



# mini'app'les

newsletter

\$2

Vol. 14  
No. 8

The Minnesota Apple Computer Users' Group, Inc.

# AUGUST 1991

Calendar  
of  
Events

M	T	W	T	F
1	2		<b>Mac Main Meeting*</b> Bloomington Educational Center 90th St & Portland Ave. So. Mike Carlson 866-3441, Melvyn Magree 559-1108	2
<b>Apple II GS and Apple II Main Meeting*</b> Highland Park Library, Ford Parkway, St. Paul - 7:00 pm Subject: CrossWorks Tom Osterlag 488-9979 <b>Mac Computer Art &amp; Design SIG*</b> School of Communication Arts, 2525 27th Ave S, Mnpls 6:45 pm - Meet at main reception desk Joy Kopp 440-5436	<b>Apple II DTP SIG</b> NO MEETINGS TIL SEPT Subject: Just Resting Bill Warner 490-9554	<b>Dakota County SIG</b> Mac, Apple II, Apple IIGS NO MEETINGS UNTIL SEPT Tom Michals 452-5667	<b>mini'app'les Board Meeting</b> Lexington Branch Library University & Lexington Aves. St. Paul, MN - 7:00 pm David Laden 488-6774	9
<b>Fourth Dimension™ SIG</b> Autoline 2714 Patton Rd, St Paul Ian Abel 824-8602	<b>MacCAD/E SIG</b> Heath/Zenith Computer Hopkins - 7:00 pm Bill Langer 937-9240	14	<b>North Shore Mac CIG</b> Bethlehem Lutheran Church Grand Marais - 7:00 pm Jim Ringquist 218-387-2234	16
<b>HyperCard™ SIG</b> S.E. Library, 1222 SE 4th St Subject: Addmotion Peter Fleck 370-0017 <b>Mac Novice User SIG</b> Highland Park Library, St Paul 7:00 pm Subject: Monitors Tom Lufkin 698-6523	<b>Microsoft® Works™ SIG*</b> Highland Park Library Ken Edd 631-3679	<b>Mac Desktop Publishing SIG</b> First Tech, 2640 Hennepin, Mpls. 7:00 pm Bob Grant - 827-6142  <b>Mac Programmer SIG*</b> Murray Jr. High, St. Paul - 7:00 pm Gervaise Kimm 379-1836	22	23
26	27	Murray Jr. High, 2200 Buford St. Paul - 6:30 pm Subject: TimeOut Outliner Jim Shield - 434-9836	29	30
		28		

**Notes:**

**Deadline**  
for September Newsletter  
is August 2nd.

**Deadline**  
for Octemberr  
Newsletter  
is September 2nd

\* Denotes a change in time or location from previous month's meeting.

**Coordinators - Please Call Dick Aura (941-1198) by the 1st Friday in order to have your meeting listed correctly.**

**CIG - Community Interest Group**  
**SIG - Special Interest Group**

**THE CALENDAR FOR  
SEPTEMBER IS ON PAGE 4**

## Board Members:

### Officers

President	<i>David E. Laden</i>	488-6774
	675 West Wheelock Pkwy, St. Paul, MN 55117	
Vice-President	<i>Tom Lufkin</i>	698-6523
	2078 Highland Parkway St. Paul, MN 55116	
Secretary	<i>Bill Warner</i>	938-1334
	4161 Meadowbrook Ln St. Louis Park, MN	
Treasurer	<i>Dick Aura</i>	941-1198
	5167 Tifton Dr. Edina, MN 55439	

### Directors

Publications	<i>Open</i>	
Membership	Rand Sibet	560-8103
Software	Greg Carlson	544-8252
Operations & Resource	James C. Fulwood	454-7610
SIG: Macs	Tom Shaff	225-1191
SIG: Apples	James W. Hadden	561-4903

### Coordinators

Beginners' Consultant	Earl Benser	884-2148
Dakota County	Tom Michals	452-5667
Shows & Conventions	<i>Open</i>	
Volunteer Coordinator	Larry Strathman	724-2833

Mac Users SIG	Mike Carlson (days) Melvyn Magree	866-3441 559-1108
Mac Programming SIG	Ian Abel	824-8602
HyperCard SIG	Peter Fleck	370-0017
CAD & Engin. SIG	Bill Langer	937-9240
4th Dimension SIG	Ian Abel	824-8602
Mac Computer Art. & Design SIG	Joy Kopp	440-5436
Mac Novice SIG	Tom Lufkin	698-6523
DeskTop Pub. SIG	Bob Grant	827-6142
MicroSoft Works SIG	Ken Edd	631-3679
North Shore Mac Users	Jim Ringquist	(218) 387-2234
Apple II Users SIG	Tom Ostertag	488-9979
Apple IIGS SIG	Mark Evans	935-7251
AppleWorks SIG	Jim Shields	434-9836
Apple II DTP	Bill Warner	490-9554
Beginner's Basic SIG	Tom Alexander	698-8633
Languages/Tech SIG	Wesley Johnson	636-1826
Tech. Adviser (hdwre)	Roger Flint	771-2868

### Software Director's Staff

Mac eDOM Editor/Prod	<i>Open</i>	
Apple // DOM Editor	Tom Gates	789-1713
CP/M	<i>Open</i>	

### Liaison Contacts (Contact with non-mini'app'les SIGs)

Genealogy	Melvyn Magree	559-1108
Medical	Stewart Haight	644-1838
CP/M	Jim Rosenow	(414) 261-2536
PACER Center	Roslie Becker	827-2966

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**Questions** — Please direct questions to an appropriate board member. Technical questions should be directed to the Technical Director.

**Membership** — mini'app'les  
attn: Membership Coordinator  
PO Box 796  
Hopkins MN 55343

All members receive a subscription to the newsletter and all club benefits. New members receive a package of member lists and software catalogs.

eDOMs	At Meetings	Mail Order
<b>Members:</b>	5 1/4" eDOMs	\$3.00
	5 1/4" System	\$1.00
	3 1/2" Apple/Mac eDOMs	\$5.00
	3 1/2" System	\$3.00
	3 1/2" System 7.0 (9 disks)	\$15.00
<b>Non-Members:</b>	5 1/4" eDOMs	\$6.00
	3 1/2" Apple/Mac eDOMs	\$10.00
		\$4.00

Make checks payable to: mini'app'les

Mail to Mini'app'les: Attn: eDOM Sales  
PO Box 796, Hopkins, MN 55343

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

**Newsletter Contributions** — Please send contributions directly to the Newsletter Manager, Dave Undlin, 6670 West 133rd St., Apple Valley, MN 55124 or upload to Dave or Darryl Zum on the DTP Exchange BBS or Dave on the mini'app'les BBS. You can also reach Dave at 432-0913 or leave a message for Darryl at 638-0315.

**Deadline for publication for September newsletter is August 1st.** An article will be printed when space permits and if, in the opinion of the Newsletter Editor or Manager, it constitutes suitable material for publication.

**Meeting Dates** — Please phone calendar announcements to:  
Dick Aura 941-1198.

**mini'app'les BBS** — 892-3317 8 data 1 stop 0 parity 24 hours

**mini'app'les Voice Mail** — 229-6952

**Advertising** — Direct inquiries to:  
Sharon Gondek — 644-7418  
mini'app'les Advertising Coordinator  
PO Box 4023, St. Paul, MN 55104

### Newsletter Publication Staff

Publications Director	<i>Open</i>	
Newsletter Manager	Dave Undlin	432-0913
Editor	Darryl Zum	638-0315
Production Manager	<i>Open</i>	
Calendar	Dick Aura	941-1198
Contributing Editor	Tom Edwards	927-6790
Contributing Editor	Steve George	935-5775
Graphics Consultant	Nancy McClure	227-9348

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AUGUST 1991

## IN THIS ISSUE

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*Yes . . .  
I'd like to join!*

Please accept my –

mini'app'les MEMBERSHIP APPLICATION.

Please Print or Type:

1. Name \_\_\_\_\_  
 \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Res. phone \_\_\_\_\_ Bus. \_\_\_\_\_  
 Renew ID# \_\_\_\_\_ Exp. Date \_\_\_\_\_

2. Please enroll me as a mini'app'les member.

<input type="checkbox"/> Regular [1st year] \$20.00	<input type="checkbox"/> Educational \$50.00
<input type="checkbox"/> Renew [one year] \$15.00	<input type="checkbox"/> Corporate \$100.00
<input type="checkbox"/> Foreign \$30.00	<input type="checkbox"/> Donation \$ _____ <small>(tax deductible)</small>
<input type="checkbox"/> Sustaining \$25.00	

3. Please tell us your special interests:

<b>Which personal computer do you use?</b>	<b>Area of Interest?</b>
<input type="checkbox"/> Apple II	<input type="checkbox"/> Business Application
<input type="checkbox"/> Apple II +	<input type="checkbox"/> Home Application
<input type="checkbox"/> Apple IIe	<input type="checkbox"/> Educational Application
<input type="checkbox"/> Apple IIc	<input type="checkbox"/> Desktop Publishing
<input type="checkbox"/> Apple IIGS	<input type="checkbox"/> Other _____
<input type="checkbox"/> Macintosh Plus	<b>Do you own or use?</b>
<input type="checkbox"/> Macintosh SE	<input type="checkbox"/> Printer
<input type="checkbox"/> Macintosh II	<input type="checkbox"/> Laser Printer
<input type="checkbox"/> Macintosh SE/30	<input type="checkbox"/> Modem
<input type="checkbox"/> Macintosh IIcx/IIci	<input type="checkbox"/> Other _____
<input type="checkbox"/> Laser - Other	

Sponsored by: \_\_\_\_\_

Check if interested in volunteer opportunities.  
Special Area \_\_\_\_\_

Check if you do not wish to receive non-club promotional mailings.

You'll receive your new member's kit in 3 to 6 weeks.  
Make checks payable & mail to:

mini'app'les  
PO Box 796  
Hopkins, MN 55343

## ADVERTISERS

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Laser-print Supply	Back Cover

### The Fine Print

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### IF YOU ARE MOVING...

... please let us know six weeks before you move so we can change your address. Thank you.

Copy your newsletter mailing label showing current address in this space:

I.D.#: \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Street: \_\_\_\_\_  
 City, St., Zip: \_\_\_\_\_



PRINT YOUR NEW ADDRESS HERE ✓

Street: \_\_\_\_\_  
 City, St., Zip \_\_\_\_\_

MAIL TO: mini'app'les, P.O. Box 796, Hopkins, MN, 55343

# September 1991

Mac Main Meeting	Thur. SEPT. 5	Bloomington Educational Center 90th St & Portland Ave	Notes 4 & 6
Apple // Main Meeting	Mon. SEPT.9	Highland Branch Library, St. Paul - CrossWorks	Note 11
Mac Computer Art & Design SI	Mon. Sept. 9	Mpls College of Art & Design Rm 325 - NEXT	Note 7
Apple IIGS SIG	Mon. Sept. 9	Highland Br Library, St Paul	Note 12
Apple II DTP SIG	Tues. Sept. 10	Murray Jr High, SPaul	Note 19
Dakota County SIG	Wed. Sept.. 11	Burnsville High School Rm C264	Note 16
Board Meeting	Thur. Sept . 12	Lexington Branch Library, St. Paul	Members welcome - Note 1
Fourth Dimension™ SIG	Mon. Sept.. 16	Autoline, 2714 Patton Road, St. Paul	Note 2
Microsoft® Works™ SIG	Tues. Sept.. 17	Highland Park Branch Library, St. Paul	Note 13
MacCAD/E SIG	Tues. Sept.. 17	Heath/Zenith Computers, Hopkins	Note 8
North Shore CIG	Thur. Sept.. 19	Bethlehem Lutheran Church, Grand Marais	Note 15
AppleWorks® SIG	Wed. Sept . 25	Murray Jr. High, 2200 Buford, St. Paul	Note 10
HyperCard™ SIG	Mon. Sept.. 23	S.E. Library, 1222 S.E. 4th Street Mpls	Note 5
Mac Novice SIG	Mon. Sept . 23	Highland Br. Library, St. Paul - Modems	Note 9
Macintosh Programmer SIG	Wed.. Sept.. 25	Murray Jr. High, 2200 Buford, St. Paul	Note 18
Mac Desktop Publishing SIG	Wed. Sept. 25	First Tech Computer, 2640 Hennepin	Note 3

1. Dave Laden	488-6774	5. Peter Fleck	370-0017	9. Tom Lufkin	698-6523	13. Ken Edd	631-3679
2. Ian Abel	824-8602	6. Melvin Magree	559-1108	10. Jim Shields	434-9836	14. Open	
3. Bob Grant	827-6294	7. Joy Kopp	440-5436	11. Tom Ostertag	488-9979	15. Jim Ringquist	(218) 387-2234
4. Mke Carlson	866-3441	8. Bill Langer	937-9240	12. Mark Evans	377-9000	16. Tom Michals	452-5667

**Coordinators - Please Call Dick Aura (941-1198)** by the 1st Friday of the month preceding the issue month in order to have your meeting listed correctly. Many thanks to John Hansen for all his help in the past.

17. John Hackbarth	(715) 246-6561
18. Gervaise Kimm	379-1836
19. Bill Warner	938-1334

## Members Helping Members

Need Help? Have a question the manual doesn't answer? Members Helping Members is a group of volunteers who have generously agreed to help. They are just a phone call away. Please: only call if you are a Member, own the software in question, and only within the specified days/hours listed at the bottom.

Macintosh	Key	PostScript	8	Home Acc'n't	20	Graphic Writer II/III	15
4th Dimension		Power Point	5	Laser 3.5 drives	1	Graphics Studio	
Adobe Illustrator	21,24	QuickBasic	5,6	PublishIt!	23	GS/OS	3,10
Beginners	13,14	ReadySetGo		ProTERM	1,23	Merlin 16+	15
Canvas	5	Telecommunications	19	Talk Is Cheap	3	Mousetalk	15
FileMaker II	17	WordPerfect		TimeOut	2	MultiScribe	
Freehand	22	XPress	21	TO Graph	2	Music Studio	
General	14,17,18			TO SideSpread	1	PaintWorks Plus/Gold	15
Helix	16	<b>Apple II</b>	<b>Key</b>	TO QuickSpell	1	Prosel	2
HyperCard	6,9,19	Applewriter	2	TO SpreadTools	1	TML Basic	3,10
MacDraft	5	AppleWorks	1,2,23	TO Thesaurus	1	TML Pascal	3,10
MacDraw	5	Ascii Express	3	WordPerfect		Writer's Choice	15
MacPaint	5	BASIC	5				
Mac OS	4	Beagle Buddy	23	<b>Apple IIGS</b>	<b>Key</b>	<b>Apple III</b>	<b>Key</b>
Microsoft Excel	5,6,17,18	BPI Programs		816 Paint		General	12
Microsoft Word	4,5,6,14,17,24	Datalink 1200	1	AppleWorksGS	15		
Microsoft Works	11,17	Dollars & \$ense	1	APW	20,23		
Networking	5,6,13,19	DB Master	7	Complete Pascal	10		
OverVue		Epson LX80	1	DeluxePaint II			
PageMaker	4,6,17,24	Hard & software		General	3,10		

If you would like to be a "Members Helping Members" volunteer, please post your name, phone number, area(s) and convenient contact time(s) to Dave Undlin on the BBS

1. Lloyd Nelson	423-3112	E	8. Fritz Lott	377-3032	E	15. Tom Michals	452-5667
2. Tom Ostertag	488-9979	E	9. Peter Fleck	370-0017		16. Arnie Kroll	433-3517
3. Tom Gates	789-1713	EW	10. Randy Dop	452-0425	EW	17. Michael Foote	507-645-6710
4. Tom Edwards			11. Ed Spitzer	432-0103	D	18. Richard Becker	870-0659
	927-6790	E	12. Bob Rosenberg	377-4300	EW	19. Timothy Kunau	683-3649
5. Earl Benser	884-2148	EW		340-0234	D	20. Steve Peterson	922-9219
6. Dan Buchler	435-3075	E	13. John Hackbarth	715-246-6561	D	21. Jodi Roste	933-1698
7. Ann Bell	422-1115	E	14. Jim Horswill	379-7624	DEW	22. Nancy McClure	227-9348
						23. James C. Fullwood	454-7610
						24. Darryl Zurn	781-7781
							638-0315
							D

D-days (generally 9a-5p), E-evenings (gen. 5p-9p), W-weekends (gen. 1p-9p).  
In any case, call at reasonable hours and ask if this is a convenient time for them. We appreciate your cooperation.

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# Minutes of the Board Meeting

The board meeting minutes were not available in time to be included in this month's newsletter. (As of ~~June 00~~, they are still not uploaded to the BBS.) July 23rd

## From the Editor

As you will notice, this August issue of the Newsletter is not the usual 32 pages. I hope to explain why we decided to print an abridged newsletter.

In an informal poll of Mini'app'les members we found that, if a choice was necessary, most members wanted a newsletter which was timely rather than necessarily 32 pages. I myself have found the monthly calendar and list of meetings to be a vital link between the members and the meetings arranged for their benefit, and that this information was one of the primary reasons for publishing any newsletter.

It has been decided by the Newsletter staff that each issue from now on will aim to be timely, but whether it consists of anything beyond the calendar is not guaranteed. I hope that our contributors understand that this step is necessary to preserve the Newsletter's usefulness to the membership.

Members have said that the newsletter was the best membership benefit, especially for those who cannot attend meetings. We have a number of people who worked on the Newsletter to thank for that. It has been said that the newsletter kept people in the club.]

Up until several months ago, the major part of the Newsletter production, layout, and coordination was done by the editor with help from many others. However, it is too big a job for a single volunteer who also has to earn a living. The editor resigned from the post and the present staff was organized and a new distributed production plan was attempted.

As is true of most things, a quality newsletter takes considerable time and effort to produce. Our plan was to divide the responsibility for sections of the Newsletter among new members and current staff.

Since the June issue, putting together the Newsletter was intended to be a team effort. However, the process

of substituting, say, three people for the work previously done by a single person does not mean each person does only one-third as much work as before, since communication and coordination become vitally important.

This model of how material for the Newsletter would flow was proposed by a board member two years ago, and we are closer to following that plan than we have ever been. But it doesn't work. Because the staff has no meetings when we are all in one place for an extended period, we cannot work together. We have to rely on massive donations of personal time for coordination from a distance, communication, disk exchange, transportation across the metro area, and hardware & software sharing.

Humans reproduce in nine months. Putting nine people on the job will not get it done in a single month, however.

The club does not even pay for the sheets of printer output for the final copy. A victim foots that bill every month, including working proofs. If you get laser printer output from Kinko's, they charge \$.50 for every sheet, including working copies and proof pages. And you still have to rent the time on the machine and allot personal time. Freelance layout artists typically charge between \$40 to \$60 per page of finished output, not including writing or editing. If our 32 page newsletter were laid out by a commercial printer, it could cost over \$1000 every month, not including the printing. That is the magnitude of this project every month.

The Newsletter staff had some difficulty putting together the July issue, which was a full 32 pages, but for several reasons was considerably delayed.

The Newsletter staff has done, I feel, an excellent job on production and layout the last several issues. In each case, however, individuals on the staff have taken it upon themselves to complete each issue. Because of the failure of our production plan for the Newsletter, this was the only way these issues were finished at all.

I don't know what the solution is. Should we try to make the distributed plan work (coordinate the separate sections, distribute material, assemble the finished pages) or is some other procedure needed? Everybody who works for the club—board members, SIG directors, newsletter staff, contributors, officers—volunteers their time and effort because they want to see the club succeed at its goals.

What should we do to prevent burnout of our volunteers?

---

# Needed for Newsletter

## Publications Director

## Production Manager

**This is my last newsletter. I did all the layout on the June issue, all but seven pages of the July issue, and there was no layout done for the August issue when I got it other than Dick doing the cover and page four. So, although Darryl had edited all the articles, I am doing the layout for this newsletter all on my own also. I did use some pages just as I got them rather than clean them up as I usually would. After leaving messages on the bulletin board about the situation, one member suggested I stop belly-aching about all the time involved and just get out and I am doing just that.**

*Cindy*

## Layout People

**Call Darryl - 638-0315 or Dave - 432-0913  
if you are interested**



---

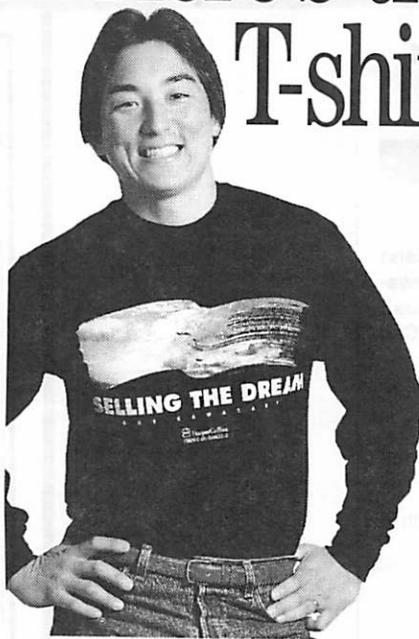
**mini'app'les BBS**

**892-3317**

8 data 1 stop 0 parity

24 hours

# Here's the T-shirt.



## Can the book be far behind?

“ I wish we had the benefit of this book when we started Apple and NeXT. Guy clearly expresses what it took us years of mistakes to learn. I would have paid many times the cover price to read it ten years ago.”

— STEVE JOBS, PRESIDENT, NEXT COMPUTER, INC.

“What *In Search of Excellence* was to the eighties, *Selling the Dream* is to the nineties. This book is destined to change sales and marketing forever. It should be required reading for all business people.”

— STEWART ALSOP, EDITOR AND PUBLISHER, PC LETTER

“Anyone interested in understanding the kinds of leadership, marketing, and strategic planning that will triumph in the nineties had better read Guy Kawasaki's *Selling the Dream*. By day I find myself using ideas from this book to help my clients define their visions and marketing strategies. At night it fires entrepreneurial dreams.”

— GIFFORD PINCHOT, AUTHOR OF *INTRAPRENEURING* AND CHAIRMAN, PINCHOT & COMPANY

“A provocative, entertaining, and pragmatic must-read book. If you want to make a difference in your company, this is your handbook. *Selling the Dream* will restore your faith in the ability of individuals to impact large organizations.”

— JIM YOUNG, ASSISTANT TO THE CHAIRMAN, EDS (ELECTRONIC DATA SYSTEMS CORPORATION)



How to get your copy of  
*Selling the Dream*:

Call The Mac Zone: 1-800-248-0800.

Or look in America Online; "Travel and Shopping". \$19.95 suggested retail.

HarperCollins, ISBN 0-06-016632-0.



# Classified Ads\*

## FOR SALE

### Apple IIGS

5.25" and 3.5" drives, 30 MB HD, 2.25 MB RAM, Transwarp GS, internal modem, ImageWriter II printer, new Apple 101 keyboard, software available. \$1550 or make offer. Ask for Ken at 892-3982.

### RAM

Orange Micro RAM PAK 4GS. 4MB memory card for IIGS. Populated with 3MB. Uses 256K x 4 DRAM chips (8/Mb). Card and utilities for \$125. Call Tom Gates at 789-1713.

### Color Printer

Tektronix ColorQuick inkjet printer with software and cable; 280dpi with ATM; works with Mac or PC. Make generous offer. Asking \$1,500 (\$2,495 new). Maridee or Joe at 944-7610.

### Apple IIGS System & Imagerwriter II Printer

Apple II GS with one 3 1/2" drive and 1 1/4 mg memory on Applied Ingenuity Card upgradeable to 4 mg. Includes software. **\$1,000 or best offer.**

Imagerwriter II printer - **\$250.00 or best offer.**

\$1,200 for both items if bought together.

Call 934-7500 or 1-864-3467 and ask for Cindy or Keith.

## WANTED

### Layout People

**We need people to assist in the layout of this newsletter on either Macintosh or Apple computers. Call Darryl at 638-0315.**

Mini'app'les members may

run a free ad each month in

this space.\*

We must receive your copy

by the 8th of the month.

## NOTICES

\* You can leave your ad by calling Dave at 432-0913, our BBS at 892-3317, or our new Voice Mail phone number at 229-6952. You may also mail your ad to our Post Office box.

*Our staff reserves the right to make changes for completeness, clarity, appropriateness and length.*

## Software Clearance Sale

### Apple Programs

Sensible Grammar	Was \$99/Now \$79
Sensible Speller	Was \$125/Now \$99
Grammatik IV	Was \$99/Now \$79

### Many More - Call for Titles

"Time Out" Programs at 20% off  
The New Ultramacros  
Platinum Paint (GS)  
Mac Programs

### Printer Ribbons

Citizen C-Itoh Imagerwriter Star Epson  
Sekosha

### 4 MG Memory Board for IIGS

Reg. \$495.00 - **Special \$299.95**

### APPLE UNIDISK DD 800K

Reg. \$350.00 - **Special \$199.95**

Floppy Drives Hard Drives Computers  
(All Brands)

Modems Printer Buffers Cables  
Power Supplies

### Need Help?

Just Call: Immediate personal local response

### RAMCO II SALES

Brooklyn Park  
(612) 561-8144 Rodger Kent

*Ramco II Sales purchased from Estate of  
Dick Marchiafava*

## Monthly Newsletter

### Advertising Rates

1/12 Page	
2.5" w. x 2.5" h.	\$10.00
1/6 Page	
2.5" w. x 5" h.	\$20.00
1/3 Page	
2.5" w. x 10" h. Vert.	\$40.00
5" w. x 5" h. Horz.	\$40.00
HALF Page	
7.5" w. x 5" h. Less 5%	\$60.00
2/3 Page	
5" w. x 10" h. Less 7%	\$80.00
FULL Page	
7.5" w. x 10" h. Less 15%	\$120.00
Frequency Discounts	
Six months	@ 5%
One year	@ 15%
Outside Back Cover	
7.5" w. x 7.5" h.	\$100.00
Inside Back Cover	
7.5" w. x 10" h.	\$120.00

Mail Inquiries to: Sharon Gondek  
P.O. Box 4023, Saint Paul, MN 55104

Phone Inquiries to:  
Sharon Gondek (612) 644-7418  
Dave Undlin (612) 432-0913

ces. We  
es, including

LASER 300 DPI

Decorative  
properties

LINOTRONIC 2540 RES

## Laser printers are great. Until you see Linotronic output.

If you need typeset quality pages and high resolution tints and screens, use our Linotronic 300 or wide-measure (up to a 17½" image area) Linotronic 500 imagesetter. With either Linotronic imagesetter your Macintosh or IBM/PC files can be output directly to RC paper or composite or color separated film and then used for the highest quality offset print production.

Our desktop publishing services don't stop with Linotronic output. We offer typographic refinements. Scanning. Camera and litho services. Color pre-press. Page makeup. Proofreading. All the finishing touches. So call your sales representative or Karla Gedell at Graphics Unlimited. With a little help from us, you... and your piece... will look good.

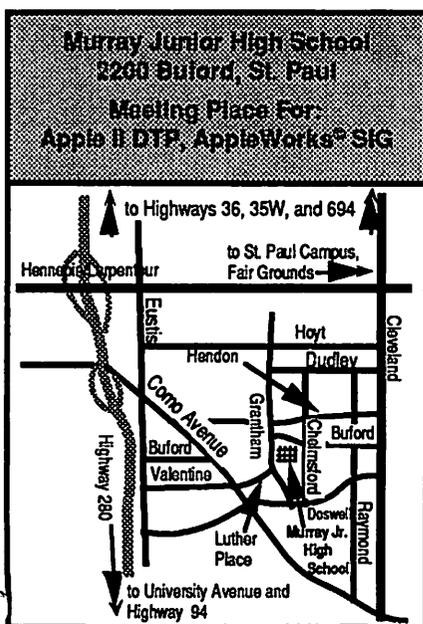


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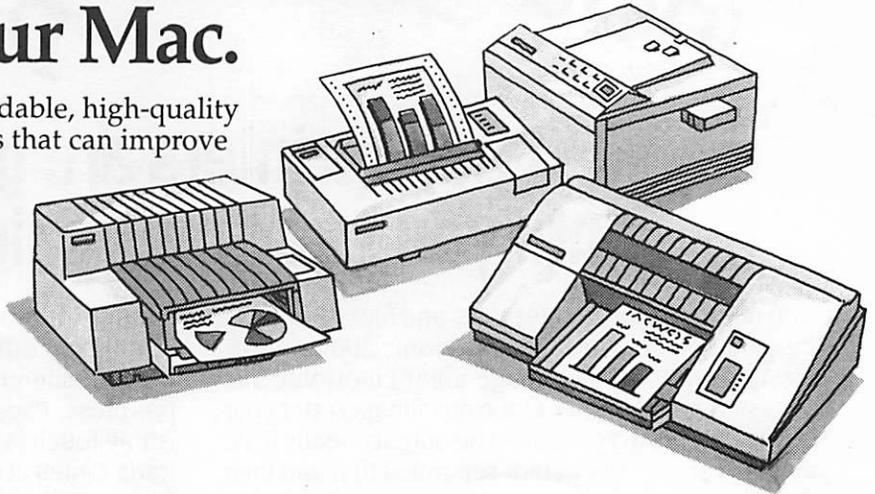
\* Average paid circulation  
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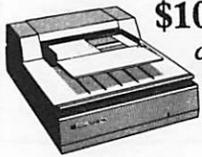
# Laser-print Supply

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## Laser-print Supply

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