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Volume 19, Issue 12



mini'app'les newsletter

the minnesota apple computer users' group, inc.

D E C E M B E R 1 9 9 6						
SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3 7:00	4 6:30	5 6:30 7:00	6	7
8	9 7:00 7:00AM 	10	11 7:00	12 7:00	13	14
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22	23	24	25	26	27	28
29	30	31	J A N U A R Y 1 9 9 7			
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3 **Board of Directors**
Mini'app'les members welcome.
Seward School,
2318 29th Ave. S., Minneapolis
Bob Demeules, 559-1124

4 **ClarisWorks SIG**
Southdale Library
7001 York Avenue South, Edina
Denis Diekhoff, 920-2437

5 **Digital Photography**
Southdale Library
7001 York Avenue South, Edina
Denis Diekhoff, 920-2437

5 **Telecommunications SIG**
MN Department of Health
717 SE Delaware Street, Mpls.
"Daryl Johnson of MultiTech"
Nik Ludwig, 593-7410

9 **Macintosh Consultants SIG**
Byerly's
3777 Park Center Blvd,
St. Louis Park
Mike Carlson, 377-6553

9 **Apple II/GS Main**
Augsburg Park Library,
7100 Nicollet Ave., Richfield
"Networking Apple II's"
Tom Gates, 789-6981

11 **Filemaker Pro SIG**
Southdale Library
7001 York Avenue South, Edina
Steve Wilmes, 458-1513

12 **Macintosh Main**
Washburn Library
5244 Lyndale Avenue S.
"Auction"
Mike Carlson, 377-6553

16 **Fourth Dimension SIG**
Ceridian/Health Partners
8100 34th Ave. S., Bloomington
Bob Demeules, 559-1124

17 **Apple II Novice SIG**
Ramsey County Library
2180 Hamline Ave. N., Roseville
Tom Gates, 789-6981

19 **AppleWorks SIG**
Ramsey County Library
2180 Hamline Ave. N., Roseville
Les Anderson, 735-3953

19 **Quicken SIG**
2850 Metro Drive, Rm 124
Bloomington
Ross Held, 835-3704

Microsoft Word SIG
No meeting this month
Tom Ostertag
D 951-5520 E 488-9979

Photoshop SIG
No meeting this month
Eric Jacobson, 645-6264

Macintosh Novice SIG
No meeting this month
Tom Lufkin, 698-6523

Mac Programmers SIG
No meeting this month
Gervaise Kimm, 379-1836

Mac Games SIG
Date, time, and location pending

mini'app'les

The Minnesota Apple Computer Users' Group, Inc.

P.O. Box 796, Hopkins, MN 55343

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

Editor/Publisher: Tom Ostertag 488-9979

Newsletter Layout: John Hunkins

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CHANGE OF ADDRESS

Moving? Going to be away from home and leaving a forwarding address with the Post Office? Please send us a Change of Address when you are informing others. By using a moment of your time and a few cents to drop us a card, you save the club some money and you get your newsletter delivered promptly to your new address. If you don't inform us, the Post Office puts your newsletter in the trash (they don't forward third class mail) and charges the club for informing us of your new address. Change of Address should be sent to the club's mailing address: mini'app'les, Attn: Membership Director, Box 796, Hopkins, MN 55343.

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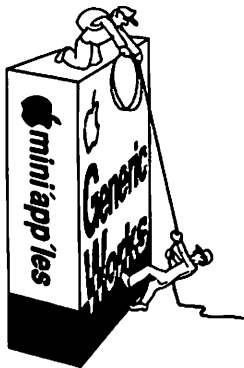
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Need Help? Have a question the manual doesn't answer? Members Helping Members is a group of volunteers who have generously agreed to help. They are just a phone call (or e-mail) away. Please call only during appropriate times, if you are a Member,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

Macintosh	Key	If you would like to be a "Members Helping Members" volunteer, please e-mail Nick Ludwig with your name & phone number on our BBS, or leave a voice-mail message at 229-6952, or use the MultiForm mailer near the back of this issue.			
Claris Draw	3				
Claris Resolve	2				
Claris Works	2,8,9,10				
Cross-Platform File Trnsfr	6				
FileMaker Pro	2				
First Class	2	Applell	Key	ApplellGS	Key
MacWrite Pro	2				
Microsoft Excel	3,6,7	Appleworks	1,6,9	Hypercard GS	1
Microsoft Word	6	Applewriter	6	Smartmoney GS	1
MYOB	7	Publish It!	1		
Photoshop	4	To. Superfonts	1		
Quicken	3	To. Superform	1		
System 7	9				
Word Perfect	5				
New Users	11				



- | | | |
|---------------------|----------|-----|
| 1. Les Anderson | 735-3953 | DEW |
| 2. Brian Bantz | 835-3696 | DEW |
| 3. Mike Carlson | 377-6553 | D |
| 4. Eric Jacobson | 645-6264 | D |
| 5. Nick Ludwig | 593-7410 | DEW |
| 6. Tom Ostertag | 488-9979 | EW |
| 7. Ardie Predweshny | 823-6713 | DEW |
| 8. Owen Strand | 427-2868 | D |
| 9. Bruce Thompson | 546-1088 | EW |
| 10. Pam Lienke | 457-6026 | EW |
| 11. Tom Lufkin | 698-6523 | EW |

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

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Mac eDOM #962 & #963

Mac eDOM #962 - Member Favorites

Copyright © 1996 Mini'app'les
Submitted by Bruce Thompson
OCT 1996

This group of utilities was selected by asking for and demonstrating favorites from club members. Some may be duplicated from earlier disks.



AliasZoo 2.0.8

AliasZoo has one and only one function... to resolve aliases and allow you to fix or delete those that cannot be resolved.



AutoMenus Pro 3.2.1

What is AutoMenus Pro?

AutoMenus Pro is a control panel that makes menu use (especially those pesky hierarchical menus) much easier. It can be set so that menus will drop down when the cursor is placed in the menu heading or it can be set to drop down a menu after a click of the mouse. Once down, a menu can be put back up automatically just by moving the mouse outside the menu or with the click of the mouse. What makes AutoMenus Pro so useful is that the menus stay down without the need to hold down the mouse button.

Once you get used to AutoMenus Pro you will wonder why Apple didn't include something like this as a standard part of the system software.



Clipfolio 1.5

Part of what makes a Macintosh easy to use is the fact that you can work with many kinds of information in many different applications. Helping make this work smoothly is the ability to cut or copy information from a document in one application and paste it right into a document of a different application. Every time you do this, the information gets put on the Macintosh's clipboard. The clipboard is the part of your Macintosh whose sole purpose is to keep track of what you cut or copy.

Many applications let you view the current clipboard contents. By selecting "Show Clipboard" in the Finder you get to observe what is on the clipboard right now, but if you cut or copy something else the old information is lost. Often it would be nice to have more information available to you on the clipboard. For example, if you need something you copied 10 copies ago, or perhaps move a lot of information between applications, this is where Clipfolio comes in.

Clipfolio watches your work and every time you cut or copy information to the clipboard, Clipfolio keeps a copy of that information. Your information is saved and you can come back later to use it over and over while you continue copying new stuff (which is also being saved). Clipfolio will save up to 60 of your most recent cuts or copies, automatically! All you need to do is install Clipfolio to take advantage of power like this.

MacErrors2.0

MacErrors is a small application that shows you the result code and description for all of the Macintosh system errors. I got tired of looking up errors in a scrolling list DA so I wrote this program. Just type in a valid error ID and press <return> or <enter>. The result code and description will be displayed to you. You can also increment and decrement the current error code using the arrow keys.



MenuChoice 2.1

MenuChoice 2.1 makes your Apple Menu hierarchical, for users of system 7.0 & 7.1, or replaces Apple Menu Options with a faster, fuller featured, alternative that takes less memory to boot.



Program Switcher 4.1.0

Program Switcher is a useful control that allows you to switch between the running programs on your System 7 or

greater Mac via simple two-key keystroke. This feature was inspired by the same Windows functionality, but I have improved on it and made an unique and fully configurable control panel which makes switching applications on the Macintosh as simple as pressing some keys.



SmartDelete 1.0

SmartDelete adds the keyboard commands you now lack:

- Forward delete character.
- Forward delete word.
- Backward delete word.

These functions are made available most any place you can type text: in dialog fields, Finder icon names, TeachText, SimpleText, Note Pad...really, anywhere. SmartDelete is fully compatible with (but inactive in) the more powerful text-processing applications that already have these functions, yet now you can enjoy them everywhere else you can type.



Snitch-2.02

What is Snitch?

A System 7.x Finder enhancement that extends the Get Info command allowing you to see and edit a variety of different information about a file, folder, or disk. Snitch itself is also extendable, allowing other software developers to create new uses for Snitch.

Snitch will run on any Macintosh, 68K or PowerPC, that is

Newsletter Corrections

In the November Newsletter we mistakenly gave credit for the Digital Photo SIG article to Pam Lienke, when in fact Bruce Thompson wrote the article. We regret the error. Sorry Bruce!

running at least System 7.0. Snitch is fully native on Power Macintoshes.



stretch-3.0.2

For all standard (WDEF 0) window variants that have a grow box, Stretch adds a border around the entire window that may be used as handles for stretching the window. This allows the user to stretch any window in any direction instead of just allowing window growth downward and to the right. For those of you juggling lots of windows on your screen this should be a great help. No longer do you need to move the window upward or to the right so that you can stretch the window from the bottom left corner.

Another feature of this package is that you are able to move a window by dragging from anywhere in the border with any modifier key (shift, control, option or command) held down. This feature is important to remember if you ever stretch the title bar underneath the menu bar.

Because this patches WDEF 0, all applications benefit from this new window behavior.



TitlePop 2.4.2

TitlePop extension turns window title into a pop-up menu.

The main part of the menu shows an item for windows belonging to current program and an item for background programs. Background program windows are shown in hierarchical menus below their respective program items. You can bring any window to front, by selecting it from the menu.

TitlePop 2.4.2 requires system 6.0.4 or later, and has been tested in system versions 6.0.4 - 7.5.3.

Mac eDOM #963 - PacMac Deluxe

Copyright © 1996 Mini'app'les
Submitted by Bruce Thompson
OCT 1996



PacMac Deluxe

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All Rights Reserved
Version 1.1

Really? Never played Pacman™?
This game is just like the old classic! The purpose is to eat all food (those colored dots, y'know) in a

level, trying not to be caught by the guardians: the ghosts.

Our version of the old classic includes a Level Editor (available to registered users only): it is possible to design any number of custom levels, for an endless play! Plus, if you register, you can access the whole levels set (more than 500 mazes...).

System Requirements:

PacMac Deluxe runs on any MacOS™-compatible machine equipped with a 68020 or a PowerPC™. It needs at least System 7.0, Sound Manager 3.0, a 13" (640x480) or higher monitor in 256 colors mode, a 2.5Mb to 3.5Mb RAM partition, depending upon screen size and number of music files, about 3Mb disk space.

Apple II December Main Meeting Topic

Submitted by Tom Gates

The Main Apple II and IIGS meeting in December will be presenting...

"NETWORKING YOUR APPLE II"

We will look at using a Mac as a server for a series of Apple II using AppleTalk. Also, if able to get information - will also pass on info on a DigiCard network as a means to hook Apple II's and Mac's together. The DigiCard info is more school network related - may also look at a meeting at the school where this is set up.

We'll be showing how a Mac can be used as a server for one or more IIGS computers and Apple II's. The II's require a WorkStation card.

Q. Why would anyone do this?

A. Possible example:

I investigated adding a Focus Hardcard to each of my two daughter's IIGS computers. It would involve at least a couple of hundred dollars for the two cards. While much cheaper than an external SCSI drive option, still more expensive than using a Mac and an existing available external SCSI drive.

A used Mac SE would be less expensive than the Focus cards and we would run phone cable to the two rooms, connect their IIGS's along with a third line to my IIGS connecting to the built-in AppleTalk. Some network administration will need to be done on the Mac along with installation of software on the Mac's external drive (the internal drive will be used for system files, etc. depending on size) and we should be just about in business.

I plan on doing some experimenting between now and the December meeting - so I'll pass on info at that meeting as to how my own trials and tribulations are going.

CleverPort

Submitted by Harry Lienke

Have you seen 100 and more devices connected to a Apple IIGS? Have you seen regular 3.5" disks with capacities of 32Mbs and more?

CleverPort emulates Apple's SmartPort technology, the disk controller built into Apple IIGS computers:

- mount up to 100 disks and more - at once!
- tremendously simple to control thanks to true point&click interface
- mount physical 3.5" in your Mac's SuperDrive by merely inserting them
- map 3.5" disk drive to any of 8 pre-defined slot/drive combinations
- fully compatible with SmartPort and ProDOS

- ultra cool, click'n'read balloon help
- create disk images, from 1kB to 8Gb
- supports Disk Copy disk images

CleverPort is fast and works transparently with existing GS software. The built-in disk drive is supported for your convenience - there's no need to make disk images of your favorite software. Just insert a disk and CleverPort will do the rest. CleverPort can read from and write to ProDOS disks, HFS (Mac) disks, and MS-DOS formatted disks. The CleverPort window (see screen shot to the right) allows you to have total control of your current device chain. Click the eject button and the volume will be removed from the chain.

CleverPort does not support direct IWM access (yet). This feature will be added to the next major ver-

sion. For more info on the CleverPort disk interface, contact Henrik Gudat of Synergetix and Fast Eddie Labs.

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Bye Bye Paul Gehlen

Submitted by Steve P. Wilmes

I thought I would drop a note to let everyone know that as of a couple weeks ago Paul Gehlen is no longer our local Claris Rep. He is still working in town and for Claris but is now in charge of selling to resellers in the education market for the whole country.

Our new Claris Rep is Betsy Rubner out of Denver, CO.

It is a great loss I'm sure, to a lot of us, since we have benefited greatly from having a local rep. Paul will still be around but will have no role in the non reseller-education market.

"Fast Eddie" Emulation Software

Submitted By Harry Lienke

Fast Eddie Labs, formerly Bright Software, confirmed today (10/15/96) that their amazing emulation software code-named "Fast Eddie" is meeting the schedule and will be delivered in time. During an internal developer's meeting, Fast Eddie Labs presented the audience a prototype of what was supposed to be "something very close to the real thing".

According to the inventor of Fast Eddie, Mr. Horstmann, a number of components have been finalized including CleverPort, the Graffiti video engine and n-sonic sound emulation, with more to follow soon. His stunning tour of ProDOS

Telecom SIG Announcement

Submitted by Bert Persson

For the December 5 Telecommunications meeting at the MN-Dept of Health (7:00 pm) we have Daryl Johnson from Multi-Tech. Daryl Johnson has been involved in training and presentation for a number of years and is at the forefront in the Telecommunications business. Many of you may be aware of that Multi-Tech is a local modem manufacturer with many years experience and with an excellent service record for their products.

Come to the meeting and find out about one of our Minnesota high-tech companies.

Pam Works with ClarisWorks



Submitted by Pam Lienke

When I create a database, I frequently have more than one layout for the data. For some layouts I want a header. If I simply select Insert Header from the Format menu in the Browse mode, the header I create appears in each layout or report. When I am in the layout mode, Insert Header and Insert Footer are not available under the Format menu. What must be used in order to create a header that appears only in one layout is Insert Part... from the Layout menu. Here I am presented with a variety of choices, one of which is Insert Header. With this method each report or layout can have its own header or footer.

and GS/OS programs including AppleWorks GS was running smoothly without any failures.

Parts of the demonstration were also held by Mr. Gudat who implemented sound emulation. He demoed the action game "Thexder", showing off Fast Eddie's sound engine mapping the game's soundtrack to the rear speakers (Rear Channel Automapping) while playing sound effects thru the main speakers of a Dolby Pro Logic surround system.

Currently in late alpha stage, Fast Eddie Labs plans to make upcoming beta releases available on the Net. Fast Eddie Labs has teamed up with renowned Apple II personalities who will make Fast Eddie's introduction an even greater success.

Due to the massive flood of mails we have put up a page with Frequently Asked Questions. Check it out!

Also, check out the Fast Eddie Compatibility List (10/96).

Fast Eddie is the result of a major engineering effort. Optimized for Power Macintosh computers, Fast Eddie combines compatibility and speed in an easy-to-use package. This unique software-only emulator coexists with MacOS and runs virtually any Apple II and 16-bit Apple IIGS

software. In both the MacOS and Apple II world, Fast Eddie is a reliable tool that gets your job done - on the Mac but still using your favorite software: AppleWorks Classic, AppleWorks GS, GraphicWriter as well as hundreds of other applications, games and tools. Fast Eddie emulates hardware components on the lowest possible level, giving you the possibility of using GS/OS, ProDOS and even some "no-DOS" software.

Fast Eddie's core module is a speedy 65816 emulator, code-named "hot bird", running at 3Mhz and up (your mileage may vary). It supports the entire command set of the WDC 65816 in native and emulation mode (some restrictions apply). This module is surrounded by other emulated hardware components such as the n-sonic sound engine, the CleverPort disk controller, the Giga II compatibility module, and the Graffiti video blitter.

"We emulate metal", said Andre Horstmann at Bright Software's annual meeting PizzaFest 96. Mr. Horstmann, project leader and initiator, took care of faithful 65816 emulation, memory addressing and high-speed video drivers.

Besides its rock-solid kernel, Fast Eddie features several sophisticated

components. 32-channel Ensoniq sound emulation with built-in Dolby Surround Pro Logic capability guarantees 100% reproduction of Apple IIGS audio. Low-level disk access allows you to use ProDOS disks by merely inserting them. And if you need more disk space, allocate virtual hard disks on your MacOS volume!

Fast Eddie Labs enjoys an excellent reputation for creating high-quality products. Since 1990, we have brought you native Apple IIGS products such as ShadowDial, Eureka! Symbolix, ShadowWrite, Hermes, The Gate (editor's choice award), SpaceFox, and MultiView II. Our experience in writing productivity and entertainment software in pure, reliable assembly language as well as developing large-scale software solutions for private customers are an important ingredient and guarantee you high quality.

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AOL flattens pricing, rolls out Version 3.0

By Leander Kahney
(leander_kahney@macweek.com)
Submitted by Tom Ostertag

America On-line Inc. last week announced a new price plan, reorganized its corporate structure and launched new software for Power Mac users.

Subscribers can now pay \$19.95 a month for unlimited connection time, AOL said. Customers who pay for two years up front can get the package for \$14.95 a month, or \$17.95 a month for one year's advance payment.

Subscribers who want unlimited access to the company's on-line services but not the Internet can sign

up for \$9.95 a month; less-frequent users get three hours of connection time for \$4.95 a month. Extra hours cost \$2.50 each. Under the old plan, AOL charged \$19.95 a month for 20 hours of connection time and \$2.95 for each extra hour.

The new price plan reflects growing competition among on-line services, which now offer flat-rate connect fees to keep pace with Internet service providers. A week before AOL dropped its prices, Microsoft Network announced unlimited access for \$19.95.

Last week AOL split into three separate divisions: AOL Networks, which will run the on-line service;

AOL Studios, charged with creating content; and ANS Communications, which will oversee AOL's network.

In addition to providing content for the on-line service, the Studios division will branch into new media, including TV, books and print magazines.

As a consequence of the costs resulting from these changes, the company said it expects to record losses during the December quarter. AOL said it expects to break even during the March quarter.

Last week also saw the public beta release of AOL 3.0. Currently available for Power Macs only, the new software integrates Microsoft Corp.'s

Internet Explorer and other on-line tools, including a new HTML-based e-mail package, and Buddy Lists that let users know when certain members are on-line.

AOL 3.0 also supports third-party

Internet software, including the free-ware FTP client Fetch and Netscape Navigator over an AOL connection. AOL said a 680x0 version is due within two weeks and could be released as early as today.

America On-line Inc. of Dulles, Va., can be reached at 703) 448-8700 or (800) 827-6364; <http://www.aol.com>.

Distribution Myths and Lies

by Alexander Seropian
<theman@bungie.com>
Submitted by Bob Demeules

When I started Bungie Software, all I wanted to do was write a computer game and sell it, just like I sold popsicles during the summer when I was in fifth grade or my chemistry notes in college. My naive vision had an elegant simplicity, a kind of commercial innocence.

It wasn't long before that innocence was betrayed by the long list of vendors, distributors, retailers, and mail order companies who were more than eager to insert their grubby hands into my pie. Now, don't get me wrong: we couldn't have made it to where we are, or get where we're going without these channel partners. But there's a lot that goes on behind the shelves that consumers seldom realize.

Bungie sells to several different kinds of customers. We sell direct to the end user, we sell to mail order companies (from whom consumers buy), and we sell to large distributors (that in turn resell to stores, from whom consumers buy). Selling directly to the end user is a simple process, but retail distribution gets more complicated.

Channel 1: End User Sales (easy)

- A) Bungie places an ad.
- B) Customer sees the ad and buys the product.
- C) Bungie ships the product to the customer.

Here, step A can be a magazine ad, direct mailing, newsletter, Web site, demo, etc.

Channel 2: Mail Order (harder)

- A) Bungie submits a product to Mail

Order Company for evaluation. If approved, Bungie doesn't ever have to do this again. (This didn't happen until we released Pathways Into Darkness for most of the mail order companies.)

- B) Bungie buys an ad. That's right, Bungie doesn't sell a product to the mail order companies. The mail order companies have sales people, whose job it is to sell ads to Bungie (the sales people get commissions, too).

The tricky part here is that Bungie must buy the ad two to three months before the ad comes out, so a December catalog is booked in October. As you know, planning for new products can be hard, and mail order companies, by law, are required to estimate shipping dates, which is why they frequently say "two weeks" even when Bungie is saying "we don't know."

- C) Mail Order Company sends Bungie an order for product. This absolutely doesn't happen until Step B is done.
- D) Customer sees the ad and buys the product from Mail Order Company.
- E) If Mail Order Company bought too much, then they send the product back. That's right, nobody actually buys product from Bungie! It's all consignment. If Mail Order Company doesn't sell it, the product comes back to Bungie. Remember this lesson, it repeats later.

Special Notes: With entertainment software, a mail order company derives most of its profit from the advertising sales, not the product sales. A full-page ad in one of the big Mac catalogs costs

about \$25,000 (multiply that by 150 pages for some big monthly numbers!). On a given month, Bungie may pay \$9,000 for an ad. For the mail order company to make more than that ad price they would have to sell over 1,200 units of product that month, which only happens around Christmas. Consider MicroWarehouse, a publicly traded company that does around \$750 million in business per year. They produce four catalogs with a total of over 600 ad pages a month. This generates a mammoth \$180 million per year. The remaining revenue (\$570 million) is generated by product sales and yields only a 20 percent margin. That puts the net revenue at \$180 million for ad sales and \$114 million for product sales. Remember this lesson, it repeats later.

Channel 3: Retail Distribution (extra hard)

- A) Bungie submits a product to a distributor for evaluation. The distributor says, "Bungie who?"
- B) Bungie spends years and lots of money trying to make a name for itself so Bungie can go back to the

MHC Computing

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distributor with an established customer base.

- C) Repeat steps A and B as long as necessary.
- D) Distributor finally offers Bungie a contract with the following options:
- Bungie guarantees that the distributor is getting a better price than anyone in the world.
 - Bungie agrees to take back any product the distributor fails to sell. (Remember the consignment lesson.)
 - Bungie agrees to give the distributor anywhere from 3 to 6 percent of sales as a marketing fee. Distributors typically mark up software by 1 to 3 percent; think back to the lesson on how marketing profits outweigh product profits.
 - Bungie agrees to spend at least \$10,000 on product launch marketing with the distributor. Again, remember the marketing profit lesson.
 - Bungie agrees to pay shipping to the distributor.
 - Distributor agrees to pay Bungie 30 to 90 days after delivery of product. This is the biggest joke here. Distributors never pay until they need more product.
- E) Bungie tries to negotiate, but ends up getting the shaft like the rest

of the software developers and signs the contract.

- F) Distributor says, "OK, to place your products into Retail Store X, you must spend \$5,000 on their in-store catalog." Or even better, "You must pay \$25,000 on their end-cap." (An end-cap is a product display positioned prominently at the end of an aisle.) That's right, kids (this is another important lesson): every time you walk into a store and see 100 copies of *Mutant Death Machine* stacked at the end of the aisle, it isn't because the store thinks the game rocks. It's because the publisher paid big bucks to place it there. And the store keeps those big bucks as profit.
- G) Bungie sells some product to the distributor.
- H) Now Bungie realizes that to compete with all the other software that the distributor sells, we have to bribe the sales people. It's called a spiff. That's when Bungie says, "OK, I'll give you a dollar for every unit you sell to a store." Alternately, we have to tell the distributor that we'll give them a rebate of 5 percent if they sell a certain amount.
- I) OK, here's the best part: The distributor goes out of business owing Bungie a ton of money.

Now, this whole rant may sound like a bunch of whining from a company that's made plenty of moolah selling a great game, and it is whining. But, wouldn't it be nice if selling software were like selling popsicles on a hot summer day?

[Alexander Seropian is CEO and Founder of Bungie Software and is constantly evolving his job role by hiring talented people to work with. Eventually there will be enough smart people around that he'll be able to sit around all day and do nothing.]

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To search back issues with WAIS, use this URL via a Web browser: <http://wais.sensei.com.au/macarc/tidbits/searchtidbits.html>

Ongoing Deals for Mini'app'les Members

Submitted by Tom Gates & Bert Persson

The following businesses have agreed to provide ongoing discounts to members of mini'app'les. When you contact these companies, please identify yourself as a member of mini'app'les to qualify for these discounts. For questions related to these discount offers, please contact Tom Gates - (612) 789-1713 evenings and weekends.

Power Protection Products

Surge Protection strips, Battery backups, line conditioners, etc. Contact Keith Kalenda at Business Security Products (612) 789-1190.

1/3 off APC SurgeArrest line of products 25% off APC BackUPS, SmartUPS and related products.

Macmillan Publishing

35% discount off computer books from QUE, Sams Publishing, New Riders, Sams Net, Ziff-Davis Press, Hayden Books, Brady and QUE E&T. Catalogs available through Mini'app'les. To place orders, contact Macmillan at 1-800-428-5331 and use the Mini'app'les account number #10782880.

Macmillan Publishing produces frequent listings of new titles that have been added to their catalog.

Mini'app'les will attempt to have these available on the BBS in addition to the catalogs.

CartridgeCare, Inc.

CartridgeCare, Inc. of Roseville is offering Mini'app'les members an additional \$5.00 off the cost of laser printer cartridges. They handle supplies for, and do repair work on equipment from a number of manufacturers. For example: Apple, Canon, HP, IBM, Epson, Sharp, Brother, Panasonic, Okidata, Minolta, to name a few. They also provide free next-day delivery and core pickup in the metro area.

For additional information about the user group discount and other services, contact Michael Gigot at (612) 331-7757.

Peachpit Press

Once again we are offering a 40% discount on Peach Pit Press and

MacMillan family of book companies (Hayden, Adobe Press, Que, Sams, Brady, NRP, and Alpha). Contact person for Peach Pit Press is Keary Olson, he can be contacted at SIG meetings or on our BBS (home phone 724-0031). In order for our members to receive the 40% dis-

count, Peach Pit Press requires that a number of books be ordered at the same time. Therefore please allow at least 4-8 weeks when ordering books from Peach Pit Press. Minnesota sales tax and a 50 cent shipping charge will be applied to each book ordered.

Mini'app'les Meets with Creative Business Consulting

Submitted by Niklas Ludwig

On October 17th, Mini'app'les board members, SIG leaders and interested members met with Michelle Bloom of Creative Business Consulting to discuss how to better market and promote our user group to the public.

As many of you know, user groups on the whole have seen better days. Membership is shrinking as personal computers become more like microwave ovens and coffeemakers, rather than mysterious and complicated devices beloved by tekkies and hobbyist/tinkerers. Even the best known national UG's like BCS (Boston Computer Society), BMUG (the Berkeley Macintosh Users Group) and NYMUG (the New York Macintosh Users Group) have either folded or sharply curtailed operations. Therefore, we at Mini'app'les are challenged to find new purposes and and new directions for our group. Our meeting with Michelle Bloom was to enlist her help in redefining our purposes and goals.

The meeting was largely an exploratory discussion, and an attempt to define our vision, purposes, audience, products/services, and the features and benefits of Mini'app'les. I know that to many of you this is self-explanatory, and you are right; much of what Mini'app'les is about is familiar to all of us. It was interesting, however, to see that some new and surprising purposes and missions came out of this discussion process.

For example, although we have had a 'Novice' SIG for years, there is

evidence that we need a 'Real Novice' SIG, for those people who, for lack of a better word, are totally clueless about the operation of their computer. (This is not, by the way, a slam on the current Novice SIG, which has been one of the most regularly attended and supported; rather, it is just that the Novice SIG is not really 'novice' anymore.) We have also seen that our audience is expanding to reach the low-income and disabled (thru Dragnet and other recent initiatives) and teachers and students (always a good audience for us, but becoming increasingly so).

We also learned (like we didn't know this already) that we are a very FUN group! We are friendly, warm compassionate beings that enjoy each other and are very open and accessible to new members and the community at large. In fact, if all the world were Mini'app'les members, no doubt there would be no hunger, war would be abolished, disease would be nonexistent, and generally, a golden age of peace and prosperity would prevail into the next millennium.

On a less ecstatic level, we also were helped by Michelle with practical tips to possibly implement, including enhancements to our brochure, business cards, press releases, seminar ideas, and the advice to get a business phone line. Also, to continue and increase our personal touch, by calling each other and inviting each other to meetings, thank you cards to presenters and new members, and generally continuing to be the wonderful caring peo-



Consultant Michelle Bloom in action

ple we are.

One piece of advice to implement is a marketing committee. These members would be responsible to direct, implement and monitor our various marketing/promotion activities. Also, twice a year or so the marketing committee would evaluate how we are doing.

In summary, we learned that Mini'app'les is actually doing many things right, and that we have a great opportunity to build on our strengths, and to continue to have meaning and purpose in our changing world. Thanks, Michelle for helping us along the way.

GOOD DEALS #38

by Ken Slingsby

This is another installment in a series of articles which list press releases and good deals. You may have read elsewhere that because of the convenience of the internet, many sources of news such as e-World and AppleLink have disappeared, replaced by one or more web pages. This leaves GOOD DEALS scrambling. This month, we are featuring an offer from a familiar manufacturer. Future articles will expand on this coverage. Stay tuned. As before, all articles were posted in their entirety on the Club's BBS. To read the full articles, (if you don't have a modem) plead or beg a friend who has access to the BBS to copy it for you.

This month's GOOD DEALS is limited to a product offering. In general, the GOOD DEALS are limited time offers in short supply.

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

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

GOOD DEALS

[NOTE: These articles are via the User Group Connection. -ks]

Casady & Greene wants to heat up your holidays! Do your shopping early with two hot new titles and special User Group prices. Check out the new game — ***Step on It(TM)*** — for beat-the-clock, mass-confusion fun for the whole family! Suggested retail price is \$39.95, but your User Group member price is only \$22.50 (plus shipping and handling. And don't miss new edutainment title — ***Origami, the Secret Life of Paper(TM)*** — a beautiful, feature-rich package which teaches the 1000 year-old art! Suggested retail price is \$59.95 — your User Group member price is \$29.95 (plus shipping and handling). But wait! Order both games and you pay only \$45 plus s/h. That's a \$99.00 value. You save \$54.90! To order call today 800-359-4920. Offer expires January 1, 1997.

EIDOS Three award-winning, heart-pounding sims for one low price! Command Harrier "Jump Jets", WW II fighters, and sci-fi space vehicles in the first flight sim compilation for the Mac. Choose from over 25 aircraft as you test your skills in past, present, and future scenarios. ***The Power Play Flight Sim Pack,*** which includes ***Flying Nightmares,**

Absolute Zero,* and ***Out of the Sun,*** will be available in November for only \$39.95. For more information visit their web site at <http://www.domark.com>.

***eMedia Guitar Method*:**
"Remarkably helpful ...an order of magnitude ahead of any book ... does things even a personal tutor can't do." — Byte Magazine Start tomorrow — be playing in just a few weeks! 60 comprehensive lessons range from basics like stringing the guitar to playing simple chords, melodies and fingerpicking. Complemented by over 30 videos and over 3 hours of audio, the title spans rock, blues, folk, and classical music and is appropriate for all ages. Includes recording and playback capability, an automatic tuner (for visual tuning of your guitar!), digital metronome, 250 chord dictionary and an Internet song guide. Learn to play the fun way! Available for both Windows/Windows 95 and Macintosh computers. Estimated street price \$59.95. Special pricing for User Group members: \$49.95. For information on free copies for review and/or demonstrations call eMedia Corporation at 206-329-5657. Visit their web site at <http://www.emedia.org/guitar.html>.

Turn any Mac file into a Web page with one Click! I've spent the

last two and a half years writing ***Myrmidon.*** I'm really excited about it, because it fulfills the need for an easy way to publish documents on the web. I've had some really good feedback from the press about ***Myrmidon,*** but User Groups are the true testing ground for any Mac software product. That's why I'm so anxious for you to try ***Myrmidon,*** share it with your group, and let me know what you think. I hope you'll be as excited by ***Myrmidon's*** potential as I am, and will use it and share it with your other members. I've provided a diskette with a full version of ***Myrmidon*** for evaluation and a demo version you can share with your group in this month's User Group mailing. Or they can download ***Myrmidon*** from our web site <http://www.terrormorse.com>. You or any member of your User Group, can buy ***Myrmidon*** for just \$39.95 (plus \$5 shipping & handling). That's well below street price, and \$40 off the SRP. Special price is available through January 1997. Call our toll-free number to order ***Myrmidon*** at the special User Group price: 888-858-1017 and ask for the User Group Special offer.

Exclusive Offer for User Group members on the web! **Voyager,** pub-
(Continued on page 15)



mini'app'les Handy Form

New & Renewing Members-
Specify your level of support:

- Regular \$25
- Student* \$15
- Sustaining \$40
- Foreign \$40
- Educational \$50
- Corporate \$100

* must be a full-time student
at an accredited institution

**Make Checks
Payable to
"mini'app'les"**

Name: _____

Company (if mailed to): _____

Address: _____

City, State, Zip: _____

Phone (Home): _____ (Work): _____

Occupation: _____ Check if this is a

Member ID# (if applicable): _____ address change.

Yes..

I'd like to join!

If this is a new
membership or a
renewal, please
take a few minutes
to fill out this
questionnaire

Which personal computer(s) do you use?

- Power Macintosh model(s) _____
- Macintosh model(s) _____
- Apple II model(s) _____
- Other _____

What peripherals or
attachments do you use?

- Printer
- Laser Printer
- Modem
- Scanner
- Digital Camera
- Drawing Tablet
- Voice Mail
- MIDI
- CD-ROM
- Other _____

What are your areas of
special interest?

- Business Applications
- Household Applications
- Educational Applications
- Desktop Publishing
- Programming
- Networking
- Games
- Other _____

Please list the five software
packages you use most often:

- Check if you want your
name withheld from
commercial and other
non-club mailing lists
- Check if you are
interested in volunteer
opportunities
- Check if you were
referred by a club
member. Please give
their name.

Macintosh & Apple II eDOM Orders

Please allow up to
6 weeks for delivery

Disk Size	eDOM #	Title or Description	Qty.	Price @	Total

Disk Prices

	Members	NonMembers
5.25" eDOM or System Disk:	\$1.00	\$2.00
3.5" eDOM:	\$5.00	\$10.00
Mac System 7.0.1 (9 Disks):	\$15.00	N.A.
GS/OS 6.0.1 (6 Disks):	\$10.00	N.A.
3.5" System Disks(All Other Systems):	\$2.00/Disk	N.A.

(Price includes 6.5% MN Sales Tax)

♦ NonMembers cannot buy System Disks

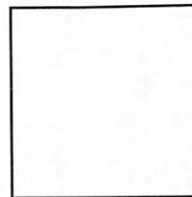
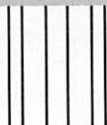
Total Merchandise

Add \$1/Disk for Shipping (\$4.00 Max)

GRAND TOTAL

Make Checks Payable to "mini'app'les"

Last Fold – Seal with Tape



Attention:
 Membership Director
 Software Director

Mini'app'les
P.O. Box 796
Hopkins, MN 55343-0796



2nd fold

1st fold

Dear Mini'app'les
Please direct this to the:
 Membership Director
 Software Director

(Continued from page 12)

lisher of interactive media, is offering 25% to 50% off all regularly-priced CD-ROM titles through December 31, 1996. Visit the Louvre, analyze Van Gogh's famous paintings or find out more about the Titanic and it's demise — all on your desktop. Check out the numerous CD-ROM titles available from Voyager at a great discount. Go to <www.voyagerco.com/cdrom/macdiscount.html>.

All Apple User Group members who purchase a copy of the *eLibrary 96* CD-ROM by December 31 will be automatically entered in Wisdom Quest's draw for an Apple Macintosh computer. The *eLibrary 96* CD contains 350 etexts (from the Gutenberg Project and the Library of Congress) and science lesson plans with video clips from the Newton's Apple PBS series. The CD includes 35 reference documents, 280 classic literature texts and the complete works of Shakespeare formatted for the Macintosh. Offer only open to User Group members in the U.S.A. No purchase necessary to enter. (Offer void where prohibited by law.) The price for the eLibrary CD is \$10 plus \$2 shipping. You can use the order form at their web site: <<http://www.wisdomquest.com>> or call the office at 604-838-2145 or complete the order form included in this month's User Group mailing and fax it to 604-838-6020.

[NOTE: The following consists of excerpts from a flyer sent to the User Group from Connectix Corp. To participate in the offer, you must obtain a copy of the flyer. Copies are available at Macintosh meetings. -ks]

Connectix User Group Purchase Plan

Members of the User Groups may purchase Not-For-Resale copies of Connectix

products at greatly reduced prices. Each member may purchase one copy of each of Speed Doubler, RAM Doubler, QuickCards and Agent 95; plus up to two Color QuickCams, two Grayscale QuickCams and two copies of Connectix VideoPhone. Prices NOT VALID with any other offer or rebate.

Orders must be pre-paid and faxed or mailed — NO phone orders will be accepted. Valid for Connectix user group members only. Offer good until 12/31/96. Valid only in North America.

Connectix Product Descriptions

Connectix Color QuickCam™ is the first low cost, digital color camera for your computer. Everything you need is in the box. Just plug it in and after a few minutes you're taking brilliant color pictures and making videos without additional interface cards or software add-ons. \$150.

Connectix QuickCam™ is the first affordable, easy-to-use digital video and still camera for the PC or Macintosh. QuickCam uses direct digital imaging to create grayscale movies and pictures. \$70.

Connectix VideoPhone Software
Low cost video conferencing, which includes a shared whiteboard. Requires a QuickCam or NTSC camera. Mac platform supports networks and ISDN connections only. Windows platform support 28.8 modem, net-works and ISDN connections. \$39.

Connectix QuickCards™ lets everyone create personalized electronic greeting cards that can be sent on diskette or via email to friends, associates and family. Unlike traditional paper greetings cards, QuickCards are multimedia productions that play on a Mac or Windows-based computer. \$29.

Agent 95™, the performance companion for Windows 95. Agent 95 shows how much memory each application uses, including Windows 95 itself. Don't be in the dark about Windows 95 performance, get exact numbers in real time about applications and system memory. When memory, resources, or performance become low, Agent 95 responds with configurable on-screen alerts. \$39.

RAM Doubler 2 for Macintosh
RAM Doubler™ 2 triples your memory so you can run more applications and increase your productivity. RAM Doubler 2's patent pending software technology is the easy way to increase your Mac's memory (no screwdriver required!) And Power Mac native applications require less memory with RAM Doubler 2 installed. \$39.

Speed Doubler™ is software that automatically doubles the speed of Power Mac emulation, uses extra RAM to speed disk access, and improves Finder performance. Every Mac is faster with Speed Doubler - without the expense of a hardware upgrade. \$39.

Minnesota Apple Computer Users' Group			
Profit & Loss Statement			
August 1996 through October 1996			
	Selected Period	Budgeted	\$ Difference
Income			
Advertising.....	\$0.00	\$249.99	.....(\$249.99)
Donations.....	\$0.00	\$99.99	.....(\$99.99)
eDOMs Sales.....	\$136.32	\$199.98	.....(\$63.66)
Interest-Norwest.....	\$24.98	\$24.99	.....(\$0.01)
Membership Income..	\$1,570.00	\$1,874.94	.....(\$304.94)
Total Income.....	\$1,731.30	\$2,449.89	.....(\$718.59)
Expenses			
Hardware Expense.....	\$29.49	\$150.00	.....(\$120.51)
Membership Expense...	\$461.65	\$162.48	.....\$299.17
President Expense.....	\$0.00	\$24.99	.....(\$24.99)
Publication Expense..	\$1,570.29	\$1,759.98	.....(\$189.69)
Secretary Expense.....	\$62.00	\$77.49	.....(\$15.49)
Software Expense.....	\$40.96	\$62.49	.....(\$21.53)
Treasurer Expense.....	\$68.84	\$124.74	.....(\$55.90)
Vice President Expense..	\$20.00	\$87.48	.....(\$67.48)
Total Expenses.....	\$2,253.23	\$2,449.65	.....(\$196.42)
Net Profit/(Loss).....	.....(\$521.93)	.....\$0.24	.....(\$522.17)

Benefits of your mini'app'les membership include:

A one year subscription to our monthly Newsletter

A free account on the mini'app'les BBS (45 minutes/day)

Communicate with other mini'app'les members plus get up to date information on mini'app'les events and meetings. Get assistance from other members. Download freeware and shareware.

Eligibility for frequent drawings of free equipment, software, and books.

Just a few of the many items given away free in the last year included: Connectix QuickCam, Microsoft Encarta, Books from Peachpit Press and MacMillan, RamDoubler, SpeedDoubler, Lind PowerBook battery Conditioners and Rechargers, Microsoft Art Gallery, and Apple System 7.5 software.

Discounts on book orders

40% off Peachpit Press, 30% off MacMillan family of book companies (Hayden, Adobe Press, Que, Sams, Brady, NRP, and Alpha)

Periodic special User Group discount offers on equipment and software.

In the past year, Apple, Hayes, Brøderbund, and APC Power Protection (Business Security Products), among others, have offered mini'app'les members significant discounts.

Plus, you're supporting all of mini'app'les' special interest group (SIG) meetings that you can attend each month.


***It's easy to recoup your cost of membership
with the above benefits.***

And a one year membership still costs only \$25.

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

ADDRESS CORRECTION REQUESTED

Non-Profit Org.
U.S. Postage
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St. Paul, MN
Permit 2537

 **mini'app'les membership card**

EXPIRES: 99-12 ID# 160

DAN B BUCHLER
2601 WOODS TRL
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