitment.

As a registered owner of our products you may call our regular support line for help for as long as you own one of our products. This basic service is included in the purchasing price of our products. For a modest fee we are now offering extra services to those that feel they need more help, or those who just want to keep in close touch with us.

Those of you who have been frustrated by the busy signals on our support line may be interested in our new Technical Support Hotline. This a special phone line that only Level Two and Level Three support subscribers have access to (read on).

We offer special Technical Support three different levels:

**Level 1 — \$10.00 per year - Includes:**

- A year's subscription to "Points of Interest" newsletter
- Notices of any updates
- Product-specific technical bulletins

**Level 2 — \$20.00 per year - Includes:**

- All of the above, plus
- Access to the Tech Support Hotline
- Personal written Support
- Electronic Mail support

**Level 3 — \$30.00 per year - Includes:**

- All of the above, plus
- Automatic FREE updates (This level guarantees you at least one FREE update, even if it does not occur within the year of your subscription.)

## Details:

These Technical Support subscriptions are to be purchased on a per product basis. The first product that you purchase a technical support subscription for will cost the amount listed above. Multiple subscriptions will be discounted at the following rate:

**2nd and 3rd program purchased:**

- Level 1 - \$5.00 each
- Level 2 - \$10.00 each
- Level 3 - \$15.00 each

After you have purchased three support subscriptions at a certain level, you may obtain support for any additional Pinpoint products at the same level. Just send in the registration cards, or registration numbers for the new products, and explain that you

would like this product to be added to your support subscription.

Remember, if you are registered for one Pinpoint product at Level One, and decide to register for a second product at Level Two, the second registration price will be \$20 rather than \$10. The fifty percent discount for second and third product registrations only applies if you register within the same level. You may decide to upgrade to a higher level of technical support at any time.

## Products covered:

This policy covers all of our products with the exception of the Pinpoint ToolKit and the Starter Pak. The ToolKit requires some programming sophistication and therefore falls outside the realm of normal Technical Support. If you have ordered the ToolKit, you will receive a complete statement of the terms of that support policy with your Pinpoint ToolKit package. The Starter Pak also includes it's own technical support policy information. For support purposes, the Ram Enhancement Kit and the Modem Enhancement Kit are considered to be identical to our other products, and support subscriptions for them must be purchased separately.

## To get help:

In the event that you need technical assistance we will need to know the following:

- your registration number
- slot by slot system description
- version numbers of all programs (*absolutely necessary!*)
- your question (this isn't as simple as it sounds!)

We must make every effort to limit our phone calls to a ten minute maximum, so please have this information handy. The Technical Support team can be reached during the above stated hours by dialing:

Pinpoint Tech Support (415) 654-0286

## If you don't subscribe:

We'll be happy to help you on the Technical Support line. (We have found written correspondence to be less productive than telephone conversations.) We answer any letters sent to us by a registered owner within 30 days of purchasing a product. After 30 days, a level two, or level three support contract is required for personal written correspondence.

Please include your registration number(s) on all correspondence.

## Notice

Level 3 subscriptions outside of the United States or Canada: US\$40.00 for the first program, and US\$20.00 for each additional program.

## SUBSCRIPTION FORM

My product registration cards are: *please circle*  
ON FILE AT PINPOINT ENCLOSED

**LEVEL ONE** — 1 year's Newsletter subscription, update notices, and product-specific technical bulletins. (2nd and 3rd products registered at same level are half price.)

Product Name	Registration #	Price
_____	_____	\$ 10*
_____	_____	5*
_____	_____	5*

**LEVEL TWO** — The above plus access to the Tech Support Hotline, electronic mail, and written support.

Product Name	Registration #	Price
_____	_____	\$ 20*
_____	_____	10*
_____	_____	10*

**LEVEL THREE** — The above plus automatic FREE software updates.

Product Name	Registration #	Price
_____	_____	\$30*
_____	_____	15*
_____	_____	15*

I have registered for support for three Pinpoint products, and I own these additional products I would like supported FREE at the same level.

Product Name	Registration #	Price
_____	_____	\$ 0
_____	_____	0

## IDENTIFICATION INFORMATION:

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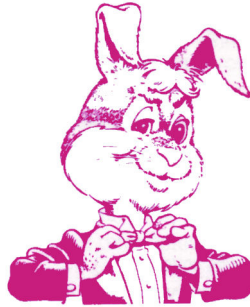
# Point-to-Point's Binary II: Sending Files by Carrier Bunny

Gary Little, author of Brady Book's Inside the Apple IIc, Inside the Apple IIe, and Apple ProDOS: Advanced Features for Programmers; author of Addison-Wesley's upcoming Exploring the Apple IIGS; contributing editor to A+; and author of Pinpoint's Point-To-Point communications package (I was very impressed with Little until I found out he's also a lawyer), recently developed a special file format, called Binary II, to make Apple II communications easier. He has placed the format, as well as two Applesoft programs that convert ProDOS files into and out of the format, in the public domain. If we can talk everyone in the Apple II kingdom into using this format for programs and data they post on bulletin boards and in commercial data bases, we'll all be speaking the same language.

The Apple II kingdom needs Binary II for communications because it allows all the various types of files we have (ProDOS SYS, BIN, BAS, DIR, AWP; DOS 3.3 B, A, and T, to name a few) to be easily transferred from one computer to another by modem and phone line. In addition to simply transferring the data in the files, it also leaves each file's attributes (lock/unlock status, file type, filename, creation date, and so on) unchanged. Since modem-phone transfers usually take place with the help of a local bulletin board or commercial data base service that doesn't know SYS from SOS, Binary II uses a standard binary file format, which such boards and services can't complain about. It also allows programs that require several different files to be bundled together and transmitted in a single package.

Until Binary II appeared, transfers of Apple II files were usually done by converting all other types of files into text files. This has been the case even though many of the

available  
Apple II  
communications



programs actually include protocols for sending files without doing this. The problem with previous protocols was that they were all different from one another. In order to use one you had to have the same communication software at each end of the phone line. This is at least inconvenient and sometimes, as when using a commercial data base vendor as an intermediary, impossible.

The convert-it-to-a-text-file method, on the other hand, works, but just barely. It's a pain in the chips for the sender, it usually triples the size of the file, which means more money and time for transmission, and it requires that the receiver EXEC or otherwise process the file to convert it back to its correct format. Sometimes receivers find they don't have enough information to do this. Even when conversion works, other problems arise. For example, AppleWorks word processing files lose their formatting with this procedure. And it's nearly impossible to send an AppleWorks spreadsheet file this way.

Little's file format encapsulates one or more files of any type within a Binary II file. When stored on a ProDOS disk, a Binary II file looks like a standard BIN file. Any communication software can send or receive this type of file using XMODEM or any other

transfer protocol. Other operating systems and computers think Binary II files are standard binary files. Binary II files, however, always have a name that ends with ".BNY" so that people can easily recognize one of them on an alien bulletin board.

**BNY is pronounced "bunny" because after you bring one home, it sometimes produces a litter of little files.**

Every BNY file begins with a 128-byte "header" that holds all the attributes for the first file that has been encapsulated, as well as a few bytes of information about the BNY file itself (how many files are in it, how much disk space they require, and so on). After the header you'll find the first file. If the file won't divide into even 128-byte chunks, bytes holding zeros are added to the last chunk until it's an even 128 bytes long. If there is only one file inside the BNY file, the BNY file ends here. If there are more files, they follow in the same order: a header, the file itself, and filler zeros. A BNY file can even hold one or more subdirectories. A BNY file is never more than 511 bytes-per-file longer than the original files.

To create a BNY file you can use Little's public domain program or version 1.5.1 or higher of Little's Point-To-Point. Little's programs are stored (as text files that can be EXECed into Applesoft) in the MAUG library on CompuServe. Search for the files B12UP.EXE and B12DWN.EXE. When you EXEC these they become BINARY.UP, which is for wrapping files in a BNY, and BINARY.DWN, which is for unwrapping a BNY. If you'd like complete documentation on the internal structure of Binary II files, also download BINARY.DOC.

*Tom Weishaar*

*(Reprinted from Open-Apple, April '87)*

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