

\$3

Volume 21, Issue 7



mini'app'les newsletter

the minnesota apple computer users' group, inc.

J U L Y 1 9 9 8						
SUN	MON	TUE	WED	THU	FRI	SAT
			1 7:00	2 7:00	3	4
5	6	7 7:00	8 7:00	9 7:00	10	11 DRAGnet see p3 10 AM
12	13 7:00	14 7:00	15 6:30	16 7:00AM	17	18
19	20 7:00	21 7:00	22	23 6:30	24	25 DRAGnet see p3 10 AM
26	27 7:00	28	29	30	31	

1 **ClarisWorks SIG**
Southdale Library
7001 York Avenue S, Edina
John Hunkins, Jr., 457-8949

2 **Telecommunications SIG**
Epiphany Lutheran Church
1414 East 48th Street S, Mpls
"IREZ: Video Conferencing w/G3"
Bert Persson, 861-9578

7 **Board of Directors**
mini'app'les members welcome.
Byerly's
7171 France Ave. S., Edina
Bruce Thompson, 546-1088

8 **Microsoft Word SIG**
2850 Metro Drive Rm 124,
Blmgtm
Tom Ostertag
D 951-5520 E 488-9979

9 **Macintosh Main**
Washburn Library
5244 Lyndale Avenue S., Mpls
"Fred Frankena: RAM & Testing"
Denis Diekhoff, 920-2437

11 **DRAGnet**
840 12th Avenue NE
"Help test/sort equipment
(Mac/Apple II)"
Tom Gates, 789-6981

13 **Apple II/GS Main**
Augsburg Park Library,
7100 Nicollet Ave., Richfield
Tom Gates, 789-6981

14 **Newton/eMate SIG**
Java Jacks
818 W 46th Street, Mpls
Jennifer Hunt, 623-4754
jhunt@med.umn.edu

15 **Photoshop**
Southdale Library
7001 York Avenue S, Edina
Denis Diekhoff, 920-2437

16 **Macintosh Consultants SIG**
Embers
7525 Wayzata Blvd
St. Louis Park
Bob Demeules, 559-1124

16 **Quicken/Investment SIG**
2850 Metro Drive, Rm 124
Bloomington
Dale Strand, 835-5872

20 **Fourth Dimension SIG**
8200 Humbolt Ave South
2nd Flr. Conference Rm. Blmgtm
David Ringsmuth, 853-3024

21 **Apple II Novice SIG**
St. Charles School
2727 Stinson Blvd, NE Mpls
Tom Gates, 789-6981

23 **Filemaker Pro SIG**
Partners
1410 Energy Park Drive #5
St Paul
Steve Wilmes, 458-1513

25 **DRAGnet**
840 12th Avenue NE
"Help test/sort equipment
(Mac/Apple II)"
Tom Gates, 789-6981

27 **Macintosh Novice SIG**
Merriam Park Library
1831 Marshall Ave, St. Paul
Tom Lufkin, 698-6523

Mac Programmers SIG
Off for Summer
Restarts in September
Gervaise Kimm, 379-1836

mini'app'les

The Minnesota Apple Computer Users' Group, Inc.
P.O. Box 796, Hopkins, MN 55343

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

Deadline for material for the next newsletter is the 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

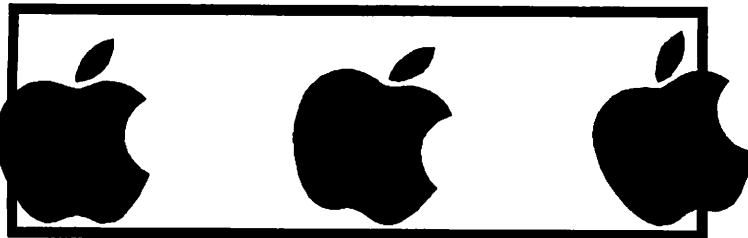
Newsletter Layout: John Hunkins

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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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Volunteer Opportunities

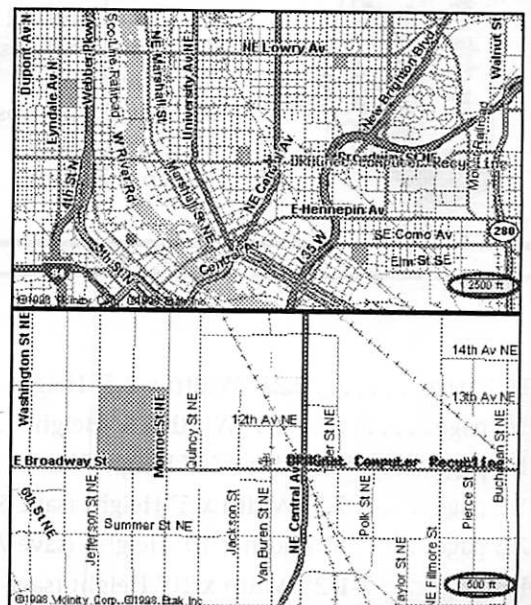
Come join mini'app'les members for some excellent volunteer opportunities. This is your chance to show us your computer knowledge and to help others along the way.

Computer Testing

Help Test Apple II equipment
DragNet

840 12th Ave NE,
Minneapolis

May, 2nd & 16th & 30th
Contact: Tom Gates, 789-6981



Members Helping Members

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

Macintosh	Key
Claris Draw	3
Claris Resolve	2
Claris Works	2,8,9,10
Cross-Platform File Trnsfr	6
FileMaker Pro	2
First Class	2
MacWrite Pro	2
Microsoft Excel	3,6,7
Microsoft Word	6
MYOB	7
Photoshop	4
Quicken	3,7
QuickBooks & Quickbooks (Pro)	7
System 7	9
Word Perfect	5
New Users	11

If you would like to be a "Members Helping Members" volunteer, please e-mail John Hunkins Sr. 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.

AppleII	Key	AppleII GS	Key
Appleworks	1,6,9	Hypercard GS	1
Applewriter	6	Smartmoney GS	1
Publish It!	1		
To. Superfonts	1		
To. Superform	1		



1. Les Anderson	735-3953	DEW
2. Brian Bantz	956-9814	DEW
3. Mike Carlson	1-218-387-2257	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.*

Newsletter Ad Rates

1/12 page 2.25" Width x 2.5" Height \$5	Outside back cover . 7-1/2" Width x 7-1/2" Height . . \$50
1/6 page 2.5" Width x 5" Height \$10	Inside back cover . . . 7-1/2" Width x 10" Height . . \$60
1/3 page 2.5" Width x 10" Height Vert or 5.5 H. . \$20	
1/2 page 7.5" Width x 5" Height (save 5%) . . . \$30	
2/3 page 5" Width x 10" Height (save 7%) . . . \$40	
Full page . . . 7-1/2" Width x 10" Height (save 15%) . . \$60	

All ads must be prepaid and submitted on electronic media. Ads of \$20 and under must run for a minimum of three months.

Mail inquiries to: PO Box 796, Hopkins, MN, 55343
Phone inquiries to: John Hunkins, Sr. 457-8949

Mac eDOM #980 - Disk Utilities

Mac eDOM #980 - Disk Utilities

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Submitted by Bruce Thompson



DiskTracker 1.1.3

What the heck is DiskTracker?

DiskTracker is a powerful disk cataloging system for the Macintosh whose features include:

- View the contents of scanned volumes in a familiar easy-to-use System-7-style list.
- Built in virtual memory scheme ensures that you won't run out of memory, even when scanning huge volumes and CD-ROMs with only 512K of allocated RAM!
- Intelligent disk scanner can operate in the background and allows either scans of on-line volumes and servers or floppy disks (insert disks one at a time to scan them).
- Launch files directly from the program, or have the finder display them for you.
- Fast, multi-parameter (use AND, OR, or XOR) searches. Search on almost 20 different criteria!
- Really powerful disk labeling system allows completely automated disk label production.
- Draw your own label templates using the built in MacDraw(tm)-style template editor, featuring powerful file-lists and rotatable text.
- Fat binary runs in native mode

on PowerMacs or on 680x0 based machines.

- Plus much, much, much more!
Why the heck would I want to use DiskTracker?
There are lots of reasons for using DiskTracker:
 - Manage a disk library - You can use DiskTracker to manage your collection of floppy (and other removable media) disks. DiskTracker allows you to see all of files that you have (and search them!) anywhere - even those disks buried in the back of your disk boxes!
 - Browse CD-ROMs at the speed of light - Browsing through the files on a CD-ROM can be painfully slow from the Macintosh Finder. With DiskTracker, just scan a CD-ROM once, and you can always have a blazingly fast catalog of the disk handy - perfect for searching, browsing, or just launching files from.
 - Label some disks - DiskTracker's floppy labeling facility is so powerful that it actually makes disk labeling fun! Well, maybe not exactly fun, but it certainly makes the process a lot more painless by automating everything. Just select the disks you want labeled (or let DiskTracker do it for you!), select which template to use (you can even specify a different template for each disk), then hit Print. It's as easy as A,B,...well...it's

really simple!

- Searching - Search using multiple criteria and find duplicate files, all at wicked fast speeds. The facility is so powerful that you'll probably choose to use it over the system's built-in search facility.



Disk Charmer™ 3.1.2

Disk Charmer lets you perform the following tasks:

- Quickly erase any kind of disk, even foreign formats such as MS-DOS
 - Set the minimum allocation block size with the Mac OS Extended format, a.k.a HFS+
 - Create oversize disks by reducing catalog space: you can gain 8k on 800k disks, 18k on 1.4MB disks, and 1.5MB on Zip disks
 - Initialize floppy disks
 - Copy floppy disks
 - Verify floppy disk media
 - Create DiskCopy disk images from floppies
 - Recreate floppies from DiskCopy or DiskDup+ images
- Disk Charmer is an easy and convenient utility that provides Balloon Help™ and performs its job in the background. To use Disk Charmer you need the Thread Manager extension from Apple, or System 7.5.x which incorporates it.

Pam Works With ClarisWorks



By Pam Lienke

Have you ever wanted to begin your letter or report or other document with an oversized letter like those you sometimes see in magazines and books? If you have tried this, you know that selecting a larger type size for the first letter changes the spacing of your first line, causing an unsightly look. Don't give up—there is a way to achieve the professional look you are seeking: create the beginning letter in a text frame, an object that can be moved, rotated, flipped, and

filled, just like any other draw object. You can have the effect you were looking for with no line spacing problem.

To create a text frame in a word processing document, hold down the Option key when you have the text tool (the A) selected. Click and drag a frame (the outline of the space you need for your letter). Since you only want one letter, your text frame need not be very large; if you discover later that it is not large enough or is too large, you can change the size. When you release

the mouse button the pointer changes to a cursor and the menu returns to a word processing menu. You are free to select the font, size, style, alignment, and whatever other word processing choices you wish. It's like having a word processing document within a word processing document.

Once you have the text frame and your cursor, type your letter and format as you want. To return to the main document, simply click outside the text frame. To move the text frame, treat it as you would any

object. Select the arrow tool from the tool panel and click on your letter. Handles appear, ready for you to move your creation to its appropriate place at the beginning of your mas-

terpiece. Move the frame to the back by selecting Move to Back from the Arrange menu. This makes it possible to position the letter closer to the first word (minus the first letter)

without covering up part of your typing. You'll be the envy of your friends as you become part of the publishing world.

New Treasurer - Don Walz

Bruce Thompson writes:

Ardie, THANK YOU!! for your service the past couple of years. It has been greatly appreciated. And thanks for getting Don started.

By Bob Demeules

I will second that, it has helped the board tremendously, not to have to worry that the bills were paid on time. Ardie, your quick conscientious service to the club will be missed.

Thanks for your service to the club!

July Telecom SIG

By Bert H. Persson

Thursday July 2 , 7 pm.

The topic for the July 2 Telecommunications meeting will be "Real time video conferencing on the G3" . With the recent introduction of the G3 PowerBooks real time mobile video conferencing over the Internet has become a reality. At this meeting iREZ Research Corp will be showing us their latest video conferencing products. As always we will meet at the Epiphany Lutheran Church 1414 E 48th Street, Minneapolis and everyone is welcome to join us afterwards for our traditional "Pie SIG" at a local restaurant.

What was happening in the Mini'app'les Newsletter

compiled by Ken Slingsby

This series is presented to provide a link to our past. The snapshots of articles and advertisements appearing in the Mini'app'les newsletters of yesterday are meant to entertain and enlighten rather than to poke fun at our past. Enjoy.

5 Years ago...

July 1993. This issue had an interesting cover where the editor posed the question of a new logo and a new name for the club. I couldn't find an accompanying article, but I suspect the idea was considered for a while. The editorial requests help from the volunteer membership to carry out a major restructuring of the newsletter with regular columns, each devoted to a given space every month. The Mac section contains a review of Chameleon, a program to develop and edit desktop patterns. There is a question and answer section covering upgrading from System 6.0.5 to System 7, disk fragmentation, font management, and the horrors of unplugging peripherals from an operating machine. The Apple II section deals with quality

printing from AppleWorks using such printers as the DeskJet 500. Another article deals with the History of the Apple II (part 3 of 15, I believe). The software director had three pages of descriptions of the latest Apple II, Apple IIGS, and Mac eDOMs available. Another article covered the Eamon Adventure series (at least the first 12 adventures). For those that count ads in the newsletters, this one had two paid ads, and two classified ads.

10 Years ago...

July 1988. This 20 page issue had glossy covers. The president's notes talked of the club recently purchasing a PC Viewer projection plate and a LaserWriter. Also, the club had been recently granted non-profit tax status with the IRS, a battle that had been hard fought. The software director had descriptions of Doc.Stuff, a program package for converting ASCII files into stand-alone programs which could print to either the screen or a printer using the Apple II. The Mac eDOMs included several StackWare items (for use with HyperCard). There is a

How To... article on creating icons for programs that never had them and a note about eDOM 805 which essentially automates the process. The AppleWorks Advisor spoke of SuperFonts, using a RAM disk, and reviews of some TimeOut modules. This issue contains a bit of history. July 1988 marked the tenth anniversary of the club. The first newsletter, a two page flyer announcing the organization, was reproduced in reduced size. The first meetings were held at the Computerland store in Bloomington beginning in August. The early newsletters were printed using typewriters (hope I'm not confusing anyone with these technical terms!), then a Heathkit printer followed by an Epson MX80. A \$3,500 Diablo Daisy wheel printer was used for some time then until an Apple LaserWriter came along.

15 Years ago...

July 1983. This 36 page issue started with a half page advertisement for the Koala pad Graphics Tablet, a device which looks and feels much like the current touch

pads. It could be used as a pointing device for games, cursor control, or drawing input device for the Apple II series. Can anyone tell me the price? Members had set up bulk purchases of: a remote keyboard (for \$297, regularly \$383), and a 16k printer buffer for \$140, expandable to 64k for \$172. A How To... article explains

how to make 35mm slides of screen shots. Another article explains how to handle storage of dates using the minimum disk space for a period covering a range of dates from 1970 to 2066. (The years are stored and retrieved as four digit numbers - Year 2000 problems were not a a problem even with the Apple II !!) A review of

the Dow Jones Market Analyzer states that a year's price and volume history on any stock can be downloaded in "about 20 minutes" using a 300 baud modem, then analyzed with this software. There were eight classified ads, and 16 paid ads in this issue.

A Bargain May Not Always Be Cheap.

By Bert H. Persson

A few weeks ago I went to one of the biggest garage sales of the year, the annual Woodbury garage sale sponsored by the Lions Club. At this event there are approximately 600 sales and the Lions Club publishes a map and a general description of items at each location. Of course this is not a computer sale, but computers and equipment can be found if one looks hard enough. Just browsing at the many sales I happened to run across an Mac LC at a reasonable price and the unit was complete with monitor (Apple 13" color), keyboard and mouse. After getting it home I plugged it in, a happy Mac appeared and the good chimes sounded. Great!

A good little machine, but I didn't like the old system 6.0.7 that was running on the machine. Instead, I decided to upgrade to System 7.1 which does not occupy too much memory and also has a better Finder. The installation went flawlessly, no problems whatsoever and a pop up message asked me if I wanted to restart. Of course I wanted to see my new system work.

Here we go, happy Mac and good chimes. But now what? What's this "Sorry, a system error occurred "System" error type 97". Hmmm, in addition to the error message it informed me to start by turning off the extensions, i.e. hold down the shift key when the machine starts up. Low and behold, the same error message appeared again. Now what? After turning off and on the machine I noticed that the year was 1956, Ahaa, bad battery. Replacing the battery and rebooting gave the same error message except now the date was right. Starting from an external device such as a Zip drive should work, it did, but my internal hard drive didn't appear on the desktop. Now it was time for the utilities program "SCSI Probe", we'll get it to mount on the desktop. SCSI Probe did the job and the internal hard drive appeared on the desktop. All I have to do now is set the startup disk as the internal hard drive and reboot. This time a happy Mac appeared and the good chimes, but the message read "System bus error".

That's enough, I'll just check what "error 97" means, the only

problem was I couldn't find it listed, -97 is in the listing, but not 97. After reinstalling the system software, trying to use mode 32 (which I found out is an extension this machine doesn't need), reformatting the hard drive with Apple disk tools, running Norton Utilities and all kinds of other software I let the machine sit. A couple of weeks later I brought it along down to Dagnet were we (mini'app'les members) have helped with Mac equipment. A couple of us were down there and we borrowed a hard drive and tried booting from that. Yes, the machine mounted the hard drive on the desktop and everything worked fine. Ahhh, finally it works! After checking cables to make sure the problem was a defective hard drive and not the SCSI bus on the motherboard gave a feeling of relief. Thanks Erik Knopp. Now finding a bargain hard drive is another story.

Apparently what had happen was that the hard drive was on its last legs and by the time I installed the new operating system the drive died.



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Apple User Group Tour Begins in Kansas City

David W. Brown, <davewb@qni.com>
Submitted by David M. Peck

Kansas City was the first stop on the Apple User Group Tour which kicked off at the regular meeting of Kansas City's Macintosh User Group - MacCore - on Wednesday night, May 20th.

We had present about 250 of our 394 members of record - we ran out of chairs, so it was SRO. Note that we signed up 22 (count 'em twenty-two new members, some of them folks who were former members whom we hadn't seen in 3 or 4 years). Last year at this time our user group was doing pretty well, with 325 members. Notice the jump? It has all hap-

pened in the last 6 months or so.

We got a great presentation, including a video of the hilarious comparison between the G-3 Macs and a Compaq 400mhz Pentium II MMX machine. Needless to say, it brought cheers from the crowd when even the iMac finished way ahead.

All I can say is that if you are in a Mac User Group, and you have a chance to see the show, by all means make a special effort to attend. It was very informative in terms of both the new hardware design concepts, and the positioning of System X in the path of MacOS development. While we have always felt strongly about the Mac's obvious advantages,

it is nice to get first hand information from the horse's mouth as it were.

Incidentally, no new hardware was present, but the videos more than made up for it. Our presenter, Grant Hansen, who has been the local Mac rep in Kansas City for the last five years volunteered to come back and bring his G-3 portable to demo (if he ever gets it).

Anyway, it was a great show - at least equal to David Pogue's riotously funny visit to our group last month.

Dave Brown Staff Manager - Kansas City
MacCore <davewb@qni.com>

Apple and IBM seeking earlier-than-expected introduction of G4

Submitted by Denis Diekhoff

The ever-dwindling Bothan population has been decimated once again to bring us this report.....

According to sources, efforts to repair ties between Apple and IBM have resulted in an unusual degree of collaboration on Apple's next-generation "unified" motherboard, which will be used in both the desktop and portable versions of the Apple "Pro" line (with some items removed on portable version). Although no final-concept prototypes have been seen yet, several mid-conceptualization units were spied with a number of IBM controller chips replacing the Apple/Third-party units, and this much appears to be definite about the boards:

- Prototype variable-speed G4 processor, with four integer units and a shared 256k L1 cache. No information on L2 cache, although the G4 does support at least 4MB of backside L2 cache and up to 20Mb of L3 cache. Seen running at 600Mhz, reports of up to 850Mhz are confirmed.

- Main bus runs at 100Mhz, with support for 133Mhz with better memory controller chipset and faster SDRAM (expected in second version of board)

- Desktop version(s) include four PCI slots (fourth suspected to be 66Mhz/64-bit, although this is unconfirmed) and framework for 4X AGP slot — although there have been no confirmed sightings of a board with working AGP.

- Memory chipset uses several enhancement technologies for faster throughput.

- On-board UltraDMA EIDE support has been seen on at least one board, but not all.

- Plans for on-board 4Mb, 128-bit graphics are under consideration but are not expected to make it to final concept due to cost concerns.

However, many of these specifications were already known; the "new" news is that IBM may be working with Apple to provide a better price/performance ratio in the motherboard chipset, and that with IBM's help, Apple may be able to release a G4-based machine with reasonably good OS-level support around the time of Macworld San Francisco in January 1999.

Have You Backed Up Today? - Part 1

By Adam C. Engst <ace@tidbits.com>
Submitted by Bruce Thompson

Recent popular discussions on the TidBITS Talk list have orbited around the issue of backing up data - what's the best media to use, how often should one back up, what soft-

ware works well, if backup devices should be built into computers, and how iMac users will back up their data. These are all important questions, and the answers affect literally every computer user today, irrespective of platform.

In the first part of this article, I'll examine backup strategies and some topics to consider when formulating a backup plan. The next part of this article will discuss specific products you can use to back up your data.

Importance of Backing Up

Most computer users don't back up their data. It's easy for people - especially novices - to believe that computers are infallible. You press a key, and they just work. (Or, for those in large organizations, if something goes wrong, you call the help desk and someone else fixes the problem.)

But those of us who have been around the block a few times know that's far from the truth. Files are deleted inadvertently, PowerBooks are dropped, hard disks fail, drinks are spilled, and of course, offices are burgled and houses burn down. Digital data stored on a disk is anything but secure, and pretending otherwise invites disaster. As an ad for Retrospect, the most popular Macintosh backup program, once said: "There are two types of people. Those who have lost data and those who will." That's truth in advertising.

<http://www.rocksoft.com/taobackup/>

Backup Strategies

If we agree that everyone should back up their data, the next question is what they should back up. There are essentially two backup strategies, with a continuum of possibilities in between. One strategy says that when your hard disk fails, you want to be up and running as quickly as possible using a complete backup that's as recent as possible. Call this the Complete Backup strategy. The other strategy assumes only your data files are important, since you can always reload applications from master disks or download freeware and shareware applications. Call this the Minimal Backup strategy.

The two strategies require roughly the same amount of time. If you subscribe to the Complete Backup strategy, you spend more time dealing with your backup system on a regular basis, although automating the process makes it easier. You must feed disks or tapes to your backup device and verify that everything is working. That takes a fair amount of time up front, but recovering from a

dead hard disk takes only a little more time than that required to read back your files.

In contrast, adherents of the Minimal Backup strategy spend less time up front - just the occasional copying of a file to floppy, perhaps - but may require days or even weeks to restore a system to full working order. The Minimal Backup strategy puts the burden on you to backup the appropriate files. Will you remember to back up every important file you modify or create? If not, you may be forced to rehash days of work. Also, you must specifically back up preferences and other out-of-the-way files: Remember that you've spent time configuring your applications (think keyboard shortcuts in Microsoft Word); setting up utilities and extensions; and creating scripts for programs like QuicKeys, OneClick, and KeyQuencer. What's more, finding and downloading new copies of freeware and shareware takes time and can prove difficult in the case of incremental updates to commercial programs or system software. Even locating serial numbers can take a surprising amount of time.

I'm strongly in favor of the Complete Backup strategy. I back up our internal machines to DAT tape using Retrospect every night (or in the case of PowerBooks and my infrequently used PC, whenever they turn on). I also use a pair of 2 GB hard disks in a RAID setup on my main machine, such that if one dies, the other will contain an exact duplicate of the data and instantly take over (in theory - it's hard to test). I use the RAID setup because I hate losing the important email that arrives between the time my Mac backs up and the time some sort of data loss occurs.

Why do I do this? Call me paranoid, but I can't guarantee I'll have time to spare when something goes wrong: Murphy's Law being what it is, it seems more likely that I'll need to start working as quickly as possible. You must decide how important your work is to you; that decision

affects the type of hardware and software you choose, plus your overall backup strategy.

My primary weakness is that I don't have a solid offsite backup strategy. Geoff Duncan and I periodically trade DAT tapes, but if my house burned down, I'd be weeks or months out of date.

Backup Considerations

You must keep a number of issues in mind when forming a coherent backup strategy.

Historical vs. working backups:

Some people rely on working backups - recent exact duplicates of their hard disks (on another disk or Jaz cartridge, say). If this is what you do or are considering, think carefully. What happens if an important file is irretrievably corrupted and you don't notice immediately? With a working backup, the backup probably contains the corrupted file. If you use a historical backup - one that doesn't erase previous versions of files - you can go back to the most recent version of the file that's not corrupted. Of course, historical backups require more backup media, which increases costs.

Double-duty storage devices:

Many people like backing up their hard disks to Jaz cartridges, for example, because they can use the Jaz drive for other things as well. I did this years ago with a 44 MB SyQuest drive. Although this strategy works, I don't recommend it for two reasons. First, there's always the temptation to use the backup cartridges for normal storage if you need some space quickly. At that point, the backup cartridge is no longer just a backup, but also contains unique data. Second, using the Jaz drive in other ways probably indicates you have other cartridges containing unique data. How do you intend to back up that data, or is it essentially worthless to you? I went through all this with my SyQuest, and I found that a dedicated DAT drive for backups doesn't raise these

thorny problems.

Media capacity:

When thinking about backup devices, think about the amount of data the device or its storage media can hold. I use a DAT drive that can hold about 2.6 GB on a single 90 meter tape. However, I have about 10 GB of on-line storage between all of my machines. The data is not all in use, and many files are redundant (Retrospect doesn't back up multiple copies), but a single tape won't quite hold everything, which forces me to use multiple tape sets. The smaller the media capacity, the more media you'll need, which drives up costs. Of course, the smaller the media capacity, the harder it will be to set up an unattended backup system. In an ideal world, you could do a full backup to a single tape or cartridge, then do incremental backups to another tape or disk for several months before needing to add additional members to that backup set.

Backup device cost:

Most people worry about the cost of a backup device, whether it's a SyJet, a DAT drive, or whatever. In my mind, and in part because I use my Macintoshes for business purposes, that cost isn't particularly relevant, since it's a one-time cost and the longer you put it off, the more likely you are to lose data worth far more than the backup device. Costs can range from about \$150 for a Zip drive to \$750 for a fast and capacious DAT drive. Don't skimp on the device or buy something weird because it's cheap - you don't want the device to be a weak link.

Backup device and media format longevity:

When thinking about backup devices, think conformity. You don't want to have years of backups and archives in a format that can't be easily accessed if your drive dies. For instance, it's reportedly becoming difficult to obtain replacement or repaired mechanisms for SyQuest 270 MB drives from manufacturers,

and there are numerous older media formats that have already gone the way of the dodo.

Backup media cost:

A 90 meter DAT tape holds about 2.6 GB and costs between \$5 and \$10. In contrast, a 2 GB Jaz disk costs about \$150. If Johnny backs up 10 GB to DAT and Sally backs up 10 GB to Jaz, who will pay more money, even taking the cost of the backup device into account? (The answer is left as an exercise for the reader.) Seriously: security costs money. Make sure to take both backup device and media cost into account.

Media reliability:

Not all backup media is created equal, and corrupted backups are worse than no backups at all. From what I can tell, most backup media used today should last at least 4 years, with expectations of 10 to 30 years being fairly reasonable. CD-ROMs may last longer, though estimates of CD-R life spans are similar to the 10-year life span of magnetic tapes. Of more concern is how you treat your media - in short, it should be stored in a cool, dry, clean place, used in clean drives, and handled with care (don't toss that cartridge into your bag!). The better you treat your media, the less likely you are to have trouble.

<http://www.phlab.missouri.edu/~ccgreg/tapes.html>
<http://www.nlm.org/MediaStability/QuestionsAndAnswers/>

Backup verification:

How do you know if one of your backup tapes has gone bad, or even if your backup contains the correct data? Verification. You must check the contents of your backup every now and then to make sure it's working properly. I occasionally pull a few files from my backup sets just to check their integrity. Retrospect users should enable its verification pass, especially when backing up to tape. Backups take much longer but the safety is well worth it.

Backup redundancy:

One of the best ways of reducing your exposure to media failure is to have multiple sets of backup media. That way, even if one set fails, you can still fall back on another set. Even if the alternate set is out of date, having older files is better than having no files. For instance, I currently rotate my weekly backups through three sets of backup tapes, two of which I reuse. When the third one reaches a certain number of tapes, I archive it and start a new set.

Automation:

For most people, the main obstacle to backing up is that it's a boring task they must do regularly. That's why most backup programs offer a variety of scripting and automation features that take most of the drudgery out of backing up. I strongly recommend using these automation features - you'll feel guilty if you lose a lot of work because you procrastinated about doing backups.

Storage location:

What happens if your office is vandalized or a disaster befalls your home? Earthquakes, fires, tornadoes, and break-ins all happen. How seriously you consider offsite backup locations depends on the importance of your data. If you work in an office, taking a backup home each week is easy, and you can just as easily leave a home backup in your desk at work. If you work at home, consider giving backups to a friend you see regularly. For local backup media, consider a small, fireproof safe. However, make sure it's designed to protect magnetic media in case of a fire - temperatures hot enough to destroy a backup tape might not be sufficient to ignite paper, which is what "fireproof" generally means. TidBITS sponsor APS Technologies has several media vaults that protect magnetic media from temperatures up to 1,550 degrees Fahrenheit for 30 to 60 minutes at prices ranging from \$150 to \$620.

Archiving:

Although most people believe backups protect files they're working on, a good backup strategy can also protect old files you need to keep, but don't need on your hard disk (like graphics, scans, or video). Ideally, a backup system should

address the need to archive important, unchanging files. Some people use Retrospect to back up to tape on a daily basis but archive data on CD-R on a quarterly or yearly basis.

****From Strategies to Solutions****
— For most people, massive data loss is something that only happens to

someone else. But if you've ever been forced to attempt the resurrection of a lost report or Quicken data file, you probably don't want to get burned again. In the second part of this article, I'll explore many of the backup hardware and software options available.

Mac OS X: Rhapsody a Mac Developer Could Love

By Geoff Duncan <geoff@tidbits.com>
(from TidBITS#430/18-May-98)
Submitted by Denis A. Diekhoff

Last week during his keynote address at Apple's Worldwide Developers Conference, Steve Jobs outlined Apple's plans for Mac OS 8 and Rhapsody and introduced two new elements: the Carbon API and Mac OS X ("Ten"). As WWDC unfolded, Apple revealed more information about Mac OS X and future operating system plans. Although many unanswered questions remain, enough detail is available to begin analyzing Apple's OS plans.

The Lineage of Mac OS X

Although this is an oversimplification, Mac OS X is best described as an enhanced version of Rhapsody, Apple's forthcoming operating system derived from NeXT's OpenStep technology. Rhapsody is based on the Mach microkernel and runs a version of BSD Unix under the hood, although it hides the Unix command line unless the user specifically asks for it. Also included is the "Blue Box," essentially a Rhapsody application that runs the Mac OS and thus Mac OS applications, although those applications don't receive the benefits of the modern Rhapsody OS, like memory protection and preemptive multitasking.

Rhapsody also includes the Yellow Box, a sophisticated application environment. Mac OS applications would have to be rewritten to take advantage of the Yellow Box, but in doing so would become "first class citizens" under Rhapsody, gaining the advantages of the new operating system. In addition, developers

would be able to recompile Yellow Box applications for versions of the Yellow Box which run on Intel-based systems or even under the old Mac OS. These capabilities would, arguably, make the Yellow Box the best choice for cross-platform development. Rhapsody also supports Java, so Java applications under Rhapsody reap the full benefits of the operating system.

So, essentially Rhapsody can run four kinds of programs:

- Mac OS (via the Blue Box)
- Java
- Yellow Box
- BSD Unix

Mac OS X adds to this picture. Mac OS X will still be based on the Mach microkernel (version 3), and will also run BSD Unix under the hood and feature a Blue Box that will run most existing Mac OS applications, although without the advanced features of the new operating system. And, Mac OS X will still include Java support and the Yellow Box.

The problem that Apple - and Macintosh developers - encountered with Rhapsody was that to gain the benefits of a modern operating system, developers had to rewrite their applications for the Yellow Box from scratch. So, Apple has introduced the Carbon API, a large subset of the existing Mac OS system services that will be fully supported under Mac OS X. Programs written to the Carbon API gain all the benefits of a modern operating system, but don't need to have their Mac OS source code entirely rewritten. According to Apple, typical Mac OS applications

would need a 10 percent tune-up to become a "carbon life form." In addition, Apple plans to release Carbon as a set of libraries for the current Mac OS 8.x, so "carbon life forms" can run under Mac OS X and under future derivations of Mac OS 8 without alteration.

So, Mac OS X will be able to run five kinds of programs:

- Mac OS (via the Blue Box)
- Java
- Yellow Box
- BSD Unix
- Carbon

Architecturally, Mac OS X is essentially the same as Rhapsody: the difference is that it's allowing a much simpler (and more practical) means for current Mac OS developers to make their programs first class citizens.

What's In & What's Out... For Now

In addition to the primary features of Rhapsody, Apple also elaborated on some of the components of Mac OS X at WWDC.

- Blue Box applications will run alongside other Mac OS X applications, rather than the Blue Box being accessible only via a full-screen mode or within a separate window. This is a key point for the usability of Blue Box applications, although it may lead to some user confusion about which applications are running in the Blue Box, which are not, and what the differences might be.

- Mac OS X will not have a 68K emulator, although (presumably) the Blue Box within Mac OS X will contain an emulator in order to run cur-

rent Mac OS applications. Mac OS X will be fully PowerPC- native.

- Display Postscript, a much-ballyhooed feature of OpenStep and Rhapsody, will not be present in Mac OS X since Adobe has ceased development of Display PostScript.

Instead, Apple says it will support a PostScript-like imaging model in Mac OS X and replace the default EPS image format used in OpenStep with Adobe's PDF format. Apple also says it will be adding GX-like capabilities to both QuickDraw and Mac OS X's typographic features.

Unfortunately, QuickDraw GX will be dead under Mac OS X and Carbon, which is a shame since it's considerably more advanced than anything Adobe has to offer and Apple owns it.

- Mac OS X will include full scripting support for Carbon, Yellow Box, Java, and Mac OS applications.

- Apple says full-featured cryptographic technologies will be included in Mac OS X, along with utilities resembling the digital signature manager and keychain that originally appeared with PowerTalk in System 7 Pro.

- Although Apple has been emphatic about releasing libraries to enable Mac OS 8.x to run Carbon applications, Apple hasn't been clear about whether it will live up to last year's big WWDC promise to release the Yellow Box for Mac OS 8.x.

- Mac OS X will be "optimized" for PowerPC G3 systems; it's not clear whether Mac OS X will support earlier PowerPC 603- or 604- based machines.

A perusal through Apple's preliminary specification for the Carbon API reveals that some programs will be harder to port to Mac OS X than others. Extensions as we know them won't exist under Mac OS X - although they apparently can load under the Blue Box and thus only be available to Blue Box applications, which could lead to a confusing user experience. It's not clear what sort of mechanism Apple will provide under Mac OS X to replace extensions. In addition, any program that accesses

hardware directly - like Ethernet or PC Cards - will need to be revised to run under Carbon since hardware access is the exclusive province of the Mac OS X operating system. Apple hasn't made decisions on the extent to which some technologies like Game Sprockets, Speech, and the Power Manager will be supported in Carbon.

You can check out session notes from WWDC on-line, although, unfortunately, much of this material consists of large JPEG images of session slides. Apple's preliminary Carbon specification is also available (in PDF format) from Apple's Mac OS X developer site.

What About Intel?

A big question on the minds of some developers is the fate of Yellow Box for Intel, a set of Windows 95/NT libraries that allow applications written for the Yellow Box to run on the Windows platform with virtually no fuss. According to Apple, the Intel version of Yellow Box is alive and well, but the Intel runtime will not be freely distributable, in contradiction to what Apple said at WWDC in 1997. Reportedly per-copy royalty fees will be small (in the \$20 arena) and Apple is working on the situation, but the fact there's a fee at all could pose a major problem for developers who are trying to do cross-platform development work for Rhapsody or Mac OS X.

Another common question is whether Apple plans to develop Mac OS X for Intel processors: for now, the answer is no. Although the Mach/BSD underpinnings of Mac OS X could be made to run on Intel hardware - and Carbon does not require Macintosh ROMs - all reports indicate Apple has no plans to port either the Blue Box or Carbon to Intel processors.

Schedule in a Nutshell

Here, then, is Apple's current schedule of operating system releases, along with their lineage, key features, and requirements.

- * Q3 1998: Mac OS 8.5, code

named Allegro. A major revision derived from the current Mac OS 8.1 release, which features PowerPC-native AppleScript; HTML-based help (and the V-Twin text search engine) in Apple Guide; anti-aliased text capabilities; appearance "themes"; Internet Config 2.0; new Navigation Services; and numerous interface enhancements. Mac OS 8.5 will be available only for PowerPC systems.

- Q3 1998: Rhapsody 1.0. Derived from OpenStep technologies acquired from NeXT. Features: Mach kernel running BSD Unix; Blue Box for running Mac OS applications, Yellow Box for Rhapsody applications, plus Java. Intended for publishing and server markets; should require a PCI-based PowerPC system.

- Q1 1999: Mac OS 8.6(?). Incremental update to Mac OS 8.5; support for new CPUs, bug fixes. PowerPC systems only.

- Q1 1999: First developer seeds of Mac OS X.

- Q3 1999: Mac OS 9(?), code named Sonata. Major update to the Mac OS.

- Q3 1999: Mac OS X. Features a Mach 3.0 kernel running BSD Unix; support for Mac OS 8 programs via Blue Box, Carbon, Java, and Yellow Box. Optimized for PowerPC G3 systems.

Note that the current release schedule calls for Mac OS X to appear at the same time as a major update to the existing Mac OS, indicating Apple anticipates a transitional period where both Mac OS X and future versions of the current Mac OS will be available to consumers. It's not clear how Apple plans to differentiate between these releases, but it's likely Mac OS X, like Rhapsody, will be initially targeted at the high end of the Macintosh market - publishing, media production, servers, and power users - while users with older machines or smaller budgets can continue to update their systems with improved versions of the old Mac OS, sans all the Rhapsody technology.

What Will Developers Do?

It's difficult to look into Apple's operating system future. Mac OS X won't ship for about a year and a half; considering that a year and a half ago, the Mac development world was in a tizzy about the BeOS, take all predictions with a grain of salt.

Although Rhapsody offers key technologies the Macintosh needs in an operating system along with several compelling features, few developers are enthusiastic about rewriting applications from the ground up. Until now, most figured they'd let Rhapsody's Blue Box support their current Mac OS programs, then see what happened. After all, if they were going to rewrite from scratch, why not rewrite for Windows NT, which already exists and has an expanding market share?

With Mac OS X, however, Apple's

message to its developers is much more palatable: most programs will need only minor revisions to conform to the Carbon API, and developers can continue to use their current Mac OS programming expertise under Mac OS X. Increasingly, the transition from Mac OS 8 to Carbon is being compared with the transition from 68K to PowerPC: difficult for some programs, but not bad for most. Not surprisingly, Metrowerks - the company that almost single-handedly made it possible for Mac developers to produce PowerPC applications five years ago - has announced it will fully support Carbon in its forthcoming CodeWarrior releases (withdrawing its similar Latitude technology for Rhapsody). Although Mac OS X won't ship until a year after Rhapsody's debut, it stands a better

chance of widespread developer adoption.

However, the introduction of the Carbon API in Mac OS X paints a large question mark on the future of the Yellow Box. Although Carbon brings more developers and applications to Mac OS X, those developers aren't any more likely to rewrite their applications for the Yellow Box than they were a year ago. Apple is telling developers any new development should be done for the Yellow Box, especially if the developers intend to release Windows versions of those programs. However, if developers must pay a licensing fee for Yellow Box applications on Intel hardware and Apple backs away from its promise to release Yellow Box for the Mac OS, programming for the Yellow Box might become purely an intellectual pursuit.

G3 Cards from Newer Technology

Newer Technology, Inc. Announces Two New MAXpowr G3 Upgrade Cards For Apple

*Submitted by Denis Diekhoff
Source: PR Newswire*

Power Macintosh 7100 and 8100 - \$50 Less Than Original Versions All Four Versions Shipping Now

WICHITA, Kans., May 13 /PRNewswire/ — Newer Technology, Inc., today announced two new MAXpowr G3 upgrade cards for the Apple (Nasdaq: AAPL) Power Macintosh 7100 and 8100. These cards, which do not contain a video flex circuit, are \$50 less than the original two versions introduced in January. All four are now shipping. Along with the Power Mac 7100 and 8100, the two new MAXpowr G3 versions also work in the PowerComputing Power 100 and Power 120 computers; as well as the Apple Workgroup Server 8150 and 9150 models, which do not support PDS (Processor Direct Slot) video solutions.

The two new MAXpowr G3 7100/8100 PowerPC upgrades have

the same specifications as the original two versions, except support for the Apple AV and Apple HPV (High Performance Video) card is now an optional upgrade.

"We have demonstrated, beta tested and included video support using a flex circuit that connects the video card to the MAXpowr G3 7100/8100, but some of our customers do not need this feature," said Jeff Hedlesky, director of sales for Newer Technology. "It just makes sense for Newer to offer customers the option of deleting PDS video support which will save them money."

The MAXpowr G3 7100/8100 can be upgraded to support either the Apple HPV or Apple AV card at a price of \$79, at any time. However, AV card support is automatically built into Newer's MAXpowr G3 upgrade card for the Power Mac 6100, and is not optional.

Configurations and Pricing

MAXpowr G3 7100/8100 210/512K/105 uses a 210MHz G3 processor with 512K of backside

cache running at 105MHz (2:1 ratio). The video optional version has an estimated street price of \$549, while the original video standard model is priced at \$599.

MAXpowr G3 7100/8100 240/1MB/160 uses a 240MHz G3 processor with 1MB of backside cache running at 160MHz (3:2 ratio). The video optional version has an estimated street price of \$749, while the original video standard model is priced at \$799.

Compatibility

The new MAXpowr G3 7100/8100 upgrade cards can be used in the Apple Power Mac 7100/66, 7100/66AV, 7100/80, 7100/80AV, 8100/80, 8100/80AV, 8100/100, 8100/100AV, 8100/110; Apple Workgroup Server 8150 and 9150; PowerComputing Power 100 and Power 120.

The original MAXpowr G3 7100/8100 upgrade cards can be used in all of the above mentioned systems except the PowerComputing models.

About Newer Technology

Newer Technology has more than 12 years of experience and is the leading developer of performance upgrades for both PowerBooks and desktop Macintosh computers. For more information, contact Newer Technology, Inc., 4848 W. Irving Street, Wichita, KS 67209; fax: 316-

943-0555; E-mail: info@newertech.com or visit the website at:

<http://www.newertech.com>. For technical assistance, call 316-943-0222.

NOTE: Newer is a registered trademark of Newer Technology, Inc. MAXpowr is a trademark of Newer Technology, Inc. All other product names are trademarks of their respective holders. SOURCE Newer

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-O- 05/13/98 /CONTACT: Jill Wood of McLean Public Relations, 650-685-3850, or jw@mcleanpr.com, for Newer Technology, Inc.; or Eric Dahlinger of Newer Technology, Inc., 316-943-0222, ext. 254, or eric@newertech.com / Web site: <http://www.newertech.com/> (AAPL) CO: Newer Technology, Inc. ST: Kansas IN: MLM CPR SU: PDT

Intel Admits Delays In Next-Generation Chip

Submitted by Denis Diekhoff

Recently, Intel announced that it was expecting delays in shipping its next-generation 64-bit processor, code-named Merced, due to problems handling the complexity of the chip in mass-production. Rather than expecting it to be delivered in

mid-1999, it expects that it will be some time in 2000.

While this is a blow to the entire Wintel hegemony, the hardest-hit company has to be HP, which is co-developing the Merced processor and has planned its entire server line around the introduction of the chip.

This also opens up the market even wider for advanced processors ranging from DEC's Alpha to IBM's venerable PPC G4, which is now rumored to be shipping at 600Mhz at year's end....

Mac OS Rumors

*Submitted by Bert H. Persson
Thursday, June 4th, 10:42 AM EDT*

Tom Hanks working on Apple mini-series?

Considering the drama that surrounds Apple — past, present, and future — readers shouldn't be surprised to hear the latest about Tom Hanks' producing efforts with HBO mini-series; apparently, a dramatization of Apple Computer's story is in the works:

Tom Hanks is working with HBO to develop a movie about Apple Computer company. The days of the two Steves I suppose. Something like that could really "get the truth out."

MOSR was made aware of rumors to this effect as early as late last year, but filed them away in the Wacko File under "Yeah. Right." No-uncertain-terms reports from CNN on the subject, however, appear to have confirmed the story.

According to the original report from Apple sources, the special should be airing within a year on HBO. Don't worry about missing it — the report was rife with statements along the lines of "the biggest ad blitz HBO has ever delivered" and "Think Billboards. Lots of Billboards."

Microsoft previews Internet Explorer 5 developer release, prepares "Gotcha"

Everyone knew it was coming. Microsoft's Internet Explorer "gotcha," where it would begin sharply deviating from the other Web standards, now that it has "embraced" them. It's time to "extend" them — in ways that will work only in Microsoft browsers.

According to sources, IE 5.0 will add a plethora of Dynamic HTML (a 4.0-browser-only standard of advanced in-HTML features) features that will work only in IE 5. These advancements will require that Web developers adopt IE-only development, and with Microsoft's OS market share leverage, the company is expected to release the complete suite of content-creation tools, based on its FrontPage line, to be the "first and best" HTML design application capable of making pages that will take advantage of the IE 5-only capabilities.

Netscape sources report that they do not expect to support IE 5's non-standard DHTML, and instead plan to focus on surpassing Internet Explorer's other speed and feature advantages with Mozilla 5.0 — hopefully, they say, leaving Web developers to drop IE-only support for wider

compatibility.

Apple discontinues Macintosh Application Environment ("MAE") for UNIX

MAE, a Mac OS 7.5.3 compatibility system for UNIX systems from Sun Microsystems and HP, has been discontinued by Apple as of June 1st. MAE, which only runs 68k applications that are compatible with System 7.5.3, was considered an outdated liability for Apple, and its discontinuation is not expected to have a significant impact (other than to help Apple's bottom line) on the marketplace.

More advanced third-party Mac OS application environments for the various UNIXes, such as ARDI's Executor (which also provides Mac compatibility for Windows and OS/2), are expected to fill the small market gap left by MAE.

Audiofile 4.0 ships

Spinfree announced today that it released Audiofile 4.0. Audiofile is a stand-alone database application that allows you to catalog every aspect of your music collection; more information can be found at the Spinfree Store.

More Mac OS Rumors

Monday, June 1st, 1:32 PM EDT

OS X for Intel — Whispers gaining momentum

The usual suspects at Japan's "Mac Treasure Tracing Club" are reporting that Apple reps at a recent Japanese printing conference stated that Mac OS X would "run on Pentium machines." Unconfirmed reports of the Carbon libraries and 'Blue Box Fragment' (the only currently 100% Mac-only components of OS X) being quietly ported to Intel continue to trickle in, but no confirmable information is yet available.

Also noted by Japanese sources was a statement by Apple representatives suggesting that the low-cost Apple portable scheduled to ship in early 1999 will be in the same price range as the iMac — \$1299 introduction, level-out at \$999 within six months.

Update: Several sources have confirmed the OS X/Intel rumors, with at least one individual known to be close to Carbon porting efforts saying "the answer is definitely YES!" in confidential correspondence. No word yet from high-placed Apple sources.

Mac OS 8.5a6 takes two steps forward, one step back

In keeping with Apple's new policy of realistic development objectives and honesty about what it can and cannot deliver, the latest alpha-version developer seed of Mac OS 8.5, code-name "Allegro," has been released to mixed feelings from developers.

Apple's "step back" from earlier versions of 8.5 is the removal of memory "guard pages," which provide a rudimentary sort of Protected Memory by placing a buffer zone between Applications and between Apps and the System to protect against errors in one application from crashing another.

According to reliable information passed on by developer sources, this

decision was made when a moderate but difficult-to-correct bug was found in the way Guard Pages interacted with OS 8's multi-threading system. Rather than compromise on other work or deliver 8.5 later than expected, Apple chose to drop inter-Application Guard Pages. Guard pages still exist (as they do in 8.0 and 8.1) between the System and the Application space.

Sources report that full Guard Page support is now on the to-do list for Mac OS 8.6, the update expected to ship in January, 1999.

"Steps Forward" included:

- A totally re-written Help Viewer.
- 16-bit color icons.
- Several improvements and bug-fixes to the new QuickDraw code
- Third-party printers can now use Desktop Printing services.
- Allegro can now be used in the Rhapsody DR2 Blue Box with the Standard Installer.
- The "Improper Shutdown" screen, which comes up upon Boot on default-configured Macs when not Shut Down correctly, now automatically closes and allows the machine to finish booting after two minutes. This is important for Server machines which have not had the "Notify on Improper Shutdown" option turned off in the General Controls control panel.
- The Disk Cache has been updated to avoid several possible crashes involving disk problems.

While Guard Pages were a useful component of 8.5, their loss is not expected to have a major impact on the stability of Allegro when it ships; in fact, keeping Apple on-schedule will serve to bring Mac OS X down the pipeline as soon as possible, which will deliver true Protected Memory — an order of magnitude more important to overall system stability than the relatively crude Guard Pages technology.

AOL, other users unable to use Carbon Dating?

A developer recently noted that, apparently, Apple is ignoring Carbon Dater e-mail requests from users on AOL and other unspecified domains:

It was recently posted to one of the Mac-Games-Dev mailing list that programmers sending programs to Apple from AOL and a couple of other addresses are not getting responses. Please look into this as it is important to programmers.

MOSR's Apple contacts were unaware of any decision to refuse email from AOL or any other Internet service; if you have any information about this curious report, grab a soapbox and speak yer peace.

Update: Apparently, many providers refuse email attachments of the size that Apple sends back — including AOL. It's not an issue Apple is able to control; however, Apple developers are reportedly looking at ways to decrease the attachment size or send the attachment in multiple parts.

Tuesday, June 2nd, 10:18 AM EDT

OSX/Intel update

Japanese sources now report that in a fully public presentation, Apple Japan representatives stated that OS X for the Intel processor architecture is being readied. Apparently, an audio-only quicktime movie (courtesy of the Mac Treasure Tracing Club) of the speech is available, but is only in Japanese. If any readers are able to translate this file, please send transcript(s) to MOSR here.

Additionally, one source noted a compelling explanation for a Carbon-compatible API set for the Intel platform:

I make no claims for having an inside track, but a message that I heard at WWDC (and one that you have alluded to) is that we owe thanks to the QuickTime team for the existence of Carbon on Rhapsody. That is: the effort to bring QT 3.0 to Rhapsody pretty much

meant that Apple had to bring a large subset of the Toolbox to Rhapsody. I think that it is a justifiable speculation that if QuickTime 3.0 formed the core library for Carbon on Rhapsody, the same must be true for Intel.

With QuickTime for Rhapsody/Intel almost fully functional, Apple's work to make a Carbon API set — where developers would have to recompile, but other porting work would be light — for the Intel platform is greatly reduced. This is not, however, a quick solution for Apple; there are many reasons why a port of Carbon to Intel would be difficult and very likely not 100% Carbon/PPC compatible....which of course fuels the fires of the ongoing debate of whether OS X for Intel is possible, likely, or sensible for Apple.

Time will tell, it seems.

Intel's "Merced" not expected to be immediate speed demon, says Merced co-developer

A well-educated reader had this to say about HP's stance on Intel's next-generation 64-bit processor, code-name Merced, which HP is co-developing:

According to HP, the newest Merced CPU's are expected to be slower than the concurrently offered PA-RISC CPU. Within the last 3 weeks HP has said (to the media) they were NOT going to port HP-UX to the most recent Merced CPUs by Intel because of the slower performance. IMHO the delay does not impact HP too badly because HP still has PA-RISC systems and HP still has Intel's backing.

This is apparently in reaction to reports that HP had been let down by Intel, who recently reported that it expected delays in delivering the Merced processor next year due to manufacturing complications.

Apple Carbon-dating mail update

A developer relayed this caveat for other developers sending in Carbon Dating reports:

I was working on a project code-named 'Bug Tracker'. When I sent e-mail to the *CarbonDating@apple.com* address, naturally I placed the working name of the application in the subject line. To my surprise, instead of getting a report back, I got back an acknowledgement of having submitted a "bug report"! Turns out later that whatever program is parsing incoming mail to the *CarbonDating@apple.com* address is scanning the subject line and looking for the keyword 'bug'; anyone mailing e-mail to that address with 'bug' in the subject will have the e-mail rerouted to the Carbon Dating tech support. Lesson: the subject line is not being ignored (as is noted in the Carbon Dater instructions). And if you are working on any debugging tool, try not to put the word 'bug' in the subject line.

OneWorld Debuts New Communications Systems

by MacCentral Staff
news@maccentral.com
submitted by Bryan Lienke

After having its modem business bought out by Boca for \$10 million, the company formerly known as Global Village has introduced a new line of communications systems available for both Mac OS and Windows environments.

OneWorld Systems' new OneWorld 5000 family of systems includes the OneWorld 5000 Fax

Server, the OneWorld 5000 Remote Access Server and the OneWorld 5000 Suite Server. All products are expected to ship throughout North America in July 1998. The OneWorld 5000 communications servers will be sold through Value-Added Resellers (VARs) and are expected to have U.S. estimated street prices starting as low as \$2,495.00 depending on the model and configuration.

"This is the first time that sophisticated data communications prod-

ucts have been designed specifically for the small and medium size office, with both the user and network administrator in mind," said Neil Selvin, president and chief executive officer of Global Village Communication, speaking about the new OneWorld Systems direction.

OneWorld says there are currently more than 13,000 installed OneWorld 100 Macintosh products in the field.

<http://www.oneworldsystems.com/>

New Mac Weekly Magazine

By Guy Kawasaki
<Kawasaki@garage.com>
Submitted by David M. Peck
This announcement is from:
Lucas Roebuck, <lroebuck@pacbell.net>

May 22, 1998

New Publishing Firm to Start
Macintosh Weekly

FALLBROOK, Calif. _ Digital Cactus, a start-up publishing firm, is

announcing today that it will be entering the market with a weekly news publication dedicated to covering the Mac OS platform. The new publication, entitled The Mac Report, will be rolled out on June 24.

"The Macintosh market needs a weekly publication that is dedicated to providing hard Mac news," said The Mac Report publisher and editor Lucas Roebuck. "Unfortunately,

MacWeek is moving away from that space. We hope to pick up the slack."

The 32-page publication will be rolled out in two phases. In the first phase, readers will be invited to subscribe for free to the publication, which will initially be available via a weekly fax, e-mail, HTML or downloadable PDF file. The second phase, which Digital Cactus hopes to unroll

in six to eight months, is creating a print version of the newsweekly to mail to subscribers. Once again, the Mac Report is free to its subscribers.

Those who wish to subscribe to the newsweekly can do so in several ways. The easiest is to point their browser to <http://www.macreport.com>, where readers can subscribe on-line. Users can also email their requests to subscribe@macreport.com. Readers need to specify how they want to receive

The Mac Report: fax or email. Readers who do not have access to the Internet can call 760-723-5207 to subscribe.

Press releases, news tips and story ideas should be sent to news@macreport.com. Those wishing to advertise in the Mac Report should call 760-723-5207 or email erick@macreport.com.

Based in sunny, southern California, Digital Cactus, a media communications company, is dedi-

cated to creating new and innovative ways of publishing information and entertainment. Its product line up includes The Mac Report, the Mac OS newsweekly, and will be launching personally.com, the digital magazine of personal culture and other focus publications in the next 6 months.

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Sprint ION

Published by CompuServe
Submitted by David M. Peck

Sprint Unveils Revolutionary Network

Breakthroughs Give Customers High-Speed, High-Bandwidth, Multi-Function Capabilities Over Single Phone Line

NEW YORK, June 2 — Sprint announced today a revolutionary new telecommunications capability that can provide homes and businesses with virtually unlimited bandwidth over a single existing telephone line for simultaneous voice, video calls and data services.

"This truly is the Big Bang that expands the universe of what telecommunications can do in our homes and businesses," said William T. Esrey, Sprint's chairman and chief executive officer.

The new capability, developed under the code name Project FastBreak, is not a single technology but a combination of numerous technological advances. "As a result, we are introducing tomorrow's network today — the Integrated On-Demand Network (ION)," said Esrey.

A household or business will be able to conduct multiple phone calls, receive faxes, run new advanced applications and use the Internet at speeds up to 100 times faster than today's conventional modems — all simultaneously through a single connection. The need for multiple phone lines will be eliminated, and applications such as high-speed on-line interactive services, video calls

and telecommuting will be readily accessible and less costly. Use of the Internet will be so fast that typical pages on the World Wide Web will pop up almost instantaneously.

At home, consumers no longer will be required to buy additional telephone lines to make multiple voice calls and be on-line at the same time. Businesses will no longer be required to manage numerous complex networks but can rely on a truly integrated network that consolidates voice, video and data traffic while reducing costs. Sprint's ION allows businesses to expand dramatically their local and wide area networks and dynamically allocate bandwidth, thus paying only for what they use rather than having to purchase a set high-bandwidth capacity that often sits idle. ION will also set a new industry benchmark for service reliability, utilizing Sprint's pervasive deployment of SONET rings across the United States.

Today's announcement is the result of five years of confidential work. "We saw where the trends were pointing and quietly began designing the network of the future. We've invested more than \$2 billion in building the network that will handle the advances we're announcing today, and numerous worldwide Sprint patents have either been granted or are pending," Esrey said.

Sprint has been privately testing the revolutionary Integrated On-Demand Network capability with

both businesses and consumers for the past year. An initial roll out to large businesses will begin later this year. The service will be generally available to businesses in mid-1999, with consumer availability late in 1999.

Sprint's Integrated On-Demand Network also creates a new cost standard for the telecommunications industry. By utilizing cell-based network technology, the network cost to deliver a typical voice call will drop by more than 70 percent.

For example, Sprint's costs to provide a full-motion video call or conference between family, friends or business associates will be less than to provide a typical domestic long distance phone call today. "We have moved beyond the outdated cost structure of the last 100 years," Esrey said. "We will be offering every Sprint customer their own multi-billion dollar, unlimited bandwidth network in the same monthly price range that many customers spend today for communications services."

"We're past thinking about 'nailed-up' links that are permanent costs to customers. Sprint's network is ready all the time to provide capability and capacity whenever and however the customer wants it," said Esrey.

Sprint's investment in ION provides the fabric for truly redefining local phone services. "Not only have we created the network of the future, but this same network will serve as the basis for our competitive local

phone strategy," said Esrey.

Sprint's long distance network is already built and covers the entire United States. Its reach will be extended through metropolitan broadband networks (BMAN) available in 36 major markets nationwide in 1998 and in a total of 60 major markets in 1999. These BMAN networks will allow Sprint ION to pass within proximity of 70 percent of large businesses without having to utilize Digital Subscriber Line (DSL). For smaller business locations, telecommuters, small/home office users and consumers who may not have access to BMANs, ION supports a myriad of the emerging broadband access services, such as DSL.

"We are opening new vistas for the ways in which people communicate. If you are a Sprint customer, you will be on-line, all the time. You will not have to access this network of breathtaking power and speed; you will be part of it," said Esrey.

Unmatched capabilities

Sprint is able to deliver this revolutionary new capability because its network supports a seamless, integrated service to the desktop over an Asynchronous Transfer Mode (ATM) backbone network. This network fabric provides the speed, flexible bandwidth, scalability, service consistency,

security and telephone voice quality that neither the Internet nor non-ATM-based networks can deliver.

"Sprint's Integrated On-Demand Network gives us capabilities our competitors don't possess," said Ronald T. LeMay, Sprint's president and chief operating officer. "Because of the limitations of their network architectures, the traditional telecommunications providers are mostly consolidating and bundling different services, not integrating them. They are building separate data networks that are not integrated with their legacy voice networks. As a result, many competitors will be forced to rationalize disparate networks or risk being disadvantaged in cost and capability."

In addition, Sprint's ION leapfrogs the bandwidth-only capabilities of DSL and cable modems. ION provides customers with robust voice, video and data services, along with the capability to customize multiple services, all combined with access to unlimited bandwidth, available on demand, all the time, whether they are across town or across the country.

The new entrants have other problems, according to LeMay. "They are spending billions of dollars to create fiber routes and to

build IP (internet protocol) networks that only offer best-effort voice transmission, but they cannot match the service quality that Sprint provides. Sprint's ION will integrate existing customers' networks and greatly simplify network management for Sprint's customers, which the emerging carriers' IP networks will not be able to accomplish."

Unlike Sprint's ION, the emerging carriers networks cannot allow customers to "grab" bandwidth as needed. While the emerging carriers claim to be deploying networks to selected U.S. cities, Sprint's high-speed integrated network is deployed across the country and within most major cities through metropolitan broadband network rings.

"We have also established distribution channels such as Radio Shack and established customer relationships and the power of the Sprint brand, one of the most widely recognized in the United States. Sprint's total, integrated set of services — which includes long distance, local and the only nationwide digital PCS offering — provides Sprint with a better capacity/cost position, challenging the claims of the emerging and legacy carriers," said LeMay. *Posted on CompuServe. When am I going to see this in Rosemount? I didn't catch the price :-)* - Dave

What Y2K problem? Mac users can party like it's 29,940

by Dennis Sellers
dsellers@maccentral.com
submitted by Bryan Lienke

Businesses are in a justifiable panic about the Year 2000 problem. The federal government is being criticized for not taking fast, definitive action to address the issue. Unless steps are taken and billions of dollars spent, the Year 2000 will cause major economic problems.

Of course, if everyone were using Macs, there would be no problem. Many Wintel applications and operating systems can't properly process dates after Dec. 31, 1999. However, the Mac OS and most Mac applications will handle the year 2000 (and

the next 27,940 years) seamlessly. The only applications that might "hiccup" at one minute past midnight on New Year's Day 2000 are the few that don't take advantage of the Macintosh Toolbox calls available in every Mac ROM.

What's causing the concern in the Wintel world? Many systems use a two-digit date format for the year, typically mm/dd/yy. A comparison based on that format would falsely claim that the year 2000 (i.e., 00) falls before the year 1999 (i.e., 99). When 2000 arrives, a great deal of Wintel software will fail unless corrective action is taken.

Why is there no problem with

Mac hardware and software? The original date and time utilities (introduced with the original Macintosh 128K computer in 1984) used a long word to store seconds, starting at January 1, 1904. This approach allows the correct representation of dates up to 6:28:15 a.m. on February 6, 2040. The current date and time utilities use a 64-bit signed value, which covers dates from 30,081 B.C. to 29,940 A.D.

Apple has a special Web page set up to address the Year 2000 issue. Check it out at <http://www.apple.com/macOS/info/2000.html>.

Guy Kawasaki

By Tia O'Brien West Magazine
Contributing Writer
Submitted by Denis Diekhoff

THERE'S A GOOD reason why, instead of being sound asleep in the pre-dawn hours of this Monday morning, I'm in the Pacific Athletic Club in Redwood City, watching eight middle-age men drip with sweat as they play a heated game of pick-up basketball.

It all started with a phone call from Guy Kawasaki, one of the legendary Apple evangelists who helped make the Macintosh a household word. Kawasaki, 43, is known for his thousand-watt charm, sharp wit and total confidence. That explains why he had no qualms about calling up a reporter to pitch a story about himself and his new post-Apple "Hi, this is Guy Kawasaki," he began. "How would you like to spend a day following me around?"

Before I could think of a quick comeback, something like, "Sorry, but I'm taking the next six months off to learn Spanish," he continued: "You'll get to watch me pitch my new company to venture capitalists and see how many times I can get rejected."

Now this had possibilities. It's the rare business creature who would invite you to watch him fail. There must be a catch.

"Yes, there's a catch," Kawasaki said, chuckling. "You have to start when I start and stop when I do. I play basketball at 5:30 a.m. three times a week."

I'm a sucker for dares.

And so, on the appointed Monday in May, I'm here watching Kawasaki and seven other players enjoy two hours of pre-breakfast basketball. Who the heck are these people? I keep wondering.

It's 7:30 a.m. when they finally head for the showers (without me). One of Kawasaki's opponents, a guy with graying hair who's limping off court, extends his hand. "I'm Tom Bentley."

Tom Bentley, I learn, is the man-

aging partner with the boutique mergers and acquisitions firm Alliant Partners in Palo Alto. Bentley gives me a quick team rundown: on most days there are three to four venture capitalists (two are associated with Bank of America), a couple of lawyers, an engineer with Oracle, a leading consultant on corporate art and a wealthy construction executive. Just your typical pick-up basketball game.

"Do you ever do deals with each other?" I ask Bentley as we near the locker room. "Sometimes," he says, then shakes his head. "The Bank of America jerks aren't investing in Guy's start-up and they should. Put a plug in about that, will you?"

Kawasaki saunters by and can't resist a jab: "VCs don't pass the ball."

Want to see the engine behind the engine that is driving the U.S. economy? Check out places like the basketball court in the Pacific Athletic Club at the 5:30 a.m. on a Monday. The rich and powerful of the high-tech industry run a private club—a floating private club that meets not only in boardrooms but on basketball courts, at dinner parties, school soccer games, even at their children's play groups.

Kawasaki's new company, garage.com, is designed to help start-ups start up. He is attempting to create a private club of the Valley's most elite players. Garage.com will groom the best and brightest entrepreneurs to pitch their ideas to the Valley's best venture capitalists and angels. Kawasaki and garage's other prestigious founders and advisers will coach and mentor founders with everything from writing their business plans to getting them an audience with prospective investors. If the start-up gets funded, the founders must give garage.com an equity stake of up to 5 percent.

But founders won't fight to get into the garage unless gold-standard VCs and angels are on the garage.com team. (Venture capital firms invest institutional money;

angels are individuals who invest their own money.) Before it opens for business in late summer or early fall, Kawasaki and his associates must raise between \$2 million and \$3 million dollars in funding. It's early May, and there's \$1.7 million in the bank.

How tough can it be for a Silicon Valley fixture like Kawasaki to line up backers? "I figured it would take a month with Craig Johnson's incredible connections. It's taken four months," Kawasaki admits. (Johnson founded Venture Law Group, a law firm that works with start-ups. He came up with the idea for garage.com.)

So networking is Kawasaki's sole purpose over the next 17 hours. He'll schmooze with entrepreneurs, huddle with a senior Hewlett-Packard executive, pitch to one of the most important VC firms in the Valley, even barbecue beef teriyaki for an out-of-town newspaper columnist. But will it pay off with a \$250,000 investment in his start-up? At every stop, he'll collect a name or a business card that he'll carefully tuck away. Watching Kawasaki woo potential backers provides a rare glimpse into networking, Silicon Valley-style.

The lesson is simple: Among The Valley's elite, everything—where you live, where you breakfast, where your office is located, where your kids go to pre-school—is about connections. Bumping into the right person standing in line at Draeger's, the upscale market, could help close a deal.

"Willie Mays lives right over there," says Kawasaki, pointing to a gated mansion with a big "M" in the driveway. "The coolest thing is he gives you baseballs on Halloween." It's about 8:45 a.m. and we've just made a pit stop at Kawasaki's modest estate around the corner from Mays' house. With Kawasaki at the wheel of his evergreen-colored Suburban, I'm getting a guided tour of exclusive Atherton. "Jerry Yang [co-founder of

Yahoo!] lives over there. This is Charles Schwab's house," says Kawasaki, pointing to yet another mansion, owned by discount broker Charles Schwab.

"Do you all get together for barbecues?" I ask, immediately cringing at the social naivete of my remark. Kawasaki confesses, "I can't say I've ever been invited over to the Schwabs. At least he could look up my account and see that I'm worth having over."

Not Ready for Sand Hill 9:00 a.m.

"There's a huge need for a company like garage.com, connecting entrepreneurs with angels and VCs," Katie Peterson, president of Mountain View-based Web-Order, is saying as Kawasaki wolfs down a plate of poached eggs, potatoes and bacon. We're at Il Fornaio, deal-central in downtown Palo Alto, surrounded by diners adorned with cell phones and pagers. Kawasaki is such a regular that he's on a first name basis with the maitre d'.

This meeting is testimony to the Valley's networking tentacles: Peterson first met Kawasaki's wife, Beth, at their children's play group. Later, Beth introduced Peterson to Kawasaki. "I'm the only one in the play group who hasn't made millions yet," says Peterson with a sigh.

Peterson lays out her problem: Web-Order—an electronic commerce software company that helps small businesses sell products securely over the Internet—needs about a quarter of a million dollars to build brand name and hire a couple more employees. But she's having trouble getting in the door. "I can't get in to pitch the Band of Angels. I called up and was told, 'You must be invited to present,'" she complains.

One of garage's investors, Ron Conway, is a member of the Band, an exclusive group of 100 private investors. It's so notoriously picky that even potential angels are being turned away. "Where else in the country do you have gazillionaires who want to spend their money being rejected?" asks Peterson, filling

her spoon with fresh mixed berries.

Kawasaki commiserates but notes, "There are just so many seats in the Los Altos Country Club [the Band of Angels meeting place]." He argues that this "excess of angels and entrepreneurs" is exactly why high tech needs a high-end matchmaking service like garage.com. "Katie is very typical. She doesn't need \$5 million yet from venture capitalists, just \$250,000," says Kawasaki. Garage.com is scouting for the "Not Ready for Sand Hill Road" entrepreneurs, not the start-up founders ready to hound VCs for millions.

As Kawasaki launches into his garage.com spiel, he's interrupted by a lawyer-looking type who's spotted Kawasaki. "Hi. Guy! What are you up to these days?" They shake hands as Kawasaki replies vaguely, "I'm on leave from Apple, helping people find investor money."

"Are you going back to Apple?" I ask. His voice drops to a mumble, "Well, I'm not there now." The one topic Kawasaki is tight-lipped about is Apple, the company he's spent a career promoting. Kawasaki's leave, not long after Steve Jobs' return as interim CEO, raised eyebrows, prompting rumors that Kawasaki actually had quit. He will not confirm reports that he and Apple's mercurial leader weren't exactly the dream team. When I ask if he enjoyed working with Jobs, Kawasaki answers evasively, "That's a difficult question." Can't Jobs use his help? He shakes his head. "I doubt it." Close friends say Kawasaki's leave was nothing but a PR move—for both him and Apple—aimed at preempting headlines about Apple's chief evangelist walking out on Jobs.

There's no doubt that Kawasaki's focus now is his start-up, not Apple. Garage.com can't officially go to work for founders like Peterson until the garage team gets their broker licenses. This doesn't stop Kawasaki, the irrepressible networker, from offering some advice, or, in his words, "storing up good karma for when I need it." He starts grilling Peterson about Web-Order's business

plan: How will Web-Order make money charging just \$49 a month per customer? What's to stop another start-up from taking over this niche Internet market?

This kind of screening is essential if Kawasaki is to convince VCs and angels that garage.com will deliver only the crhme de la crhme of entrepreneurs. Peterson fires back some facts and figures: The federal government predicts small businesses selling products over the Internet will total \$300 billion in revenue by 2000 and Web-Order has an eight-month jump on competitors.

Kawasaki pulls out an impressive-looking black book. This is a good sign for Peterson. It means Kawasaki is taking notes and jotting down ideas about possible alliances. Kawasaki's colleague, Bill Joos, vice president of business development, joins us at the table. Joos quickly is brought up to speed on Web-Order.

"Do you think this is the type of opportunity angels would be interested in?" Peterson asks anxiously. Kawasaki nods reassuringly.

Encouraged, Peterson attempts to close the deal: "Have I got you guys in on this project?"

Simultaneously, they answer.

Kawasaki: "We can work something out."

Joos: "I want to hear more, but I'm very interested."

Not exactly unanimous from the garage folks but Peterson is beaming. "We'll have [an investment deal] done by 5 p.m.," teases Kawasaki, flashing one of his boyish grins. Baiting the hook 10:15 a.m.

We're back in the Suburban with just 15 minutes to get to Hewlett-Packard in Cupertino, where a high-level business development executive has agreed to spend an hour with the garage.com duo. I'm getting a lesson in how garage.com will hook such its prize fish. "I'm the entrepreneur bait," explains a straight-faced Kawasaki, "and Bill is the investment bait."

Joos, in the front seat, raises an eyebrow. "The what?" he asks.

Kawasaki, a tad sheepishly: "The

investment bait."

Actually, this is a pretty accurate description. In honor of HP, Joos, 51, is wearing a blue sports coat and tie while Kawasaki's concession to big business is a pair of khakis and a wool knit vest. The two met while Joos was vice president of sales at Claris, the software arm of Apple. A former air traffic controller, he's at home in the valley of high risk, having worked as a sales and marketer for a variety of companies, including IBM.

Kawasaki, the "Mac's Moses," helped turn Mac users into a cult. His fame is born out of his brash, take-no-prisoners proselytizing for underdog Apple. Back in 1983, the kid with a Stanford degree in psychology and an MBA from UCLA was breaking into business by marketing jewelry and educational software in Hawaii where he was raised. A friend called and told Kawasaki that Apple was hiring "software evangelists." Kawasaki wasn't sure what evangelists were, but once he was hired, his mandate was clear: Persuade wary developers to start writing software for Macintoshes. With that, the jewelry marketer transformed himself into a software promoter.

Kawasaki's also lived the start-up struggle. After quitting Apple in 1987, he founded two Mac software companies, Acius and Fog City Software. (Both still are alive although neither is a smash hit.) He also played angel to three other software start-ups and authored several how-to books on marketing technology, including "How to Drive Your Competition Crazy," in which Kawasaki passes on tips on such things as "How to play with your competition's mind." He tells the story, for example, of the pizza shop owner who encouraged customers to rip out his competitor's yellow pages ad and redeem them for a discount.

In 1995, Apple wooed Kawasaki back with an Apple Fellowship to lead the Mac attack on Bill Gates and his Microsoft empire. He declared war, vowing to "stop the hegemony

of Microsoft" and save people from "the Gates of hell." Even his critics, who label Kawasaki an unabashed self-promoter, concede he is a world-class marketer.

Despite his drive to win, Kawasaki has never hit the multimillion dollar big time with his own start-ups. "My life has been a series of singles and doubles. I've never hit a home run," he confesses. Garage.com is Kawasaki's chance for a grand slam.

But first, the start-up needs more investors, which is why we're racing to HP.

Joos glances at his watch. "Yeah, we've got time. Let's take her to the garage." A couple of minutes later, Joos is excitedly pointing out the window at a humble wooden-sided garage in downtown Palo Alto. "That's where it all started! Hewlett and Packard's garage. They are our heroes," he says, whipping out a garage.com brochure that features a picture of the HP birth site.

As the Suburban races from Palo Alto to Cupertino on 280, Joos and Kawasaki review their HP strategy: First, they're hoping the company will invest directly in the start-up, moving them closer to their funding goal of \$3 million.

Second, they want HP to be one of the Angels in garage.com's Heaven. The hub of their company is the Internet. On its web page, garage.com, there are three sections, only one of which is public. The Garage and Heaven sections require passwords.

"Garage" is for the 150 entrepreneurs who pass muster with Kawasaki and his team. There, they can work securely on their business plans with help from their garage.com coaches. When the plans are complete, they're moved to Heaven, where perhaps just 30 start-ups will actually win funding.

In "Heaven" VCs and Angels scout for hot deals. To get into Heaven, VCs must annually plunk down \$10,000, Angels \$2,000. Lacking SEC-approved broker licenses, the garage.com folks can't yet for-

malize deals with angels and VCs for Heaven, but they are on the road, proselytizing.

"We make pitches to potential investors about 12 times a week," estimates Joos. Kawasaki laughs. "Life's one big pitch. We've probably had 300 meetings since November."

How do they get in the door? Joos smiles. "Our original investors know everybody in the valley who matters. The first thing we did was affiliate ourselves with people we should know. That was no accident."

Their VIP list of investors, board members, founders and advisers includes John Dean, CEO and president of Silicon Valley Bank; Ron Conway, one of the Valley's best known angels; Craig Johnson, founder of Venture Law Group and co-founder of garage.com; Rich Karlgaard, editor of Forbes ASAP and another garage co-founder; Joe Grundfest, Stanford law professor and a former SEC commissioner; Jim Atwell, managing director of Coopers & Lybrand; Frank Quattrone, chief executive officer of Deutsche Morgan Grenfell; and Heidi Roizen, former vice president of developer relations at Apple.

The fishing trip

"Which building is it?" asks Kawasaki as he weaves the Suburban through the HP complex. "Building 48," answers Joos, checking his watch. They're running late.

Kawasaki: "Look, that's an electrical vehicle!"

Joos: "Keep driving!"

As we pull up to Building 48, Joos grabs a couple of T-shirts and a "pitch packet"—background information and the investor presentation.

At 10:40—10 minutes behind schedule—they're seated around a small round conference room table with Ken Peres, head of HP's Extended Enterprise Business Unit. Peres is in a powerful position, charged with scouting for new investment opportunities.

"Let's talk time parameters," says Joos, following rule No. 1 for a win-

ning pitch: Never waste a potential investor's time or leave him bored.

"Fifty minutes," answers Peres, a serious guy who's read all of Kawasaki's books but just met him a couple of weeks earlier at a conference.

Kawasaki does the warm-up, telling the tale of the start-up's birth in his easygoing manner. His original idea was to create Web sites for all the world's great cities. But when he pitched it to Craig Johnson, a potential backer, Johnson politely declined.

But Johnson spotted, as Kawasaki puts it, "an idea in all that manure." Start-up founders are constantly parading through Johnson's office at Venture Law Group, seeking advice and connections with Johnson's rich friends. Why not create an exclusive matchmaking service that would groom "two guys or gals in a garage" and then hook them up with high-tech investors?

"We eliminate the riffraff and introduce them to VC firms and angels," explains Kawasaki. Peres nods. "That's your value added," he says.

In fact, Peres sounds more than a little interested, confiding that HP is inundated with start-up pitches but it's hard to sort through them all and find that one "devastating" market hit. "People read about us buying a company for \$1.5 billion, so we get calls saying, 'Hey, we just need \$25 million.'" He adds that HP currently is looking hard at ideas for what looks like the next hot Internet trend, "e-commerce."

"E-commerce?" asks Kawasaki, amazed at his good luck. "This morning we met with a woman who's starting up a company for e-commerce. Should we send that entrepreneur to you? She's for real." Peres nods. "Absolutely."

Sensing a live one on the line, Joos moves to reel him in. He explains that if HP invests now, it could make millions over the years from equity stakes in garage's successful start-ups. Or HP could choose just to spend a few thousand and be

an angel in Heaven. Or it could opt for both.

Peres is wary. "How do you see the VCs?" he asks, a delicate way of asking if garage.com isn't trying to steal away business from the Valley's almighty. This could trigger a bloody battle.

The question comes up repeatedly. Like other potential investors, HP doesn't want to find itself in unfriendly crossfire. Joos reassures Peres, "We're not stealing deals away from VCs. If somebody is ready for Sand Hill, we'll say, 'Go for it!' We're like the farm club."

Kawasaki chimes in, "There are about 3,500 to 4,000 deals in our space [deals under \$3 million] and we're just looking for about 30 deals."

Is Peres convinced? It's hard to read his solemn expression.

Joos takes another tack, reading off a list of heavies already in the garage.com club. "This is the first time Silicon Valley Bank has made an equity investment directly in a company," he stresses. He drops another name. "Bill Reichert is on our board. He helped turn around the Learning Company."

"Really?" says Peres, looking impressed.

Joos glances at his watch. "Just three minutes left. Does HP want to be an equity investor in us for about \$250,000?" bluntly asks Joos, who's beginning what's referred to as the Close. (Another sacred rule: Hook them while they're live on the line. It's much harder after you leave.)

Kawasaki ups the ante and mentions that one of the largest corporations in Silicon Valley is eager to join Heaven for \$10,000. (Kawasaki later asks that we not print the corporation's name because the final papers haven't been signed.)

Peres perks up: "Who there were you talking with?" Kawasaki rattles off the name of one of the company's highest-ranking executives, which leaves Peres asking, "He did the deal himself?"

Joos nods. "So where do we stand?"

Peres smiles: "Your timing is great. HP is kicking around a lot of creative ideas and there are some good things here."

Joos tries again: "Are you leaning toward saying . . ."

Peres: "There are a number of meetings coming up and we'll talk it over." And with that they shake hands as Joos produces a T-shirt for Peres that simply says "garage.com."

Peres lights up. "What's that funny saying on the back of the kids' T-shirt? I saw it at a pre-school." Joos pulls out a shirt, revealing the slogan in what looks like a kid's handwritten scrawl: "I am a little entrepreneur. My favorite letters are: I, P and O." (Joos will FedEx three shirts for Peres' kids.)

As we head for the door, Kawasaki casually asks Peres, "Are you a basketball player?" He nods. "Drop by the Pacific Athletic Club any Monday, Wednesday or Friday." A grade A networker never rests. 11:40 a.m.

Back in the Suburban, en route to garage.com's Palo Alto office, Joos and Kawasaki are practically placing bets on whether HP will do a deal. "It definitely will go to Heaven for \$10,000," says Kawasaki.

I ask, "Will HP invest for \$250,000?"

Joos: "I didn't hear a 'No.'"
Kawasaki: "I didn't hear an enthusiastic 'Yes.'"

As we whiz by the Menlo Park Presbyterian Church, Kawasaki mentions that both he and Joos are on the church's board. Apparently, this is one of the Valley's most spiritual networking sanctuaries, with a membership dripping with valley VIPs. Sitting on a church board is almost as good a networking opportunity as getting oneself seated next to a potential business partner on a plane. In fact, a power plane trip is how garage.com got its first major investor. When garage.com founder Craig Johnson and Silicon Valley Bank CEO John Dean headed off to a Hawaii vacation with their wives, Johnson seized the moment. By time they landed, Johnson had hooked

Dean as the start-up's first major investor.

12:15 p.m.

Garage.com's offices on the third floor of a restored Queen Anne-style walk-up are sparse but comfortable. We've got just a few minutes before our next meeting, and Kawasaki is firing off an e-mail to Web-Order's Peterson, alerting her about the HP possibility.

There are only two framed items on Kawasaki's cubicle wall and both are rejection letters, one of them dating back to 1983. "That's my rejection letter from Microsoft," says Kawasaki, who made a career out of portraying Bill Gates as the industry's Darth Vader, presiding over his evil empire. "And the other two letters are from publishers who rejected my first book."

Under that nice guy exterior beats the heart of a competitor who never forgets.

Doing lunch

At lunchtime in downtown Palo Alto, the hip new joints like Spago are overrun with the see-and-be-seen crowd. But the way Kawasaki sees it, a virtuoso networker can never have too many meals at Il Fornaio, which is practically an extension of many high-tech offices. So lunch finds us right back at the stylish Italian restaurant for our third meeting of the day, this time with a fledgling venture capitalist, Willa Seldon of Aurora Venture Partners. Her two-person firm will open for business in June.

Mercury News photo by Patrick Tehan Over lunch at Il Fornaio, Kawasaki and Joos make a pitch to venture capitalist Willa Seldon.

This meeting is courtesy of Denise Brousseau, head of the Forum for Women Entrepreneurs, who sublets office space from garage.com. Always looking for opportunities to help Forum members, Brousseau suggested a possible match between Aurora and garage.com. Seldon is waiting at our table in a cramped corner way in the back—not exactly

the power table, but it will do. In the scheme of possible investors, Seldon is a small fish, but she is unique in three ways: not only is she a woman in the male-dominated venture capitalist world, but she is African-American. And her firm is interested in backing largely female-owned ventures or companies with female-oriented products.

"Wells Fargo and Bank of America have invested in our fund," she's saying as Joos lays out his pitch sheet next to Seldon's elbow.

"Who did you deal with at BofA?" asks Kawasaki, clearly wondering how Seldon snared BofA backing when he got rejected.

"They're out of Chicago," she explains, but Kawasaki, the guy who's held on to his rejection letters for 15 years, wants to make sure it's not the same VCs who blew him off. "So, not out of San Mateo?" Seldon shakes her head.

Lunch is a not-so-subtle affair, with both sides testing each other's worth to see if they are deal-worthy. "There are over 2,500 VC funds out there. How do you distinguish yourself?" asks Kawasaki. Seldon fires back numbers: Women are starting 40 percent of the new companies but only 1.6 percent of the \$34 billion that VCs invested between 1991 and 1996 went to women. Her research shows that many of these female entrepreneurs would prefer to work with female VCs.

When Seldon mentions that she's looking for office space, Joos seizes the chance to impress, promising to hook her up with a friend who needs to sublet.

Forty minutes later, when Joos finally hits his close, it's clear Seldon isn't biting. Ten thousand for Heaven is too steep. "If it was \$5,000, would you be in?" asks Joos, winning a nod from the VC, who says, "I'd advise my partners we should do it."

Suits and T-shirts

This whole day has been building to Kawasaki's 2:30 meeting at Accel Venture Partners. The Accel men—

and they are all men—are what's called "gold-standard VCs," the top tier in the land of venture capital. Garage.com doesn't have anyone of this caliber yet in either Heaven or on the investor list.

Mercury News photo by Patrick Tehan Their pitch to the VCs at Accel may or may not have succeeded, but the garage.com T-shirts are a sensation.

"Are we locked down for Accel?" asks Joos as he collects a hefty stack of T-shirts and a pitch packet from the Suburban. (Kawasaki explains that "locked down," means "Are we ready?") Accel's office is a quick walk through Palo Alto. Riding up in the elevator, both Joos and Kawasaki are silent until the elevator doors open, revealing a wall of sweaty-looking men in suits, fresh from their encounter with the nine Accel partners. "Looks like victims," says Kawasaki, laughing. "What were you asking for? \$5 million?" The suits eye Kawasaki with a who-the-hell-are-you? look.

In the partners' conference room the eight men seated around the table—the ninth partner waves from the oversize video conferencing screen—are intimidating. In minutes, they can slash a founder's dream into a hundred criticisms or hand them millions.

Even though Kawasaki and Joos are on a first name basis with the Accel gang, on this day they are outsiders. They doubt that Accel will invest—not as long they have to share billing on garage.com's masthead with Advanced Technology Ventures, a second-tier VC and one of the start-up's first investors. "They want to be positioned as lead VC," explains Kawasaki.

Kawasaki and Joos are undeterred, convinced that they can snare Accel for at least Heaven, and maybe the partners will budge on investing. It's the first time all nine of them will hear the pitch. (As the garage men walked to the meeting, they joked about which of them would "stand up and take the arrows.")

"Let's get going," orders Jim

Breyer, Accel's managing partner, whose hit sheet includes Collabra, which morphed into Netscape, and two networking gearmakers, Centillion, now Bay Networks, and Centrum, which became 3Com.

"You've got 45 minutes," barks partner Joe Schoendorf. "Go!"

The ever-confident Kawasaki actually sounds nervous as he launches into the pitch. He reassures the skeptical-looking partners that garage.com isn't trying to move in on their turf—it's looking for start-ups in need of seed money, not companies in need of \$5 million from VCs.

Partner Bud Colligan, an old friend of Kawasaki's, is skeptical, pointing out, "The overlap here is that we already are doing seed deals."

Joos intercepts, "We don't have to encroach on anyone's space to have a lucrative business."

Kawasaki: "We don't want to piss you off; we don't want to compete with you."

But the VCs keep peppering them with questions: Will VLG's Craig Johnson stop feeding them deals now that he's a garage.com founder? Who makes money if an entrepreneur was talking with a VC before seeking help from garage.com?

And finally, Schoendorf asks what's perhaps the nut question: "Do we know if a smart entrepreneur will give up 5 percent of more of his company for your services?" Not only will start-ups have to give up a share of the company to garage.com but they'll have to give up another piece to VCs or angels in return for their funding.

Joos responds with the same answer they're giving cash-starved entrepreneurs: Garage.com is worth it because experts like Kawasaki will increase a start-up's value before they even get to the VCs on Sand Hill.

"We know that some of what we're doing is wrong," admits Joos, who stresses that, like all start-ups, garage.com is still fiddling with its business model.

"In the end, entrepreneurs will make more money, faster," argues Kawasaki. "Look, since we're neighbors, let's be friends."

Joos: "How do you want to leave this?"

Breyer answers coolly, "Let us discuss it."

Joos pulls out his final piece of bait. "I've got T-shirts for the kids!" he says, and the room roars with laughter as the VCs read: "My favorite letters are I, P and O."

Instantly, eight multi-millionaires are rushing Joos for perhaps the hottest freebies in the valley, so hot that the supply runs out, leaving them waiting in line as Joos takes their orders. Back at the office, Joos chuckles. "The VCs' kids will be wearing garage T-shirts." And the T-shirts may help spread a welcomed misconception: Anyone who sees an Accel offspring dressed in garage-wear might easily conclude that the kid's daddy is a garage.com investor.

6:35 p.m.

"Daddy, Daddy, Daddy, can we go swimming?" yells 4-year-old Nic, a miniature Guy Kawasaki who's jumping all over his dad the instant he arrives home. It's about 55 degrees outside, but the Kawasakis are hardy stock and a few minutes later, he, Nic and 2-year-old Noah are splashing in the heated pool under the palm trees.

Back in 1993, Kawasaki and his wife, Beth, a marketing executive, almost divorced. "We hadn't had kids yet, we had separate careers, separate friends and goals. We got some counseling," says Beth as we hang out in the roomy kitchen waiting for another dinner guest, a columnist who covers technology for a Chicago paper.

The near-collapse of his marriage jarred Kawasaki. He started wondering what people looking back on their lives would have done differently. The end result was his book "Hindsight," a collection of insights from the rich, the famous, the poor and the wise. Kawasaki often repeats one of the observations he made:

"Not one person said they wished they'd worked harder."

Beth points to a picture on the wall. "Did you know that Guy was named after Guy Lombardo?" she asks. The picture shows Kawasaki's father, Duke, a Hawaiian state senator and musician, with his arm around the band leader.

Other little-known facts I glean from Beth. During their courtship, when Beth announced that any kids they produce would have to be raised Christian, Kawasaki, a Buddhist by birth, and raised—in his words—"pretty much nothing," was stumped. She laughs at the memory. "He did a very Guy thing. He went out and bought this book, something incredibly complicated, on Christianity, and he drove to Modesto to talk with my dad, who's a minister." After quizzing his future father-in-law, Kawasaki joined the church.

Leisure time

The columnist from Chicago never shows up. Over dinner—Kawasaki's barbecued beef teriyaki—the conversation ranges. We ponder if it's true that Steve Jobs sometimes showed up at work sans underwear beneath his shorts. Then we discuss Kawasaki's wealth—or lack of it. "Everything you see here is thanks to two angel investments," he says, gesturing at his comfortable surroundings: a Normandy-style home in Atherton. In addition to his Suburban, he's got a Mercedes and a Land Rover parked in his six-car garage. Apparently, this is what passes for slumming in Atherton. Kawasaki admits he's hoping to make "a few bucks" off garage.

In spite of his celebrity status in Silicon Valley, he's never made megamillions like the annoyingly successful young lads from Netscape and Yahoo! who struck Internet gold overnight.

Kawasaki's itch to be even richer has infected many of the Valley's aging execs. "There are some exceptional people who feel they've

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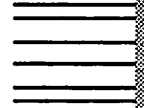
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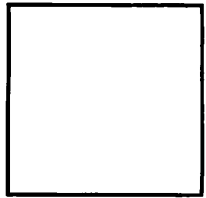
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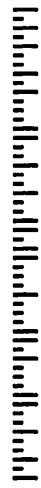
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missed the gold rush," observes VC Jim Breyer. "I see it on a daily basis. They feel time is running out and they've got to focus on one more swing for the home run."

At the moment, Kawasaki is not the picture of mega-wealth. He's barefoot and wearing shorts and a T-shirt—and loading the dishwasher. I ask how badly he wants a home run. "If it takes 80 hours a week, you're a stranger to your kids for five years, you get a divorce, then the answer is No," he says, then laughs. "Do I look like I'm killing myself to make \$50 million?"

Frankly, no.

In five years, what does he want to be doing? Pause. "I'd like to be making three speeches a month [he's paid up to \$15,000 an appearance], mentoring three entrepreneurs and spending the rest of the time with my family." A man of leisure? He laughs.

"Yes, I'd like to be a dandy."

Epilogue

But he's going to have to work a little harder. Two weeks later, I check in with both HP and the VCs at Accel.

"We love Guy; he's got great connections; garage is a great idea, but we've decided not to invest," says HP's Peres. What about \$10,000 for Heaven? Kawasaki figured this was a sure bet.

Peres continues in the same measured voice, "Pre-screening entrepreneurs is of value to, say, a mid-mar-

ket company without the resources. . . But H-P has its own resources." (That's HPspeak for No.) "But we're not closed to doing business down the road."

But the good news: Peres dresses his 2-year-old in the garage.com T-shirt nearly every day. "The T-shirt is the embodiment of this area. It should be in the Technology Museum."

As for Breyer at Accel, he tells me the VCs still are on the fence. Before plunking down money, they need to be convinced that garage.com will have enough resources to deliver those top-quality entrepreneurs. But they are intrigued to see if garage has hit on a new way to make money off start-ups. Says Breyer, "We've never anything quite like this."

And by the way, will those Not-Ready-for-Sand-Hill-Road entrepreneurs hand over as much as 5 percent of their companies to garage? And then another equity stake later to VCs or angels? I checked in with Graham Spencer, the technical brain behind search engine company Excite Inc., one of the Valley's Internet successes. It wasn't long ago that he and his partners were kids out of Stanford searching for VC money.

"Garage sounds appealing. But when we were a start-up, we were fighting over buying a \$300 copier. Our mindset was pretty stingy."

It all boils down to how much garage's "network" is worth. Getting access to this elite network is so critical to struggling founder Barry

Spencer that recently he tied the business plan for his start-up, Reality Fusion, to the gate of Kawasaki's Atherton home. (He was inspired by Kawasaki's book, "Selling the Dream.")

"Kawasaki is a networking animal, he knows everybody and he's influential," says Spencer, who admits he's not sure how to market his "revolutionary" interactive video software. "We've been trying to get funded for months. Five percent is a small price if it's the difference between being funded or not."

In unpolished diamonds like Spencer, Kawasaki sees the future of garage. "We are a brand new model for doing business in the valley," says Kawasaki.

If it doesn't work? Well, some of the greatest start-ups discovered their true success was in an unintended business. For garage.com, it may be T-shirts.

Murphy's Laws of Computing

from the MacValley Voice
Submitted by Bruce Thompson

- When computing, whatever happens, behave as though you meant it to happen.
- When you get to the point where you really understand your computer, it's probably obsolete.
- The first place to look for information is the section of the manual where you least expect to find it.

- When the going gets tough, upgrade.
- For every action, there is an equal and opposite malfunction.
- To err is human... to blame your computer for your mistakes is not only more human, it is downright natural.
- He who laughs last probably has a backup.

- If at first you don't succeed, blame your computer.
- A complex system that does not work is invariably found to have evolved from a simpler system that worked just fine.
- The number one cause of computer problems is computer solutions.
- A computer program will always do what you tell it to do, but rarely what you want to do.

Notice and Report on Election

by John C. Hunkins, Sr., Publications Director

The ballots of the 1998 election were tallied at the June Board meeting by Richard Peterson. Rich gave the following report:

29 ballots were cast.

On the proposal to ratify the by-laws (Proposed by-laws were printed in the April 1998 newsletter), there were 27 Yes votes, Zero No votes, and two abstentions. The proposal carried. The proposed by-laws will become effective August 1, 1998.

In the election of **President**, Bruce Thompson running unopposed. Bruce received 29 votes and was elected unanimously.

In the election of **Vice President**, Denis Diekhoff running unopposed. Denis received 29 votes and was elected unanimously.

In the election of **Secretary**, Jackie Miller running unopposed. Jackie received 29 votes and was

elected unanimously.

In the election of **Treasurer**, Don Walz running unopposed. Don received 29 votes and was elected unanimously.

In the election of **Publications Director**, John Hunkins, Sr. running unopposed. John received 29 votes and was elected unanimously.

In the election of **Marketing Director**, Brian Bantz running unopposed. Brian received 29 votes and was elected unanimously.

In the election of **Mac SIG Director**, Bert Persson running unopposed. Bert received 29 votes and was elected unanimously.

In the election of **Apple SIG Director**, no one ran for this office. (This position is eliminated with approval of the proposed by-laws.) There were three write-in votes, one each for Harry Lienke, Tom Gates, and Les Anderson.

In the election of **Software**

Director, Brian Lienke running unopposed. Brian received 25 votes. (This position is eliminated with approval of the proposed by-laws.)

In the election of **Operations Director**, Denis Diekhoff running unopposed. Denis received 22 votes. (This position is eliminated with approval of the proposed by-laws.)

Members of the Board of Directors for the new term are:

- President Bruce Thompson
- Vice President Denis Diekhoff
- Secretary Jackie Miller
- Treasurer Don Walz
- Publications Director John Hunkins, Sr.
- Marketing Director Brian Bantz
- SIG Director Bert Persson
- Past President Eric Jacobson

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