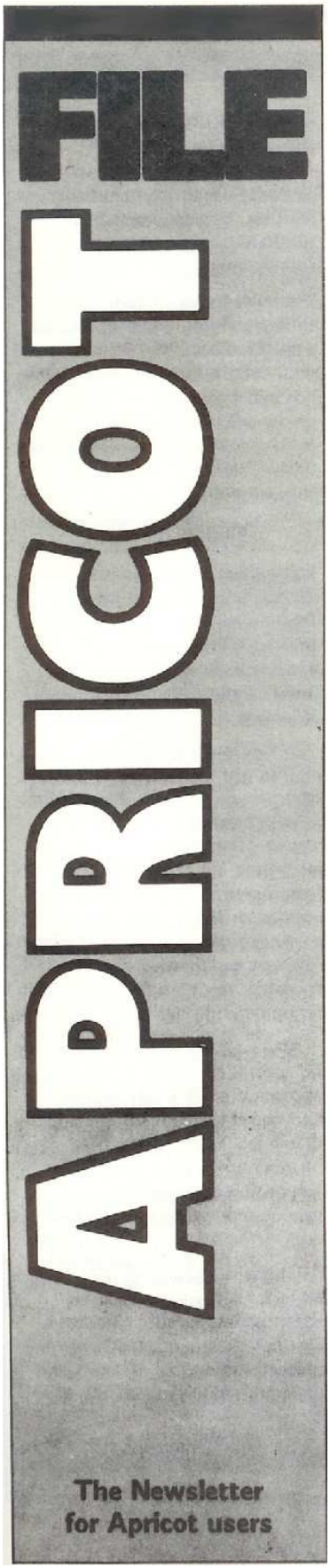
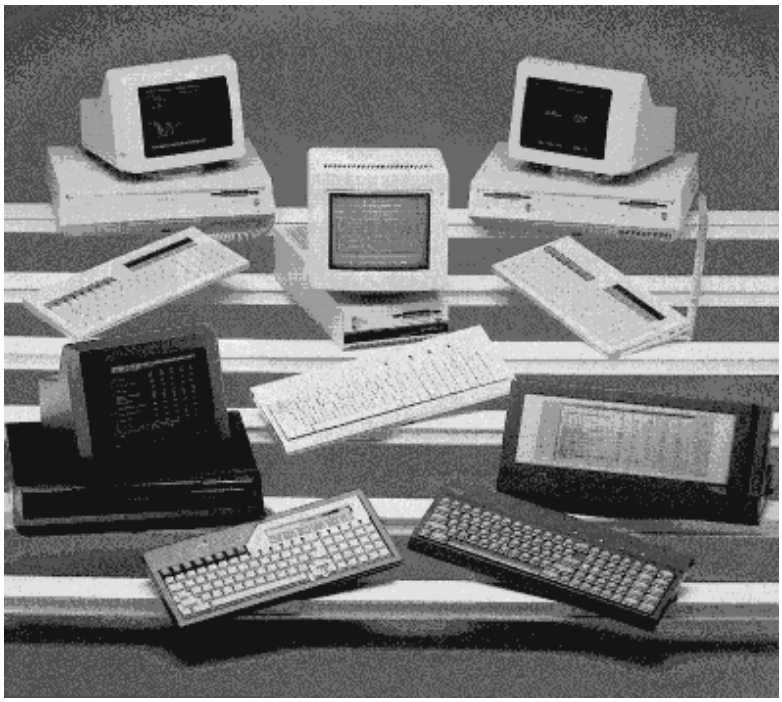


Apricot File 1_4



Scans courtesy of www.actapricot.org

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Many additional thanks to Eddie Bromhead for scanning all of Release 3, 4 and extra inserts.

Release 1.4

FILE APRICOT

The Newsletter for Apricot users

January 1986

Apricot on show

by Henry Deckhand

The Which Computer Show this year, held as usual at the National Exhibition Centre in downtown Warwickshire, mirrored the belt-tightening that's been going on in the computer business. For the first time the number of stands actually fell, down from last year's high (nearly 400 exhibitors) to around 350.

Still, Apricot had one of the biggest stands on one of the very best sites: some things don't change. And since most of the key management was on view too, we took the opportunity to find out what the Present Position is.

Despite the bad news of last Autumn, there was definitely a mood of optimism. The level of business remains high; dead wood has been cut out with unprofitable ventures scythed away (AT Computerworld, Apricot GmbH) and surplus staff booted on to the dole queue (250 or so, out of a total staff of 1,100); Xen sales are running slightly ahead of their 1,000-units-a-month target, with £6 million worth sold since the launch; and overall there's been a major change in attitude.

That's the official story, anyhow. But if you want some evidence of the New Mood, cut this out and paste it on your wall:

Apricot has appointed a Customer Relations Manager

Yes, that company whose induction course for new employees consisted of two days' repeated chanting of "WE NEVER TALK TO END USERS" has finally decided to become Mr Nice Guy.

From what Ed Sherman told us, it sounds as though the Customer Relations Ombudsman will have a good deal of power and influence — especially in sorting out the problems that (some) dealers have caused (many) end-users.

Sherman was brought back from International Sales to Sort Things Out last Autumn, and it sounds as though he's been busy ("we identified about 40 key problem areas and we've fixed half of them").

For instance, apart from the amazing news about recognising the existence of end-users — still can't get over that! — there's a new ordering procedure for the dealers that should simplify life (and billing): "we were just too bureaucratic". And there's a whole new approach to dealers, which henceforth will be classified into three categories:

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Write for us

We're always interested in articles and other submissions for publication — particularly product reviews, 'how-to' articles, technical tips and amplifications on specific packages.

If you have something you'd like to say, contact the Editor first to talk about it. Thereafter articles can be submitted in two ways — transmitted via electronic mail (Micromail/Telecom Gold, The Source, or Easylink): or in word processor format on disk (we can handle most WP formats, but it's safest to send an accompanying hardcopy too).

Material for publication should be accompanied where appropriate by a self-addressed and correctly stamped envelope or mailer. We'll do our best, but otherwise we cannot be responsible for the return of unsolicited manuscripts, disks, etc.

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ISSN 0268-6066

Apricot on show

- **Apricot Business Centres**: the biggest, best, and most organised 250 or so dealers. Only these will be allowed to buy the Xen, for instance
- **Apricot Specialised Dealers**: a new classification, probably going to be vertical market resellers
- **Apricot Authorised Dealers**: everybody else

Marketing Manager John Leftwich says he expects each of the three categories to end up as around 250-strong — which to us sounds a bit high. Anyhow, this structure isn't too different from what happens now ... except that it goes hand in hand with a revised approach to what exactly Apricot's business *is*.

Even though he'd had no more than Perrier and dry biscuits for lunch, Leftwich positively glowed with orotund vocabulary to expound the New Idea: "the company is moving from being market-share-based to being margin-based". He means that Apricot doesn't necessarily want to sell a lot of product (the F1 approach); instead it wants to make more profits per sale (hence the arrival of the upmarket Xen). It also wants to enable dealers to make more money per sale, "in order to re-establish reseller confidence".

The future then is with the ABCs rather than the AACs; the difference between them was summed up quite neatly by Leftwich as "the ABC promotes our product, the AAC takes orders for it".

Chopping back

The increased margins will come partly because Apricot's average price per sale is going to rise as more Xens are sold. But it will also come because overheads are being reduced.

Overseas, we've already seen the departure of Apricot's own German subsidiary with a concomitant allowance on the balance sheet. But the local agent is reputedly keeping his end up, and total sales volume hasn't dipped. "We had an overhead structure for 1,000 machine a month and we weren't selling that many" as Chris Buckham puts it. So the overhead was cut.

Apricot France hasn't exactly been sparkling, but Ed Sherman pointed out that things are improving, and anyhow the losses there are compensated for by profits taken by Apricot's manufacturing arm — so while France itself may not be profitable, its orders contribute towards the overall profitability of Glenrothes.

In the States, potentially a bottomless pit, the cold wind of overhead reduction has reduced costs by 20 per cent. It still looks dodgey to us, however.

And then there's the departure of AT Computerworld. This was another case of cutting overheads — "we were geared up to service 50 stores and we had 29" (Buckham again) — and the parting between Apricot and Tandy was amicable.

Mind you, the whole jointly-owned venture looked a bit odd from the start: Apricot plus Tandy? Pooling their franchisees so that the stores could sell both product lines? But in the planning days of October 1984, with market forecasts for 1985's growth varying between 15 and 35 per cent, Apricot must have felt it needed a foot in (or on) the High Street.

In the event the market didn't grow at all, all the retail chains with store-front locations felt the pinch (even IBM has closed all but one of its Retail Centres), and the Tandy link-up wasn't really helping either company much — though Apricots reportedly accounted for fully 90 per cent of AT Computerworld sales.

Now the stores are being taken back by their respective parents. That means 16 franchisees, in Apricot's case. And they'll be able to retain the AT Computerworld name; they'll just be dealing direct with Apricot's sales and support people, rather than going through the middleman organisation of AT Computerworld Ltd.

Sales shouldn't be affected, and Apricot's margins should improve. And as one AT Computerworld bloke put it to us: "Thank God we don't have to stock that Tandy stuff any more".

The products

Apricot also used the Which Computer Show to revamp its product list in keeping with the New Realism. Here are the salient features as we saw them:

- **Apricot F1**: the low-end single-floppy system has disappeared from the price list along with the product group name 'Apricot Gateway' (those with long memories will recall that this comprised the F1 and the cut-down educational F1E version).

The F1 hasn't been completely junked, though; it appears elsewhere in the price list as a 'network terminal' under the 'Apricot Networks' heading — though the plurality implied there is misleading: since the demise of the Concurrent DOS Point 7 network, Apricot's only network product is the MS-DOS 3.1 Point 32 system. Here we find the bog-standard F1 listed at £699, though to make it function as a terminal you need to spend another £195 on an interface card.

So in practice Apricot is definitely down-playing the F1, but equally definitely the product hasn't been dropped. One Apricotperson told us "we are

▶ CONTINUED ON PAGE 26

The Disinformation Column

On sour grapes

by David Langford

It's weird being an Independent Software House. People ring at the strangest times to ask the strangest things. They ask for the Managing Director (me), the Technical Support Division (me), the Sales Department (me), or Mr Langford's Secretary (who?).

Since I have some vile self-employed habits, there's also the thrill of conducting incredibly formal phone conversations with respectable businessfolk — while in fact I am unshaven, hungover and clad in a dressing-gown less well preserved than the Turin Shroud.

(If any of our clients are reading this, please note that when *you* call I have my hair cut specially and put on a pinstriped suit. Cross my heart.)

And what are the typical enquiries?

Q: Your disk doesn't work: when I slot it in I get Error 99.

A: (I'm not making this up ...) Including systems tracks would be (a) wasteful of space better devoted to programs; (b) machine-specific — for example, for reasons known best to Apricot plc, PC disks won't boot on the F series; and (c) technically a breach of copyright.

Incidentally, I was delighted to receive Apricot's free Conceptual Upgrade whereby my PC has become an 'Xi FD' at a wave of the wand. Since the new name has an F in it, and since existing literature (including all our own) makes a sharp distinction between the PC/Xi and the F series, I foresee months of happy confusion.

Q: Has your software been debugged? Program X won't run, it gives an OUT OF MEMORY error.

A: If this happens to you, do ask yourself searching questions such as "Even though I have a 512K Apricot, am I perhaps using a 320K RAMdisk?" (This leaves 64K less free memory than on a basic 256K machine.)

Q: What's all this stuff in your manual about 'embedded format commands'?

A: Try looking in the SuperWriter manual. (Surely you can't be using a pirated SuperWriter? It would be like Al Capone swilling bootleg water.) A point which some people don't realize is that you can put many commands on a single line, separated by commas: so \TM 3, BM 3, PL 50, SP 2 followed by Return would set top and bottom margins of 3, a page length of 50, and double spacing.

Because an asterisk indicates an 'internal note', you can cause the whole line to be ignored by putting '*' immediately after the backslash. Including several such starred lines allows quick switching between different formats by deleting the appropriate asterisk(s).

Alternatively, look at this possible beginning of a file:

```
\GET FORMAT="Which format, 1 or 2? "
\IF FORMAT="1", TM 4, BM 4, PL 20, SP2
\IF FORMAT="2", TM 1, BM 0, PL 10
```

Yes, it's interactive formatting time! The peculiar second format might apply to address labels: note that there would be an error message if the PL command came before the top/bottom margin changes, since the default margins need a page length greater than 12.

Q: Speaking of embedded commands, why doesn't BI OFF turn off bidirectional printing the way it should?

A: Deep waters, Watson. With the newer SuperWriter version 1.03, BI ON/OFF has been disabled. The assumption is that modern printers are smart enough to handle this internally. But SuperWriter D1.09, unless discouraged by an explicit BI OFF command, attempts bidirectional formatting all by itself (printing lines from right to left when it can, rather than returning the print head to the left column and starting again there).

When the *printer* also tries to control this, there are strange groans and pauses and a general slowing-down. There can also be complete disaster should you use \OUT commands to send specialist escape sequences: version D1.09 has this bug when printing lines from right to left, and printers get upset when they receive escape sequences backwards ...

Q: Some word processors let you copy words from the text into Find/Replace strings at the touch of a key — so that having spotted one occurrence of "Langford", say, I could find them all (or better still delete them) without ever having to type that hated name again. Can you rig up something similar for SuperWriter?

A: No rigging needed — it's already there, albeit as an undocumented feature. After typing ESC F or ESC R, press Control-F; the word under the cursor is instantly copied to the Find/Replace menu line. (Strictly speaking, what's copied is the string from the cursor position to the next space, Return or print control.) Credit for spotting this goes to my colleague Chris Priest.

Q: I have this problem loading fonts ...

A: Argh! Don't we all. The PC/Xi has classy fonts of 16x16 dots, 16 rows by 16 columns of which 10 columns are displayed (except in graphics mode — see APRICOT FILE Release 1.3). The relevant CHR font files tend to be 8,320 bytes long, though some of the fonts on the 'Black Hole' disks run to only 4,224 or 4,352 bytes — presumably they're

compressed to a partial character set. The popularly remaindered Apricot Portable uses 8x8 fonts (2,176 bytes), though its character editor can apparently tackle fonts up to 16x16. The F1, I'm told, can have 8x8 or 8x10 (2,688-byte) fonts depending on screen resolution.

To increase the confusion, the FONT.EXE loader has several variants: the standard version 1 (which gave me problems on an F2), a modified version 1 "suitable for networking", and version 2 (distinguished by making the saving of the current font optional). And I suspect there are variant editions of version 2: a customer reported that it wouldn't load PC fonts on his PC, whereas mine does so happily ... even though it was pinched from a Portable.

Don't you wish you hadn't asked?

Q: Hello, Ansible Information? I've got a really exciting offer to make you! Believe me, you can't afford not to advertise in **** magazine ...**

A: Oh God. Well, let's finish with the most frequent enquiry of all. The ****** here is not to protect the guilty but as a wild-card indicator: once you dip a cautious toe into the advertising market, magazines persecute you with the tedious efficiency of double-glazing salesmen.

Our boredom expert, Chris Priest, reckons the most soporific ad-people are from PERSONAL COMPUTER WORLD. The most persistent work for that utterly unsponsored freebie which quite independently finds its way into the box of every Apricot now sold (even Portables at Dixons).

My own laurels, not lightly awarded, go to a sales executive from the APRICOT USER BUYER'S GUIDE; after being harangued by him for seeming hours, I must have looked haggard. Pathetic excuses like "But we can't afford any more exorbitant ads" were brushed aside. The deadly voice went on like the Chinese water torture. Then my wife passed by, remarked "You're not enjoying this," and cut off the phone. Florence Nightingale couldn't have done better.

So we didn't advertise in that "complete and definitive list of everything currently available". And duly it came out. And the "exhaustive" (according to APRICOT USER) list didn't include us ... even though APRICOT USER editor Tony Westbrook had given our package a good full-page review, the Guide researchers didn't extend to reading their own magazine. Even though we were considered well worth badgering for ad money, we didn't merit an actual mention ... (Statistic: about 82 per cent of the companies which *were* mentioned also failed to advertise.)

The moral might be that it's dangerous to hang up on even the most boring people. Still, it might have been worse — supposed we'd placed an ad and *still* hadn't been listed. Readers could have inferred the message: "These upstarts may buy space, but can't bribe us to mention their worthless software in the text." It's interesting to locate the first name in the Buyer's Guide Advertisers' Index to receive this treatment. Clue: you needn't look beyond the As.

Never mind. Over Christmas, the APRICOT USER BUYER'S GUIDE gave us all hours of fun by listing SuperWriter not as a word processor (under which heading you'll hunt for it in vain) but part of an 'integrated package'. Move over, 1-2-3 and Symphony! The mighty SuperWriter-SuperCalc-SuperPlanner suite is coming to get you! ◆

The Apricot Computer Show

Oops. We printed slightly incorrect dates for **The Apricot Computer Show** — it runs on **4-6 February 1986** (and not 5-7 February as we said). Still, all subscribers should have received a free ticket with our last issue; if you didn't, or if you want a few more, give us a call on **01-609 3800**.

We'll be at the Show, of course, with a stand on your left as you enter the doors of the main hall. Drop in for a chat; we'll try to have constant hot coffee (sorry, the finances don't run to anything more interesting). On the stand we will be demonstrating and selling most of our Deals For Readers disks and other products; we've invited several of the small suppliers whose products we carry to drop in, too (**P.A.S.D., IANKEY,** and others).

And in the afternoons we're running free **Question-and-Answer Clinics**. These are open-ended sessions at which you can ask anything and/or express any opinion; the panel will include permutations from **Dennis Jarrett, Friedman, Kathy Lang, Nick Wilson** (used to work for ACT, designed various bits of the Apricot) ... plus anyone else we can shanghai on to the top table from among contributors and friends, and even **an Apricot person** (who may or may not be wearing a bulletproof vest).

The Show is always pretty good, since it's not cluttered up with non- Apricot stuff and children; so is the venue — Kensington Town Hall's very pleasant Exhibition Centre. It's just off Ken High Street, part of the Town-Hall-and-Library complex, and is very close to the Tube. Loads of cabs and buses on the High Street, and there's a car park directly under the Show (which gets very full after about 10.00am).

See you there? Free tickets from us, or call the organisers on **0256 83456**. Or write to The Apricot Computer Show, 4 Manor Farm, Herriard, Basingstoke, Hants RG25 2PH.

Workshop

dBASE III for dBASE II users

by Kathy Lang

dBASE III is one of the most powerful data base systems available on 16-bit micros, representing as it does a considerable advance on its bestselling stablemate dBASE II.

The improvements are substantial, especially in the number of files permitted (10 separate data files available, and a total of 15 files can be open at once) and the number of fields (128 instead of dBASE II's very limiting 32).

But many people already have dBASE II and don't necessarily want to convert to dBASE III just yet. Others *do* want to make the move, and would welcome guidance on how best to do it. For both sorts of reader, this article aims to help in the transition — whether it be now or in the not too distant future.

In the box

dBASE III comes with some significant aids to conversion from dBASE II. In fact you get enough of these tools for it to be a reasonable tactic to use dBASE II for now and convert to dBASE III only when it's convenient (a dBASE III upgrade kit is available to existing dBASE II licence-holders for around £130).

If you decide to do this, though, there are some precautions you can take now to minimise the problems of conversion later. There are also various steps you can take during the conversion to speed up the process. And there are some techniques you can use to mitigate some of the deficiencies of dBASE II that still remain in dBASE III.

dBASE II data, memory, report and screen format files cannot be read directly by dBASE III. But the dBASE III conversion program CONVERT will translate such files automatically into dBASE III format.

Index files are treated slightly differently: CONVERT sets up a command file which can then be run to recreate the index in dBASE III format. (This just saves you having to know or remember exactly what key fields were used to create the index under dBASE II.)

So far so good. CONVERT may not, however, be able to convert automatically the whole of every dBASE II *command* file; and this is one area where you can ease the job of checking conversions later by taking some precautions in your use of dBASE II.

This Workshop summarises the main features of dBASE II which will not work in the same way in dBASE III, and which CONVERT cannot handle automatically. In all but two cases you can avoid problems either by taking precautions or by making straightforward changes with a word processor.

The major exception is the use of **multiple files**, where the dBASE II technique of using primary and secondary areas is replaced in dBASE III by a rather different approach which includes 'aliases' to distinguish fields in different data files.

The other area of potential difficulty is the use of **macros** — the substitution of direct values and variables through the use of the ampersand with memory variables.

CONVERT takes the conversion of these statements as far as it can; but you will need to check (and in most cases adapt) any programs which use more than one file and/or macros.

And while the use of CONVERT plus these notes should be sufficient in the great majority of cases to get dBASE II programs *working* under dBASE III, it will still pay you to look carefully at the new features provided in dBASE III to see how they can be used to improve the performance (in all senses) of your programs. This is especially true of programs which use several data files: you should of course be able to make substantial reductions in the number of times files are opened and closed.

Precautions under dBASE II

dBASE III no longer uses the hash sign to signify the value of the **current record number**. Instead there's the new function RECNO(). As far as possible, CONVERT will make the change automatically; to do so, however, it must use the context to detect the difference between the two possible dBASE II uses of the hash sign — it can also mean 'not equal to' in conditional expressions. So to avoid any dangers of misinterpretation, it's better to use the alternative symbol <> to denote 'not equal to'.

If you are skipping backwards in a dBASE II file, you can detect the **top of the file** by testing to see if the record number is zero. This is no longer possible in dBASE III, which has a new function called BOF() (for 'Beginning of File' — but a bit unfortunately so, since it's not exactly consistent in its mnemonic with GOTO BOTT. That still takes you to the bottom/end of the data file). CONVERT cannot detect that your test of the record number is actually a test for top-of-file, so this change would have to be made manually.

An alternative would be to execute these two lines before starting the backwards search:

```
GOTO TOP
STORE TO TOPREC
```

You would then test for the record number being equal to TOPREC before doing the skip backwards each time.

This technique wouldn't work if your file were indexed *and* you were adding records to it while executing the loop which included the backwards skip. In all other circumstances, though, it should work as expected in both versions of dBASE.

A major change to the use of **memory variables** has been made in dBASE III. In dBASE II, all memory variables are *global*: if you call a command file from within another and create memory variables in the subprogram, those variables are still available when you return to the main program. In dBASE III this is no longer true: memory variables created in subprograms are normally local to that program, and they disappear when you return to the calling program.

This alteration has distinct advantages, for it economises on the use of memory variables. It also makes life much easier when you're creating a large system, or when two or more people are working on a co-operative system, since you need only agree and be disciplined about the naming of variables which must appear in the main program.

Nevertheless it will cause some excitements with converted programs — unless they are tuned to take advantage of the new feature. The alternative is to ensure that all memory variables in converted programs are global, as they are at present in dBASE II.

Options

There are two ways to do this. Under dBASE II, you can initialise all memory variables at the start of the main program; this ensures that they will be global when the programs are converted to dBASE III. Or you can ignore the problem while using dBASE II — but after conversion and before running under dBASE III, use the PUBLIC command at the start of the main program to define all memory variables as global.

If you use ACCEPT or WAIT in a set of stored commands in either version of dBASE, you must cater for the situation where the person using the program does not reply positively but just hits the Return key. In dBASE II this results in a single space being stored in the string specified in ACCEPT or WAIT, and it's usual to test for that with a command line something like ...

```
IF Answer=""
```

With dBASE III, responding to ACCEPT or WAIT by pressing Return will result in the string specified being null — not containing anything. Unfortunately you can't test for this simply by changing the test to read ...

```
IF Answer="  "
```

Try it: the test will *always* be true, whatever characters the user has entered — not really what you want!

The reason is hidden in the way both versions of dBASE make comparisons. When dBASE tests two strings for equality, it takes the first character in the string to the right of the equals sign: it tests that against the first character in the string to the left of the equals sign: and if they match, it continues to test the next pair of characters *until no characters remain in the right-hand string*. So a test of the form `IF "abc"="ab"` will produce a match, while the test `IF "ab"="abc"` will not.

The result: when the right-hand string is null, dBASE will match *any* string on the left side of the equals sign (presumably because it always gets a 'false' result when it checks to see whether any characters remain to be tested).

By now you might be muttering that this is a silly way to do things. I agree about the testing problem, since I'd prefer two strings to match *only* if they're of the same length. But I do think it's better for an 'entry' of Return to result in a null character rather than a space, since this is the *only* way a null character can be entered — in dBASE II a space could result *either* from pressing Return *or* from entering a space followed by Return.

dBASE III has two ways to test for a null-string Return that's been entered in response to ACCEPT or WAIT. You can test the length of the string entered, since for a null string the LEN function will return a value of zero. Or you can reverse the 'natural' order of testing via a test of the form:

```
IF ""=ANSWER
```

This will be true only if ANSWER is a null string.

For those dBASE II programmers expecting to convert to dBASE III, this approach gives an alternative to the test normally used in dBASE II; use a test like ...

```
IF "  "=ANSWER
```

This will have the desired effect in dBASE II, and it'll be much easier to modify in dBASE III — you will just need to use a word processor with a search-and-replace function to check for every occurrence of the character sequence `"  "=` (with a space between between the quotes) and replace it with `""=` (no space).

Speeding conversion

There are several other ways in which a word processor can help the conversion process along. If the dBASE II FIND command is unsuccessful in locating a record which matches the desired key, the current record number is set to zero so that you can test for this condition. This action is changed in dBASE III to leave the record pointer at the bottom of the data file, and accordingly the test must be for whether end-of-file has been reached (via the EOF() function).

Now, CONVERT cannot detect this requirement; so the simplest approach is to use a WP search-and-replace to change relevant occurrences of the test for record number equalling zero with a test for EOF() being true.

Another necessity may be to modify statements which use the TRIM command. Trimming a string of blanks in dBASE III results in a null string, rather than the string containing a single space which dBASE II gives.

Finally, in dBASE II you won't be warned if you issue a SORT command which results in an existing file being overwritten. In dBASE III, a warning *is* issued — which might be a bit off-putting for a novice user working with a tailored version of the package. You can prevent this warning appearing by including the command SET SAFETY OFF at the beginning of the master command file.

Make dBASE III more useful

dBASE III has a good many improvements over dBASE II ... but all is not sweetness and light. To my mind, some of the changes are for the worse; and a number of the omissions from dBASE II have not been rectified.

The major change which will irritate many who regularly use dBASE II directly (rather than through someone else's command files) is the replacement of the three single-character functions by functions with much longer names. The capitalisation function ! is now UPPER. The substring function $ is replaced by SUBSTR. And the single comma for the record number function is now RECNO().

These will certainly add to most people's typing load. You can mitigate the problem to some extent by using the macro facility to rename these functions, but it's probably worth doing only for RECNO(). You can get this one down to two characters by typing ...

```
STORE "RECNO()" TO R
```

... and using the characters &R wherever you would need to use RECNO(). But where a function takes arguments, the need to have a space between the macro name and the arguments means that the best you can do is to reduce the reference to two characters followed by a space. In dBASE II you could use a single character. Boo!

Another feature which will be unpopular with experienced users (though probably invaluable for novices) is the new 'do you need help?' prompt that's issued every time you make a typing error. You can turn this off with the SET command.

A time-saving ruse — create a command file called, say, STARTUP which contains those commands which you issue to personalise the system in this way. As well appropriate options in SET, you could initialise of memory variables to provide abbreviations as described before (don't forget to declare as PUBLIC any memory variables initialised in this way). You can then have this file executed when you enter dBASE by typing 'dBASE STARTUP'.

Wish list

Everyone has their own requirements of a data management system, so I'm sure many dBASE II and dBASE III users will have their own 'wish list' for dBASE IV. But one popular requirement is better data validation features; another is a table reference facility.

These two really go together. You can use a table either to check that a code entered is valid, or to match a code to a longer description which makes reports more meaningful.

In dBASE III, you can check that a numeric variable falls within a particular range: and apart from ensuring that a value matches the type of the field, that's all.

But you can simulate requirements for checking and for expansion of abbreviated codes in two ways. The first works in memory and is limited to short sequences, while the other exploits the increased number of files available in dBASE III.

Suppose you have a employee data file in which the department to which each member of staff belongs is represented by a code. If there are just a few departments, you could store in a memory variable a character string which contained each valid code, followed by an appropriate delimiter such as colon or comma — for example:

```
STORE "GL,HA,LU," TO DEPTAB
```

As the information about each was entered into the personnel record, you could then use a test of the form:

```
IF (DEPTCODE+",")$DEPTAB
```

This would test to see if the value entered in the field DEPTCODE were a valid code as shown in the memory variable DEPTAB. (The use of the comma or other delimiter is, of course, necessary to prevent spurious matches.)

Expanding the labels

When displaying information based on the records, or constructing printed reports, you can use another memory variable or variables to map the abbreviations on to the required expansions. If just a few coded values are being used, the expanded labels may fit into a single string; in that case their position should correspond with the position of the corresponding code in the abbreviation string.

Assuming that the abbreviation string was as shown above, and the expanded string had been stored with the command ...

```
STORE "Gloves HaberdasheryLuggage " TO LABELS
```

... the following command sequence could then be used to find the right expanded label:

```
STORE DEPTCODE TO MDEPTCODE STORE
(AT(MDEPTCODE,DEPTAB)+2)/3 TO MPOINTER DISPLAY
SUBSTR(LABELS,(MPOINTER*12-11),12)
```

Note that each label in the string LABELS is twelve characters long.

An extended version of this sequence, again with the AT function to detect separators, could be used where the labels were of very dissimilar length to save memory variable space.

With more codes, there's a neat way to use the value of the abbreviated code as a pointer to find the right label. The trick is to set up each label in a memory variable with the name of the code which denotes it. So in our example the string "Gloves" would be stored in a variable called GL, the string "Haberdashery" in a variable named HA — and so on.

To find the appropriate label, all you then need to do is to execute this sequence:

```
STORE DEPTCODE TO MDEPTCODE DISPLAY &MDEPTCODE
```

dBASE will then display not the *value* of the code but the *variable* which has that name.

This technique has many and varied applications, and can help avoid some of the disadvantages caused by the absence of array variables in dBASE. In particular, it can be used to accumulate sets of subtotals of coded fields which are not indexed — the 'official' subtotal facility requires that the file be correctly sorted or indexed, with the least significant subtotal field specified first.

Finally, where you start to run out of memory variables, or where you want to add extra codes quite often, it can be helpful to keep one or more data files for storing sets of codes with their expanded labels. If these code files are indexed on the code, it's quick and easy both to check valid codes and to retrieve labels when reporting.

Of course you'll start to run out of files if you use this approach a lot; you will need at least one and ideally two files for each set of codes. An option is to use memory variables as described for checking the *codes*, which are usually short; and then to keep all the *labels* in a single file. But be careful to avoid ambiguity in matching codes and labels from several fields! ◆

Best buys

Comparing catalogues

You'd think the computer consumables business had been stitched up by now, with the likes of Inmac, Data Efficiency and Willis now well-established in the mail-order business.

Not so says **Misco**, a new contender backed by money from **Gillette** (of all people) and run by an ex-Inmac bloke. The Extra Ingredient is claimed to be next-day delivery ("guaranteed" says the catalogue: "every product has *almost* next-day delivery" said the bloke from Misco) and five regional offices to cut down your phone costs.

Good prices are also claimed, so we thought we'd check that. For comparison we used our own favourite catalogue consumables supplier, **Action Computer Supplies** (well, they've always been pretty quick and pretty economical for us): and **PAS Computer Products**, much more of a trade supplier but with excellent prices anyway.

We put together a short shopping list of the kind of things we need regularly, and came up with this:

five	storage boxes for 50 disks
five	printhead cleaner pad
five	disk head cleaner disk
five	standard Diablo ribbons
five	fabric Diablo ribbons
five	Epson MX100 ribbons
five	boxes of three-across 89x36mm sticky labels (12,000 per box)
five	boxes of two-across 102x36mm sticky labels (8,000 per box)
five	boxes of 60gsm 80-column white continuous stationery (2,000 sheets per box)
ten	boxes of the cheapest single-sided disks
one	bottom-feeding stand for an 80-column printer

And comparing the catalogue prices for those quantities, this is how the three suppliers worked out:

MISCO	PAS	ACTION
£1,308.00	£736.75	£899.40

'Nuff said? Here are the relevant contact points:

- **Action Computer Supplies** 01-903 3921
- **Misco** 01-998 9068
- **PAS Computer Supplies** 0784 62781

Let us know if you have a alternative preference in consumables suppliers: we might as well all share the good news! ◆

Murphy's WP Laws

Why Word Processing isn't always easy

by Simon Potter

In last month's VICTOR SIRIUS FILE there was a piece by E Hinchliffe that summarised a few of the experiences of a word processing bureau in terms of a collection of Murphy's Law (which, for the uninitiated, explain why the dropped butty invariably lands jam-side down). This amused us, but also started me thinking about my own experiences ...

So after some years of unflagging experience and wearying observation I find myself up to here in views about word processing. And those I'd like to share with you in the form of some post-Hinchliffe Laws of WP.

The Basic Law: the easier it is to correct, the more mistakes you make.

It's true that the greatest single advantage of using a word processor is the separation between text editing and text production — between creating and then revising the material before you commit yourself to the final printing. A single mistake doesn't require the page to be re-typed, because you can spot it and correct it on the screen.

The downside is that there's a direct correlation between the ease with which errors can be corrected and the number of mistakes you make. The corollary is that you're tempted to amend and edit your work anyhow, even when there aren't any mistakes in it all.

And finally you'll observe the geometric correlation between the length of the work and the amount of paper required for it. It's easy enough to view a document of one or two pages on the screen and do the corrections there. But when you have a 50-page report, staring at the screen is actually a poor method of proofreading. The square window, the 25-lines-by-80-characters limitation, the harsh contrast ... all get in the way of continuous assessment. A spelling check won't find the double spaces between words and all those double typings like 'the the': to check a long document you really do need to print it and read it with a pencil in your hand. And you almost certainly need to print several drafts of it before you're ready to risk the final printed pages.

The Author's Apothegm: If someone else is using the word processor for your work, the idea of working out what you want to say first is redundant.

Well, it's so easy to amend a draft, innit? Just get it on to the machine, Doris, and we'll take it from there. Bang it in, shoot me a copy of the printed draft, I'll have a quick butchers at it, make the odd correction or two, shouldn't be much to do, then you can just correct it. A doddle, right?

The **Mare's Nest Extension** dictates that all such work will go through seven drafts with substantial amendments and rearrangements at each stage before it reaches acceptability ("oh, that'll do Doris, I can't wait any longer"). At this stage it will approximate very closely to the original.

The Writer's Wisecrack: More is better — or at least it's available, so why not use it?

Most contemporary WP packages are liberally provided with functions for improving the appearance of text. The Wisecrack encourages the user to improve the text with the enthusiasm of a small child discovering mummy's make-up, amending the original to the point where it disappears into illegibility.

Tip — since it takes so long to get print-presentation things right, the over-ornate word-processed document can't possibly contain anything of importance. So it is not necessary to read any letter that includes *three or more* of the following:

- justification
- double-strike emboldening
- emphasised (offset) emboldening
- italics
- underlining
- centering
- borders
- page headers *and* footers
- footnotes

The Axiom of Aids: Help functions don't, usually

This is the programmer's equivalent of the Writer's Wisecrack: because it is possible to designate a function key as a 'Help' button, and because it is possible to have multi-coloured pop-up pull-down windows, those functions shall be provided. This will impress the management and enable the salespeople to differentiate their product in the marketplace: it will impress the dealer and persuade him/her that it can make a great demo for the passing punter.

The last person who appears in this pantheon of personalities, you'll note, is the end user. Which is just as well, since the information presented in Help screens like this classically comprises one or more of these:

- "This function not implemented yet"
- "Refer to the User Handbook, page 94"
- "The key you have just pressed is 'V' for 'View'. This allows you to View something"

The Law of Label (not to be confused with the Law of Slender — see later): In every box of 5,000 sticky labels there are 4,000 sticky labels.

This law derives from the so-called 'Platen Protocol' agreed by a secret meeting of printer manufacturers and word-processor writers held some years ago in the torture chamber at Mme Tussauds. Key elements of this little-known concordat include:

- it shall be impossible to print on the first few labels
- it shall be impossible to print on the last few labels
- on the intervening labels it shall be impossible to get it right first time
- when the user has got it right, it shall be impossible to print a full run of 1,000 names and addresses with at least ten screw-ups on the printing that require a restart from scratch
- after a randomly-selected number of labels have been printed correctly, the horizontal and vertical alignment will change arbitrarily again necessitating a restart

Subsequent meetings of this informal but highly influential group have included representatives from the label makers and boilers of glue, with the result that two more tenets have been added:

- once the label printing is proceeding normally, at least one label will peel off and jam in the platen
- no known solvent will remove this label

In an industry bedeviled by ephemeral standardisation, it's refreshing to note the solidarity of the participants and the longevity of their decisions.

The 'Beg Pardon?' Equation (also known as the Stannary Rule): Printers are to tin as grass is to green.

Printers come in two basic varieties, the 'cat' and the 'catless'. In the former case, the noise made by a printer sounds like a cat dragging its claws over a tin roof: in the latter, the cat motif is absent but instead the tin roof is permanently collapsing.

If in doubt, or during a power failure, you can identify the type of printer according to its proximity to other office equipment. The noisiest printers (catless) are invariably located very close to telephones.

An addendum to this Law dictates that the cost of a printer varies directly with the sheer volume of noise it makes — up to the £3,000 mark, at which point the printer falls silent. Fortunately it is likely to remain silent either because (a) you've run out of toner and anyhow you haven't got any software that will drive a laser printer: or (b) it's a 1000 lpm line printer located far away in the DP department and has broken down anyhow.

The Law of Slender: Spelling Checkers don't.

Despite their vaulting ambitions, spelling checker programs don't check your spelling. They just compare your words with theirs.

And despite the self-aggrandising claims to contain 'dictionaries', they don't — they just use lexicons, lists of words. The average 'spelling checker' has the vocabulary of an (American) schoolkid: the average lexicon has received all the care and precision that you might associate with dropping a blancmange from the Post Office Tower. Some examples:

- Most spelling checkers tell you they can't find apostrophised words like "isn't"; they offer you 'isn' and 'aren' as potential errors (the apostrophe is assumed to be a closing quote, even though it's clear that a closing quote wouldn't be followed by another letter)
- Most spelling checkers are American or derived from the States. It can get really wearying to change z to s in all those verbs like 'organise' and 'categorise'
- Unforgiveably, many spelling checkers include common misspellings like 'seperate'.
- Unforgiveably, a few spelling checkers include garbage. In his first column for APRICOT FILE David Langford reported that the 23,000-word lexicon supplied with SuperWriter includes 'emperoress', 'strmummy', 'undp', and 'londonberry'.
- As yet there is no way the computer can detect a correctly-spelt mistyping. So-called 'grammar checkers' don't help much either, being based on a rigid schoolmarmish approach that subordinates the sense of what you're saying to a more or less arbitrary set of rules for syntactical correctness.

Spelling checkers are useful, but they're inclined to produce a false sense of security: it's all too easy to rely on the veracity of their results. Bit of a metaphor for computers in general, I guess.

The Law of Ribbon Development

Somehow the people who make printer ribbons seem well ahead of WP suppliers in building a degree of intelligence into their products. This is well observed in the way a ribbon is able to sense whether you're near the end of a page; and at that point it feels able to die on you.

What's more, the contemporary ribbon is able to detect your presence: it starts to run out immediately you leave the room, so by the time you've returned from the loo you have four pages of progressively fading print and a red 'ribbon out' light blaring gleefully from the printer.

Alternatively, this is the point at which you'll learn that your printer has no end-of-ribbon lock to stop the printing when the ribbon has run out.

Either way you'll discover that ribbon-changing isn't necessarily as easy as the salesman, the manual, and the box all claimed. In some cases it will involve covering your fingers with ink that impregnates the skin more efficiently than it does the ribbon (a mild solution of hydrochloric acid may help, but you're better off with sandpaper). This can lead to awkwardnesses at the boss's dinner party, where eagle-eyed guests silently assume that you've been helping the police with their enquiries and now have your mugshot and prints on file. (Tip: if the conversation turns sympathetically to the Data Protection Act, you have inky fingers.)

The alternative is a downgraded form of the Torture of a Thousand Cuts (also Bent Fingernails and Squinting). Most printer manufacturers have found it impossible to produce an *easily* loaded ribbon cartridge; if you don't bark your knuckles getting the thing in there, you'll go crazy trying to get the ribbon around the guide posts, capstans, and other pointed impedimenta. Then the dinner guests will assume that you've arrived fresh from a fist-fight on the Barbary Coast.

The Last Words Law

You can buy a decent correcting typewriter for about the same price as a decent word processing program. Or for the same money you can have several thousand Freehand Input Devices called ballpoint pens (or you can buy one pen and invest the balance in an off-season trip to The Gambia).

Just because word processing is available, indeed prevalent, that doesn't mean you should necessarily embrace it with the enthusiasm of Leopold von Sacher-Masoch. ◆

Notebook

What the dealer didn't tell you ...

by Damien Thorne

Did you know that to save space in the Apricot manuals, ACT-as-was omitted some of the information that users might not find so interesting? Careful hacking and a bit of inside knowledge has produced what we hope will be the start of a regular column ...

The MicroScreen

The MicroScreen can be used for anything that appears on the full-size display. This is easiest to demonstrate at the system level. With the A> prompt on the screen, just press CONTROL and PRINT: that starts the MicroScreen echoing. Now try DIR or TYPE ...

The CONTROL/PRINT combination toggles the effect. About the only use I can find for this effect is that slow typists don't have to move their eyes away from the keyboard.

Anyhow, it's of very little use, since the MicroScreen display will scroll by too quickly — unless you slow it down. This you can do by pressing SHIFT *while the STOP key's light is on.* Then hit SHIFT to scroll the main display *and* the MicroScreen one line at a time.

Extra Escapes

There are a number of undocumented Escape sequences, though most of them are peculiar to a particular version of the BIOS. But here are two that should work on *all* BIOS versions after 2.3.

- ESC '_' (Escape-underline) sets the whole of the screen display to the specific attribute selected. This will reverse the entire display:

```
10 REM switch to reverse mode ...
20 PRINT CHR$(27)"p";
30 REM now make the whole screen reversed:
40 PRINT CHR$(27)"_"
```

- ESC '\' (Escape-backslash) is used with a single-character parameter; it takes that character and places it in the keyboard buffer. So PRINT CHR$(27) "\R" would put an R into the buffer. Here's a trivial application, a program that runs itself interminably:

```
10 PRINT CHR$(27)"\R";
20 PRINT CHR$(27)"\U";
30 PRINT CHR$(27)"\N";
40 PRINT CHR$(27)+"\"+CHR$(13);
50 PRINT "Here we go again ..."
60 END
```
◆

Workshop

The BASIC Workshop

Apricot vs IBM Basic

by David Holland

This marks the start of an occasional Workshop on programming in Basic. David Holland will be co-ordinator; so if you have anything to contribute, send it to him at our address.

Here he offers an interesting tip on password protection; and he has a *magnum opus* on converting from IBM Basic. IBMBASIC.BAS needs a bit more work, but it's offered in the pioneering spirit for anyone to get stuck into improvement ...

Password protection

There must be many people out there who've tried to put a password into an MS-BASIC program — only to find that every time it's typed in, there it is displayed on the screen for all the world to see !

So how do you stop the password being echoed to the screen? Well, the answer lies in the INPUT$ function. This takes the form:

```
v$=INPUT$(n[,[#]filenum])
```

The function will return a string of n characters read from file number filenum — or from the the keyboard, if filenum is omitted. That's the important bit: not only can you now enter your preferred password, but you can also say how long it should be. So try something like this in your program:

```
10 PRINT "Enter password"
20 V$=INPUT$(4)
30 IF V$="FRED" THEN 40 else 1000
...
1000 PRINT "Illegal password"
1010 END
```

Only "FRED" will be accepted as the password, and only if it's entered in upper case. Anything else will stop the program from being run any further.

But what if someone LISTs the program, I can hear you say. Surely they'll be able to see my password. No problem: just SAVE the program with the P option (as SAVE "PROGNAME",P) and any subsequent attempt to LIST or EDIT the code will fail ... unless the user knows how to unprotect a Basic program. Which isn't too difficult, but is awkward enough to deter most would-be peekers.

Just one word of warning: make sure *you* have another copy of that protected program which has been saved in the normal way — otherwise even you won't be able to LIST it!

The 'unprotection' trick

If you should need to 'unprotect' Basic programs saved with the P option, a simple POKE 1124, 0 will do it for versions of MS-BASIC *before* 5.27.

But in MS-BASIC 5.27 you can't do PEEKs, POKEs, or anything else that might give you a glimpse of the source code while a protected program is in memory. A *program* can do them — but you can't, not at least in Direct mode.

The answer lies in DEBUG. This should work:

- load MS-BASIC
- load the protected file
- exit to SYSTEM
- load DEBUG and specify the program left in memory by Basic
- type 'E 6B02 FF' to make the opening byte FF (the address '6B02' is machine-dependent: you might have to find the start of the Basic storage area yourself — more about this later)
- name an output file with 'N NEWFILE'
- write out the unprotected program, like so: 'W 6B02' (or whatever number you need)

This trick is based on knowing how MS-BASIC stores a program. In memory it is 'tokenised', meaning each of the Basic keywords (PRINT, FOR, and the rest) is stored as a unique two-byte code or 'token'. (Line numbers, constants, and pointers to other lines are stored as binary numbers; Everything else — variable names, comments, anything inside quote marks — is stored just as you entered it.)

When you save a program in the normal way, MS-BASIC copies this internal format of the program on to a file and precedes it with an FF byte which indicates that this is a conventional tokenised program. But if you save with the P option, MS-BASIC first writes an FE byte on to the file and follows it with an encyphered copy of the program. When the file is subsequently loaded, Basic finds the FE flag as the first byte; and this tells it to decypher the program, and also prohibits anyone from using LIST, PEEK, EDIT, or anything else that might let you see the source code.

But after the decypherment, there *is* an unprotected copy of the program in memory. And when you exit to the operating system, that program is still there where Basic left it. Since DEBUG is smaller than Basic, you can load DEBUG and examine the program; in fact, you can enter that FF byte in front of the program and write the whole thing out to a file.

By entering DEBUG FILE.BAS you automatically start with the length of the program FILE.BAS in the CX register. Use the R command to look at this.

If FILE.BAS is a monster, you might find that the DEBUG FILE.BAS command loads the protected

version such that it overlaps the unprotected version — it would need to be larger than 27K or thereabouts. Then you'd have to enter DEBUG *without* loading FILE.BAS and use the R CX command to load the CX register by hand.

As for knowing where to start your DEBUG edit in order to replace that FE with FF, there's a simple but effective suck-it-and-see method for finding the start of Basic's program storage in memory. Just write a small program, something like this ...

```
10 'Start here
20 '
30 '
40 '
```

Then SAVE it as 'TEST.BAS' or whatever, use SYSTEM to get back to MS-DOS, and run DEBUG TEST.BAS. Now you can search for the start of it with ...

```
S 200 FFFF 'Start here'
```

... and DEBUG should tell you where it is. For instance:

```
DEBUG-86  version 1.07
>s 200 FFFF 'Start here'
047C:68C4
```

Now use the display command a few bytes before that to see what you're getting:

```
>d 68C0
047C:0100  FF CB 0A 0A 00 3A 8F DB-
   53 74 61 72 74 20 68 65
   .K...:.[Start he
```

... and there it is, complete with the FF flag that indicates the start of a Basic program.

The IBM converter

IBMBASIC.BAS is designed to convert IBM-specific statements and functions as implemented in BASIC and BASICA on the IBM PC into generic MS-BASIC.

The box shows what statements are handled. BEEP, CLS, LIST and LOCATE are all converted into equivalents; the rest are eliminated altogether from the code.

Note that the program does not deal with IBM graphics apart from the COLOR statement; nor does it try to convert IBM communications statements and functions, since they have no equivalents in generic MS-BASIC and there is no practical way of producing the necessary Apricot-specific code.

Statements converted

BEEP	CLS	COLOR	CSRLIN	LINE
LIST	LOCATE	MOTOR	VARPTR$	

KEY (including all IBM variations)

The IBM code which is to be converted should first be renumbered to start at line 10. This is because IBMBASIC.BAS will put four lines of code to define Apricot-specific variables at the beginning of the converted file; if you want to alter these, look at lines 420 to 560 of IBMBASIC.BAS.

Now save the program to be converted as an ASCII file, making sure that all key words in the ASCII file are in upper case.

Run IBMBASIC.BAS and enter the full name (including extension) of the ASCII file to be converted. The converter's output will be directed to a text file of the same name but with a .GEN extension instead.

Beware — this program relies on the style of coding used in the file to be converted; so it is not guaranteed to work in *all* circumstances ... ◆

IBMBASIC.BAS

```
10   REM   IBMBASIC.BAS  Version 1.0
30   REM
40   REM This program converts an IBM PC BASIC or
     BASICA program
50   REM which has been saved as an ASCII file
     into a generic
60   REM MSBASIC text file. The following IBM
     specific variables
70   REM are dealt with:
80   REM
90   REM BEEP ... CLS ... COLOR ...
100  REM CSRLIN ... KEY ... LINE ...
110  REM LIST ... LOCATE ... MOTOR ...
120  REM VARPTR$ 130 REM
140  REM Graphics and communications statements
     and functions are not
150  REM supported by this utility
160  REM
170  REM Written on the Apricot PC November 1985
180  REM
190  REM COPYRIGHT (C) 1985 DAVID HOLLAND
200  REM
210  REM Clear the screen and set up some
     variables
220  PRINT CHR$(27)+CHR$(69)
230  CRU$=CHR$(27)+CHR$(65)
240  WIDTH 255
250  PRINT
260  PRINT "IBM PC BASIC/BASICA CONVERSION TO
     GENERIC MSBASIC UTILITY"
270  PRINT "Version 1.0 November 1985"
280  PRINT
290  PRINT "***WARNING***
300  PRINT "Graphics and communications
     statements and "
310  PRINT "functions are not supported by this
     utility"
320  PRINT
330  INPUT "Enter filename to convert: ",
     INPUTFILENAME$
340  ON ERROR GOTO 1520
350  OPEN "input",#1,INPUTFILENAME$
360  ON ERROR GOTO 1580
370  X=INSTR(INPUTFILENAME$,".")
380  IF X=0 THEN OUTPUTFILENAME$ =
     INPUTFILENAME$+".gen" ELSE OUTPUTFILENAME$ =
     LEFT$(INPUTFILENAME$,X)+"gen"
390  PRINT
```

```
400  PRINT "Output file will be ";
     OUTPUTFILENAME$
410  OPEN "output",#2,OUTPUTFILENAME$
420  LINENUMBER$="1 "
430  PROGLINE$="bel$ = chr$(7)"
440  GOSUB 1250
450  LINENUMBER$="2 "
460  PROGLINE$="clr$ = chr$(27) + chr$(69)"
470  GOSUB 1250
480  LINENUMBER$="3 "
490  PROGLINE$="cof$ = chr$(27) + chr$(120) +
     chr$(53)"
500  GOSUB 1250
510  LINENUMBER$="4 "
520  PROGLINE$="con$=chr$(27)+chr$(121)+chr$(53)"
530  GOSUB 1250
540  LINENUMBER$="5 "
550  PROGLINE$="def fnp$(h,v) = chr$(27) +
     chr$(89) + chr$(31+v) + chr$(31+h)"
560  GOSUB 1250
570  WHILE NOT EOF(1)
580  LINE INPUT #1,PROGLINE$
590  X=INSTR(PROGLINE$," ")
600  LINENUMBER$=LEFT$(PROGLINE$,X)
610  PROGLINE$=MID$(PROGLINE$,X+1)
620  PRINT "Processing line number ";LINENUMBER$
630  PRINT CRU$;
640  FIND$="BEEP"
650  REPLACE$="PRINT BEL$;"
660  WHILE INSTR(PROGLINE$,FIND$)
670  GOSUB 1480
680  WEND
690  FIND$="CLS"
700  REPLACE$="PRINT CLR$;"
710  WHILE INSTR(PROGLINE$,FIND$)
720  GOSUB 1480
730  WEND
740  X=INSTR(PROGLINE$,"LIST")
750  IF NOT (X>0) THEN GOTO 870
760  Y=INSTR(X,PROGLINE$,",")
770  IF NOT (Y>0) THEN GOTO 860
780  Z(1)=INSTR(Y,PROGLINE$," ")
790  Z(2)=INSTR(Y,PROGLINE$,":")
800  IF Z(2)<Z(1) THEN Z=Z(2) ELSE Z=Z(1)
810  IF Z=0 THEN Z=LEN(PROGLINE$)
820  FIND$=MID$(PROGLINE$,Y,Z+1-Y)
830  REPLACE$=""
840  GOSUB 1480
850  REM esac
860  REM esac
870  WHILE INSTR(PROGLINE$,"LOCATE")
880  X=INSTR(PROGLINE$,"LOCATE")
890  Y=INSTR(X,PROGLINE$,":")
900  IF Y=0 THEN Y=LEN(PROGLINE$)+1
910  FIND$=MID$(PROGLINE$,X,Y-X)
920  Z(1)=INSTR(X,PROGLINE$,",")
930  Z(2)=INSTR(Z(1)+1,PROGLINE$,",")
940  IF Z(2)=0 OR Z(2)>Y THEN Z(2)=Y
950  COL$=MID$(PROGLINE$,X+7,Z(1)-(X+7))
960  ROW$=MID$(PROGLINE$,Z(1)+1,Z(2)-(Z(1)+1))
970  REPLACE$="PRINT FNP$("+ROW$+","+COL$+");"
980  IF NOT (Z(2)<Y) THEN GOTO 1030
990  CURSOR$=MID$(PROGLINE$,Z(2)+1,1)
1000 IF CURSOR$="0" THEN CURSOR$="COF$;" ELSE
     CURSOR$="CON$;"
1010 REPLACE$=REPLACE$+CURSOR$
1020 REM esac
1030 GOSUB 1480
1040 WEND
1050 SEARCH$="COLOR"
1060 GOSUB 1300
1070 SEARCH$="CSRLIN"
1080 GOSUB 1300
1090 SEARCH$="KEY"
1100 GOSUB 1300
1110 SEARCH$="LINE"
1120 GOSUB 1300
1130 SEARCH$="MOTOR"
1140 GOSUB 1300
1150 SEARCH$="VARPTR$"
1160 GOSUB 1300
1170 GOSUB 1250
1180 X=0:Y=0:Z=0:Z(1)=0:Z(2)=0
1190 WEND
1200 PRINT
1210 PRINT "Finished !"
1220 CLOSE
1230 END
1240 REM write_line
1250 IF NOT (LEN(PROGLINE$)>0) THEN GOTO 1280
1260 PRINT #2,LINENUMBER$+PROGLINE$
1270 REM esac
1280 RETURN
1290 REM convert_statement
1300 WHILE INSTR(PROGLINE$,SEARCH$)
1310 FIND$=SEARCH$
1320 GOSUB 1390
1330 FIND$=MID$(PROGLINE$,Y+1,Z-Y)
1340 REPLACE$=""
1350 GOSUB 1480
1360 WEND
1370 RETURN
1380 REM find_statement_separators
1390 X=INSTR(PROGLINE$,FIND$)
1400 Z(1)=0:Z=0:Y=0
1410 REM do
1420 Z(1)=Z+1:Y=Z
1430 Z=INSTR(Z(1),PROGLINE$,":")
1440 IF NOT (Z=0 OR Z>X) THEN GOTO 1420
1450 IF Z=0 THEN Z=LEN(PROGLINE$)+1
1460 RETURN
1470 REM build_line
1480 X=INSTR(PROGLINE$,FIND$)
1490 PROGLINE$ = LEFT$(PROGLINE$,X-1) + REPLACE$
     + MID$(PROGLINE$,X+LEN(FIND$))
1500 RETURN
1510 REM cant_find_program
1520 PRINT
1530 PRINT INPUTFILENAME$;" does not exist on
     designated drive"
1540 PRINT "Program terminated"
1550 CLOSE
1560 END
1570 REM report_errors
1580 PRINT "Error no ";ERR;" at line no ";ERL;"
     has occurred"
1590 PRINT "Program terminated"
1600 CLOSE
1610 END
```

The Easy Way

We'll be putting IBMBASIC.BAS on to a DEALS FOR READERS disk when it's stabilised a bit, so send us any comments, additions and patches ASAP.

A comparison of BASICs

This table details the commands and functions in IBM PC BASIC and BASICA that differ from those in generic MS-BASIC. Variations and alternatives are indicated where they apply.

IBM format	Alternative
BEEP	PRINT CHR$(7)
CIRCLE(x,y),r [,color[,start,end[,aspect]]]	not available
CLS	PRINT CHR$(27)+"E"
COLOR [foreground][,[background][,border]]	not available
COLOR [background][,[palette]]	not available
COM (n) ON	not available
COM(n) OFF	not available
COM(n) STOP	not available
v=CSRLIN	not available
DRAW string	not available
GET (x1,y1)-(x2,y2),arrayname	not available
KEY n,x$	not available
KEY LIST	not available
KEY ON	not available
KEY OFF	not available
KEY(n) ON	not available
KEY(n) OFF	not available
KEY(n) STOP	not available
LINE [(x1,y1)]-(x2,y2)[,[color][,B[F]]]	not available
LIST [line1][-[line2]][,filespec]	LIST [line1][-[line2]]
LOCATE [row],[col],[cursor],[start][,stop]	PRINT CHR$(27)+"Y";CHR$(31+row);CHR$(31+col)
MOTOR [state]	not available
ON COM(n) GOSUB line	not available
ON KEY(n) GOSUB line	use with an INKEY$ test
ON PEN GOSUB line	not available
ON STRIG(n) GOSUB line	not available
OPEN "COMn:[speed][,parity][,data] [,stop][,RS][,CS[n]][,DS[n]][,CD[n]] [,LF]" AS [#]filenum [LEN=number]	not available
PAINT(x,y)[,paint[,boundary]]	not available
PEN ON	not available
PEN OFF	not available
v=PEN(n)	not available
PLAY string	not available
v=POINT (x,y)	not available
PRESET (x,y)[,color]	not available
PSET (x,y)[,color]	not available
PUT (x,y),array[,action]	not available
v=SCREEN(row,col[,z])	not available
SCREEN [mode][,[burst][,apage] [,vpage]]]	not available
SOUND freq,duration	not available
v=STICK(n)	not available
STRIG ON	not available
STRIG OFF	not available
v=STRIG(n)	not available
STRIG(n) ON	not available
STRIG(n) OFF	not available
STRIG(n) STOP	not available
v$=VARPTR$(variable)	not available

Review

The psychology of success?

Human Edge software reviewed

by Paul N Humphreys

It's become a cliche that computers (among other things) are tools for helping managers manage more effectively. But there aren't too many packages that take this to the logical conclusion of proposing strategy and tactics for management.

"Programs that enable a personal computer to act as an advisor to the human operator during difficult moments in dealing with other people" boasts the Human Edge Software Corporation of California. It has produced three packages that claim to be among the first purpose-designed 'expert systems' for micros; and "we think they will forever change the general perception of what personal computers are for".

They are all concerned with providing winning strategies for competitive business situations. The two packages we looked at are The Negotiation Edge and The Sales Edge; both are concerned with the *psychology* of their respective subjects to give you 'a winning edge'.

The Negotiation Edge

Human Edge describes this product in these terms: "The Negotiation Edge has been designed to help the user, whether it is a corporate president working out a new merger agreement or a couple buying their first home, to develop a strategy for negotiating the best possible deal ... The program is truly an expert consultant, the printout whispering suggestions ... " And on and on it goes.

When you load and run The Negotiation Edge, you'll find that the software expects you to respond to 90 questions and statements about yourself (to be retained in a file called NEGOEDGE.SLF). A similar series on your opponent are then answered and the results saved to disk. On the basis of these replies, the program works out a strategy which forms the basis of a seven-or eight-page advisory report.

The Negotiation Edge comes as two disks (because the Human Edge software "requires some of the most arcane and lengthy programming ever attempted for [personal computers]", it seems). You boot up via the program disk supplied, but the original data disk must also be used as there are a number of hidden (and therefore uncopyable) files without which the program will not operate. Among other effects this means that hard-disk systems like the Apricot Xi have to be treated as floppy-disk machines.

Having used the Install program to set all parameters for drive B, you can type "NE" to run the main program. It confirms that the IBM emulation is working (for that's how it works on the Apricot); the main menu appears with three options ...

- assessing yourself
- assessing your counterpart
- printing the negotiation strategy report

I won't attempt to list all the statements offered, but the panel gives a flavour of them. Answers are given by moving the cursor keys left or right to 'AGREE' or 'DISAGREE.'

Sample self-assessment questions from The Negotiation Edge

- I ENJOY TALKING IN FRONT OF GROUPS
- IT IS NOT WHETHER YOU WIN OR LOSE THAT MATTERS BUT HOW YOU PLAY THE GAME
- WINNING IS ALL THAT MATTERS IN A NEGOTIATION
- I OFTEN BUY THINGS THAT I KNOW MY FRIENDS WILL LIKE
- I AM OVERLY SENSITIVE TO CRITICISM
- I AM VERY NEAT AND ORDERLY
- FAIR PLAY IS A LOSING STRATEGY
- BUSINESS ADVERSARIES SHOULD BE DEFEATED RATHER THAN SIDESTEPPED
- I OFTEN THINK ABOUT PEOPLE I USED TO BE FRIENDS WITH
- I WORK BEST UNDER STRESS

After your own assessment you have to attempt accurate comments about your protagonist. Here there are over 100 statements requiring comment; again, you're asked to Agree or Disagree with descriptions like those in the panel.

Sample opponent-assessment adjectives

KIND	SARCASTIC
RUTHLESS	CONVENTIONAL
SOCIABLE	SELF-ASSURED
OUTGOING	MANIPULATIVE
ASSERTIVE	DISTANT
THOROUGH	SCHEMING
SIMPLE-MINDED	DOMINEERING
ENGAGING	QUIET
ADVENTURESOME	SMART
APOLOGETIC	IMPATIENT

Once the two questionnaires have been completed, the data for the negotiation report is stored as a file suffixed .CPT; it can subsequently be printed or called up on the screen as required. For long-term storage purposes there's an option to 'send report to disk file'; this writes it permanently to disk to a file suffixed .OUT.

Sample Negotiation Edge Reports

Scenario 1: you're a pushover facing a hard-nosed negotiator.

Mr J Enemy is the sort of negotiator who could throw you off balance ... You may find that Mr J Enemy comes across as angry or impolite ... Don't take these things personally. Remember that he treats almost everyone this way.

Mr J Enemy may seem uncooperative and unwilling to engage you in the negotiation process. If he does make an initial offer, it will be one which reflects his needs, with little consideration for your own ... Counter-offers will be made infrequently because his initial offer is likely to closely approximate what he aspires to gain through your final agreement.

Do not be discouraged if Mr John Enemy appears indifferent to your initial offer ... he may be playing his cards close to the chest in order to lower your expectations about getting a good deal. Prepare strong arguments which you will have ready to fire back to him. Give special attention to preparing for the `why' questions that he may direct at you.

When you are trying to gain his agreement on a proposal, add a little something to sweeten the bargain. For example tell him you will throw in a free delivery or a rebate if he accepts your terms.

Scenario 2: you're as ruthless as your opponent.

Because both you and Mr John Enemy believe that your needs are most important, arguments are likely unless you can be more flexible ... You'll have to be tolerant of his temperamental nature if you want to strike a deal with him ... It would help you get off on the right foot if you could find out exactly what is expected of him when you meet. This will give you important information about his priorities ...

Ask about any reservations he may have and work to defuse these ... Make contingency plans for handling stalemates, deadlines or arguments ... Allow Mr John Enemy to speak his mind without interruption ... Deal with him on the level of facts rather than emotions ... The simple tactic of taking turns can be used to please all parties ...

The best way to avoid making a scene is to apologise to him. Make it sound sincere ... Look persistently for times when you can guide his thinking ...

The Sales Edge

The Sales Edge manual has a comprehensive 50-page summary of selling and closing techniques. The setup is similar to the Negotiation Edge: two sets of statements/questions are used to describe your attitudes and (hopefully) those of your potential customer — 46 for you and 45 for your prospect.

Sample Sales Edge Reports

Scenario 1: a strategy for the inept salesperson

Make minimal social demands on Mr Adolf Hardnose. Try to control your tendency to be kind and caring ... These positive feeling may confuse him and cause him to be silently suspicious of your motives.

Respect Mr Adolf Hardnose's perceptions — what makes sense to him may not make sense to you. Questions with `who, what, when, where' etc will keep him on your wavelength. `Do, is, can, could' etc should receive only yes or no responses and can block the sales process.

Prepare a sheet of paper that has `buy' and `don't buy' columns. Work with your customer to make a long list of reasons to buy your product, then let your customer complete the `don't buy' column alone. Make sure the `buy' side is much longer than the `don't buy' side.

Scenario 2: a strategy for the tough salesperson

Since the two of you generally like to work alone, keep your sales meetings relatively private. This customer tends to be somewhat cynical and suspicious of salespeople. Speak in a direct manner to attempt to reduce his concern.

Avoid arguing or becoming defensive with him. He may be unpredictable and difficult to understand ... He may at times be withdrawn and uncommunicative. This is especially true when he is in a situation where he feels he could be taken advantage of ...

With some customers you can sell your product without exerting much effort. With Mr Adolf Hardnose however make a concerted calculated effort to be animated and responsive ...

Whenever a customer agrees on a point in your presentation, make a note of it on an order form. Record his preferences and specifications. Meet and overcome his objections. Offer the customer your pen and ask him to OK the agreement.

I set the system up on the same basis as before. I assumed that the customer in all cases was going to be a very tough opponent indeed and I thus selected all options from the list of adjectives that supported that view. Against that I had first a salesman who really found his job a strain, who hated the challenge, who basically hated selling; in the second case there would be a tough, ruthless pro who loved every second of the work.

Again, the adjectives used to describe the customer/buyer and the Sales Advice generated are similar; and again the program gives varying advice according to the character profiles that have been set up.

Assessing the assessments

I have three serious reservations about the Human Edge packages. The first is that it is tiresome to open a manual from an American source and find that no effort has been made to modify advice for the British market: for instance, there are no SYS or FORMAT commands on MS-DOS 2.11 for the Apricots.

The second objection is more serious. Technically, the programs are competent. I use the phrase advisedly: in fact the option of allowing you to save a profile from the requisite .CPT file to a file suffixed .OUT doesn't work in The Negotiation Edge.

And a similar bug makes the Sales Edge wholly unpurchaseable at present. A dual profile (you and the opponent) is saved to a file suffixed .CPT; you will then be given two specific customer closing strategies. But subsequently you might save the .CPT file to disk as a file suffixed .OUT — one of the options given by the program. And if you then view or print the .CPT file, you'll see that one of the recommendations will have changed!

And third, there's no indication about what assumptions underlie the conclusions drawn and the advice offered. I pointed this out to Human Edge and asked for some clarification: no reply has yet appeared.

How about the results of using the software? Well, it's clear from the printouts that the advice given does vary according to the profiles set up.

But for whom will they be helpful? It's clear that the experienced negotiator will just not need a program of this sort. The timorous negotiator may find it some help, but you wouldn't call the final advice overwhelmingly impressive. The only users I can see benefitting positively are business students new to negotiation, who might gain some insight by examining the differences likely to occur in various negotiation situations.

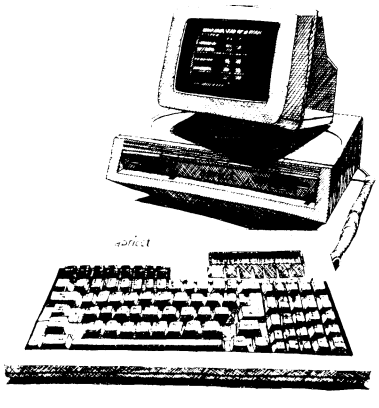
At best, the advice is competent. At worst, it merely states the obvious. ◆

The Negotiation Edge

Description:	Software designed to provide analysis and advice for negotiation strategies
UK supplier:	Thorn-EMI Computer Software Ltd
Address:	Thomson House 296 Farnborough Road Farnborough Hants GU14 7NF
Phone:	0252 543333
Configuration:	Apricot PC or Xi
Price:	£270.00
Conclusion:	Iffy. At least one major bug; useful only as a training aid

The Sales Edge

Description:	Software designed to provide analysis and advice for sales strategies
UK supplier:	Thorn-EMI Computer Software Ltd
Address:	Thomson House 296 Farnborough Road Farnborough Hants GU14 7NF
Phone:	0252 543333
Configuration:	Apricot PC or Xi
Price:	£235.00
Conclusion:	Disappointing, not very profound, and basically unuseable because of major bug



Deals For Readers

In the DEALS FOR READERS lists you'll find ...

- **public domain software,** mostly games and utilities that aren't easy to obtain elsewhere — and many of these are unique to APRICOT FILE
- **deals on software,** typically useful items that aren't widely available
- **demo disks** for packages that we regard as pretty good

How to order

Send us a note with the item's name *and the reference number* as quoted in the list. We will normally be able to process orders within two working days.

Note that for orders totalling less than £50 we can only accept *prepayments* and *only* in Sterling, so a cheque or money order (made out to "TP GROUP") *must* accompany your order.

We will accept purchase orders if you want goods totalling more than £50, but if it's at all possible we would prefer cash with order — we just aren't big enough to provide the effort of chasing invoices and to cover the shortfall between despatch and delivery.

The prices quoted include VAT and despatch. Your order will arrive with a VAT invoice/receipt.

Overseas orders

Orders from outside the British Isles are at the same price. Anything we send abroad is free of the VAT sales tax, and since that 15 per cent levy just about approximates to the extra cost of overseas postage we thought we might as these simplify things.

This may however mean that bulky items or long-distance despatch will go by the postage rate that most closely fits the 15 per cent allowance — and sea mail can be interminable. So if you want to ensure swift despatch, or if there's any doubt, ask us to quote ...

Contribute!

We're always looking for contributions to further £15 disks. So if you've written something — a game, a utility, a helpful batch file — why not share it with other readers? And if the ideas and techniques therein would make a useful mini-article for the newsletter, we'd certainly be interested in printing it.

And that also applies to bugs. No-one can expect this stuff to have the same rigorous checking-out that you should expect from commercial packages. We do check the material on the public domain disks, but we can't do that exhaustively — so let us know if you come across any bugs. And let us have a copy of any fixes you can make ...

Public Domain Disks

These disks contain programs and text files culled from a variety of sources — some converted from other formats (mostly IBM PC and Victor) and checked out or revised for the Apricot: some taken from published programs: some written by contributors. As a result the disks are a bit of a miscellany, but we'd be very surprised if you couldn't find a dozen or more useful items on each ...

Apricot Disk No. 1

Order no:	**AP001**
Price:	**£15**

Virtually the same as the 16 BIT COMPUTING A001 disk, with over 40 files aboard it. We've amended some of them and replaced a couple. Highlights now include:

SDIR and **FDIR** sorted-directory utilities
VDEL and **DELQ** selective DELetes
SYSTAT reports disk usage and free space
WAIT and **ASK** two batch file commands extending PAUSE
STRIP makes WordStar files readable by other WP packages
WC counts characters, words, lines in a text file
GRAFCHAR define your own characters
ESCAPES the complete ESCape code for Sirius/Victor and Apricot
DUNGEON improved Adventure-style game
OTHELLO well-known board game
LEADTRAK and **ACCTRACK** two sales lead management systems

Apricot Disk No. 2

Order no:	**AP002**
Price:	**£15**

AS 16 BIT COMPUTING A002 — 79 files. Highlights:
ALTER and **CHMOD** change file attributes
BASICKEYS single-key entry of Basic commands
CRF Basic cross-referencer
DEBUG complete MS-DOS 2.11 version
EPSON set print modes on Epsons and compatibles
INDEX-84 index to 16 BIT COMPUTING 1984
KNEW copies only new files
LOWER and **UPPER** change case of text files
MENU demo of simple batch-file menu system
MOVE move files between subdirectories
PLOT plotting/hi-res demo
RENDIR renames subdirectories
SORTDISK sorts disk directories
TREEDIR displays a DIRectory of all files in their subdirectories
VCOPY selective COPY
WHEREIS searches subdirectories for named file

Apricot Disk No. 3

Order no:	**AP003**
Price:	**£15**

Another bumper bundle. Includes:
SWEEP excellent all-purpose file housekeeper
SCAVEN finds and locks out bad sector on microfloppies
MEMDUMP browse through memory
TURBOKEY key redefinition for Turbo Pascal
SUPERWRITER XQT FILES a useful clutch of macros
HEXFILE create hex-coded ESCape sequences and the like — comes with some fun MicroScreen-driving demos

Games

Order no:	**AP004**
Price:	**£15**

Games, games and nothing but games. Some in Basic, some in EXEcutable form. Includes **747SIM** (fly your own Jumbo) plus old favourites like **AWARI**, **TOWERS OF HANOI**, and many more. A very full disk

GSX User's Disk

Order no:	**AS005**
Price:	**£15**

The complete GSX tutorial from Lindsay Doyle — includes a **library of ready-to-use Basic subroutines** that drive GSX, a set of five printable **Workshops** in text form (this series is running in APRICOT FILE now), **demo programs**, and Lindsay's improved HEXPAWN game **IMPHEX** (which among other things demonstrates something not unlike artificial intelligence).

Games No. 2

Order no:	**AP006**
Price:	**£15**

Another diskfull of Apricot entertainment. Includes **CLEWDO** (solve the mystery), **TRUCKER** (get a cargo across the States on time), and some games for the younger Apricot user (**SPELL** and **HANGMAN**). Plus for the first time a GWBASIC version of **STARTREK** (noises and all) and **BACKGAMMON**

Games No. 3 — Great Britain Ltd

Order no:	**AP007**
Price:	**£15**

Only two games on this disk, but both excellent and quite realistic entertainments. **GREAT BRITAIN LTD** is a political-economic simulation — be Prime Minister, balance the books, win the election too if you can. And **INHERITANCE** is an interesting investment/gambling game; you could get hooked on both!

Apricot Disk No. 4

Order no:	**AP008**
Price:	**£15**

More indispensible tools and utilities. Highlights:

- **ASMGEN** dissassembler
- **132-column** screen configurator
- **memory speed test** benchmarks
- **CROAK** demo of the sound chip
- improved version of **SETUP**
- **DIARY** year-planner
- **Microscreen** tips
- **undelete** files using DEBUG
- **LABEL** address label printer
- **BANNER** prints fancy letterheads with your daisywheel printer

Demo Disks

Try before you buy? Here's your opportunity to check out our selection of some of the best Apricot packages — and to do so without a salesman hassling you to write a cheque for them.

BusiPost

Order no:	**AD002**
Price:	**£15**

Excellent British mailing list package - fast and flexible. Not available for the Apricot F1.

Letterer-Set

Order no:	**AD005**
Price:	**£15**

Interesting little utility that lets you print on any dot-matrix printer any typeface that can be displayed on your Apricot screen.

MicroSight

Order no:	**AD008**
Price:	**£15**

Everything you need for digitising an image and several facilities for manipulating it.

PC Programmer Demo

Order no:	**AD009**
Price:	**£15**

Demo for a good program generator that lets you produce complex applications software with minimal effort and no need to learn a programming language.

Praxis MicroChart

Order no:	**AD010**
Price:	**£15**

All-British business graphics package, ideal for presentation of spreadsheet data etc. Not available for the Apricot F1.

Cardbox Demo

Order no:	**AD011**
Price:	**£15**

Particularly good demo for one of the best 'flat-file' record-keeping packages. We use it extensively ourselves; find out why ... Not available for the Apricot F1.

Special software

This modest collection represents our first attempt at purveying conventional packages: these are not public domain items, and they are not discount deals on the kind of software your dealer will sell you. Instead we have gathered a few titles that (a) we feel will be useful to the average Apricot user and (b) you won't find easily — or at all! — anywhere else.

FAST Apricot Screen Accelerator

Order no:	**AS001**
Price:	**£25**

Have you slyly suspected that your Apricot screen was a little, er, slow? Well, you're right. The Apricot screen is slo-o-w-w ... especially when it comes to scrolling about a screenful of text.

The rumour is that the designers of the Apricot chose to put various screen-handling impedimenta deep within the BIOS in order that it should not compete on performance too strongly with its then stablemate, the Sirius. And these screen delays have remained there ever since.

Until now. FAST bypasses certain screen interrupts. FAST doesn't affect CPU clock speeds and so it does not accelerate your graphics or supercharge your program execution times. But its effect on screen performance is pretty impressive.

FAST is very compact, less than 650 bytes; and it's modest price reflects that. For the money you won't find any better way of speeding up an Apricot with a single-line AUTOEXEC command.

FAST *does not work with colour systems.*

BPS Disk no. 2 — RAMdisk with WordScan

Order no:	**AS002**
Price:	**£40**

The **RAMdisk** is better than the Apricot's freebie; the **Wordscan** word/line/character counter is *very* fast and always useful for anyone who writes text on their computer. Normal RRP is at least £70.

POLYPRINT

Order no:	**AS003**
Price:	**£30**

Pretty printing from your Apricot on any matrix printer — POLYPRINT lets you produce near-letter-quality printing (almost typesetting quality, in fact) on ordinary dot-matrix printers. Menu-driven, uses only nine keys. Comes with 12 selectable typefaces, some of them very fancy. Accepts ready-to-print output from any word processor; will also work directly from WordStar files without your having to save them on disk first. **Specify which printer you have when ordering — POLYPRINT comes customised for particular printers.**

The Apricot Catalogue

Order no:	**AS004**
Price:	**£50**

An ASCII-format list of all the software and hardware we know of for the Apricot with prices, addresses, description (with our comments when we have experience of the package), contact names and numbers (including Telex numbers) where we know them. Based on the lists originally printed in 16 BIT COMPUTING, but regularly updated by us; currently well over a megabyte of information on six disks.

Professional Author's SuperWriter Disk

Order no:	**AS005**
Price:	**£46**

The first (and only?) independently-produced package of upgrades to and tools for SuperWriter — produced by a couple of professional writers (one of them being our columnist David Langford) for people who want to make the most of the word processor. A packed disk, and a good piece of work. Highlights:

- **two-column** formatting and print
- expansion, improvements, correction for the **dictionary**
- full documentation of **SW.DEF** plus a collection of useful formats
- improved (and more legible) **display font**
- **keyboard configuration** presets to speed up keying
- many **XQT** files to accelerate and simplify your routine work
- several batch files for **disk housekeeping**

IANKEY Crash Course

Order no:	**AS006**
Price:	**£48**

The very best **keyboard tutor** we've seen for newcomers — beats TOUCH 'N' GO into a cocked hat. Sensible design based on serious research; clear on-screen instructions; takes only three or four hours to teach the basics of touch- typing. The review of the Sirius version in VICTOR SIRIUS FILE concluded "I strongly recommend it as excellent value for money" — especially from DEALS FOR READERS, because the normal RRP with VAT and P&P is £58.65.

IANKEY Two-Fingers to Touch-Typing

Order no:	**AS007**
Price:	**£48**

An alternative **keyboard tutor** — converts a two-fingered 'hunt and peck' typist into a fast user; and it does so without wasting your time, forcing you to relearn the keyboard, or boring you stiff ... Included in those enthusiastic review conclusions, and again available from us at a price £10 below RRP.

FORTRAN Utilities

Order no:	**AS008**
Price:	**£50**

A collection of assembler utilities for MS-FORTRAN applications, complete with test programs and link instructions. Includes:

- **set date and time**
- **get current date, time**
- **get default drive ID, change default drive**
- **disk directory, delete and rename files**

... and many more.

Hardware extras

Our first foray into Apricot add-ons — but look at the prices!

Expansion Memory

AH001: 128KB	£85
AH002: 256KB	£130
AH003: 512KB	£195

High-quality add-in memory cards from a well-known manufacturer at prices we think you'll find hard to beat — the 512K board is particularly good value, perfect for RAM disks and big SuperCalc worksheets.

Books

The Good Computing Book

Order no:	AB001
Price:	£3.00

A tubby and packed paperback for beginners. Mostly a reference dictionary of computing terms, but also lots of introductory info. Claims to offer "everything you need to know and nothing you don't"; well, that may be blurb-writer's licence, but Dennis is still pretty proud of the book ... **Add £1.20 for postage to mainland Europe, £4.00 elsewhere.**

All prices include VAT and despatch. Send your order (with payment, if it totals less than £50) to:

APRICOT FILE
TP Group
PO Box 509
London N1 1YL
England

Queries: 01-609 3800

Cheques should be made payable to "TP GROUP".

We aim to despatch within 48 hours, but please allow 21 days for delivery before calling to complain.

Classified

Free Small Ads

As you can see, we've had very few responses to our free Readers' Ads section. It seemed to be one of the more popular items on subscribers' Wish Lists; we expected a positive flood of ads, at least for the WANTS category. It's free, so why not use it?

Classifications in the Small Ads include these:

- **Sales** especially for **secondhand equipment** and pre-owned **software.**
- **Wants** — which could be anything, from individual items of software or hardware
- **Contacts** including (for instance) notice of user club meetings, clubs forming, or *cris de coeur* asking for help with specific problems

How to send in your ad

Simple — just let us have a sheet of paper (or preferably a disk) with the words. To summarise the requirements:

- ☐ indicate which classification you'd like it to appear
- ☐ use a typewriter or printer if possible. If you handwrite it, please try to ensure legibility
- ☐ don't forget to include an address and/or phone number (we don't operate a box number service)
- ☐ please try to limit yourself to 50 words or less

Send your ad to:

APRICOT FILE
P O BOX 509
LONDON N1 1YL

Help

■■■ HELP GROUP FORMING Apricot users within striking distance of Reading, Berkshire, and interested in forming a friendly group to give and receive help on programming, communications, software packages and anything else legal (!) are invited to contact David Holland on Reading (0734) 68860 — evenings only.

Wants

■■■ REVIEWERS WANTED. We're looking for people prepared to write intelligent, intelligible product reviews — we're now ok for comms and CAD, but we could do with some more subject areas. In particular, we want one or two people to collaborate on a mass review of all the sub-£100 Apricot utility packages we can find: any takers? Contact DENNIS JARRETT on 01-609 3800.

Sales

■■■ KODE 43 TELEPRINTER — ready for use as a typewriter (has keyboard) and/or as a 30cps matrix printer (uses standard 12in 80-column paper). Excellent working order. Offers to G T Hunter-Blair on Ross-on-Wye (0989) 62013.

Misc

■■■ IBM MAG CARD TYPEWRITER still on offer at no cost to anyone willing to collect from Islington. Aged, and not currently working; but presumably fixable (by a school? an enthusiast?). Comes with manual, a few mag cards, and the Selectric typewriter unit — beautiful print quality, proportional spacing, etc. Contact 01-609 3800.

Software Round-up

Clobbering COBOL

Micro Focus, once one of the darlings of the high-tech share boom, turned in a half-year **loss of £2.8 million** on sales of £5.5 million — compared with sales of £8.2 million and profits of £1.4 million in the equivalent six-month results a year ago.

The company, which is best known for its classy Cobol-on-micros products, put out an unusually detailed statement to explain this king-sized hiccup; seems it's due to a downturn in OEM business, especially in the States (end-user sales continue to grow but aren't so important).

But the Good Times will apparently return, particularly when the computing world agrees some kind of standard for upgrading from single PCs to multi-user systems. Meanwhile, imminent survival is promised from overhead reductions, a 20 per cent cutback in staff, "evolutionary changes in our management structure", more end-user sales, more OEM sales to "established creditworthy businesses" ...

ANSWERS to SNAP?

Looks like Mercator's generally excellent survey analysis package SNAP at last has a serious competitor. From **Argent Computer Services** comes ANSWERS for £495; filtered analysis, output as holecounts, matrix lists or bar charts, options for producing word-processable text files too. More from 01-207 1929.

Supercharge SILICON OFFICE

Bristol Software Factory is reportedly moving from its classy Clifton mansion above Bristol to more modest premises. Meanwhile the company is selling what it describes as "the first add-on product for SILICON OFFICE which provides significant savings in time and cost when generating reports". It's called SO-REPORT, comes from **Datarun**, costs £245, and apparently produces amazing performance improvements — BSF cites a database example that takes 56 minutes to sort, display and print: SO-REPORT does it in 67 seconds. Major problem: when you've paid £800 for a package, should you spend another £245 to persuade it to produce reports quickly? Anyhow, BSF is on 0272 735022.

Networked DELTA

Compsoft has confirmed that the networking version of its DELTA file manager is now being shipped on Point 32 as well as other systems. DELTA4-NET provides full record and file locking, runs on "most" MS-DOS 3.1 systems, costs £995 for an initial three-user system with extra users (to a maximum of 32) adding £195 apiece. Details from 04868 25925.

SuperWritten indexes

Following on from P.A.S.D., David Langford and Chris Priest (*aka* **Ansible Information**) have come up with a £44 indexing utility for SuperWriter files. ANSIBLEINDEX will cope with up to 2,000 separate entries, even indexing multiple-file and multiple-disk documents. That price includes VAT and P&P; we're having the package reviewed by Lindsay, but if you can't wait talk to Ansible on 0672 62576.

Software copyright row

There's a nice epoch-making fuss brewing over software copyright: accounts software producer **Systems Union** claims that **Simdell** has copied a significant number of ideas from System Union's SUNACCOUNT for its own LIBRA packages. It's not the actual *code* that Systems Union claims Simdell copied; that is well covered by existing precedents as being a breach of copyright. But no-one has really tested copyright law as it applies to *intellectual* property (ie ideas) in software. Systems Union says there are around 50 'points of similarity' between LIBRA and SUNACCOUNT, and 24 of them are identical matches. Simdell dismisses the affair as "ludicrous" and intends to fight it.

Laser LEX

Laser printer interfaces are rapidly becoming *de rigeur* for word processors: SPELLBINDER now has one, WORDCRAFT's was one of the earliest, and now another of our favourite Apricot WP packages has been given a pretty impressive laser option — LEX from **Ace Microsystems**. Actually, the new version 9 of LEX includes a lot more: on-screen display of attributes, true multi-user operation, phototypesetter interfaces ... Well worth looking at. LEX costs £500, the laser option adds £250. Ace is on 01-993 0536.

Big BOS

If you've got the BOS operating system and you want more multi-user power than BOS-NET gives under Point 32, it might be worth looking at the **Equinox 680B**. It's a very powerful (M68000-based) controller/file server that will drive up to 64

Apricots and/or PCs; your £7,500 buys you that plus 12MB memory and 450MB disk. More from 01-739 3450.

Sage sells

Sagesoft is looking like one of the more ambitious (as well as imaginative) of the independents in small-computer software. At the end of last year it produced a stock financing scheme for dealers and an equipment rental package for end-users under the name 'SageFinance'; most vendors can't stand the costs of this, and instead put their customers in touch with a bog-standard finance company. Info from Sage on 091-284 7077.

No comment

Moneywise Software, purveyor of a financially-oriented spreadsheet package we rather like called FT.MONEYWISE, has gone into liquidation. The product was never sold as enthusiastically as it might have been, despite carrying the **Financial Times** imprimatur (a slightly odd deal, that). Moneywise spent some months looking for a buy-out but sadly failed.

VuBetter

Simon Sheppard is writing a maths textbook at Sussex University, he's using the **Vuman VUWRITER** technical word processor, and he's produced a fix that makes VUWRITER "both quicker and easier to use". His VUMOD claims to produce "a dramatically improved screen display", a reduction in program loading time ("typically 20 per cent"), and a by-pass for the VUWRITER dongle (to get an update to VUWRITER you have to return the dongle, so your copy is unuseable while Vuman gets round to sending the update). His price for VUMOD is £125; call 0273 736880, but *outside* normal working hours.

GEM vs WINDOWS (contd)

The front-end battle between GEM from **Digital Research** and WINDOWS by **Microsoft** is hotting up nicely, with both companies starting the New Year punting eagerly for direct mail-order retail sales via advertising. DR is selling GEM for £129; that includes the GEM WRITE word processor (based on the **Lifetree VOLKSWRITER** package), GEM DESKTOP (icons and the like for menu selection and operating system functions) and the GEM PAINT graphics doodler. Ordering details from 0635 35354. The Microsoft package is similar but a bit cheaper at £95 for an introductory period — you get WINDOWS WRITE and WINDOWS PAINT with it. Microsoft is on 0734 500741. We dislike both of them ...

Where's it all going to end?

Market research always makes an interesting read. The Paris-based **Intelligent Electronics** has just published a 650-page £1,875 opus on European software markets that includes some interesting statistics — albeit for 1984. Total European sales of packages were 818,000, 27 per cent of that in the UK and two-thirds accounted for by Britain plus France and Germany. The British market was worth $123 million, and Britain had the highest number of package sales per computer at 1.18 — in several countries the ratio was below 1:1. Overall the top five best-sellers were **1-2-3**, **Multiplan**, **WordStar**, **dBASE** and **Framework** in that order.

A slump in the microcomputer business? What slump? "While bleak reports of the terrible computer industry slump are filling US publications, the outlook for Western Europe is much brighter" — according to **Frost & Sullivan**, doyen of American market researchers. Micro sales here will expand steadily to 1990, doubling the 1985 market value. Two volumes and 452 pages plus appendices for only $2,200; are you sure you're in the right business?

Closet computing

International Resource Development of Norwalk, CT, has 187 pages of market research for $985 on **Health, Wealth and Self-Improvement Home Software**. Seems it's only a matter of time before computerised self-diagnosis programs and those that give the fat, salt and cholesterol content of your diet will be combined — whereupon "consumers will be able to get software which relates particular diets to future life expectancy". And your Spectrum will then be able to "prepare and execute a 'life extension' programme" for you.

All of which is part of a trend IRD detects towards closet computing — "the user is likely to keep mum about the source of his [or presumably her] good health".

And "much attention is being paid" by software firms to the 25-to-44 age group (characterised as "the post-Yuppy generation") with a view to allowing them to "take control of their lives". This is clarified thus: "programs that allow these young urban professionals to structure their external lives and their internal decision-making processes are expected to do well".

In short, your computer will help you lose weight, improve your memory, control stress, stop smoking and drinking, become a better golfer, exude sexual self-confidence — all while renovating a warehouse in the Isle of Dogs and paying for an esoteric foreign-made sports car.

Can't see Apricot promoting this sort of thing, somehow ... ◆

Apricot on show

still selling and supporting the F1 — but we have ceased to market it". So if you want one, you *can* have one ... if you insist. Actually, Apricot still has the stand-alone non-network F1 configuration in its special price lists for Government and Educational sales.

- **Apricot Portable**: well, there's no doubt at all about this one. The £500 Christmas promotion through Dixons shifted over 4,000 of them, and reportedly there are very few still in stock.

- **Apricot F2/F10**: these remain in the price list, though as plug-in-and-go configurations that also include one of Apricot's rebadged Epson printers. The twin-floppy F2 plus the 100cps matrix printer is £1,499; the F10 equivalent with its 10MB hard disk is £1,999. Both include 512K memory, cordless mouse, and GEM.

Given the provision of the printer, the decent wadge of memory, and the generally good perception of the Apricots, these two configurations don't sound at all bad — particularly for the 10MB system. After all, the printer alone lists for £255; and the previous *sans*-printer prices were £1,495 for the F2, the F10 was £2,995.

- **Apricot Xen**: this was getting most of the attention on Apricot's classy stand (design and layout well up to the standard we've come to expect from the company's public appearances). We'll have a very full review in next month's issue of APRICOT FILE, but undoubtedly the Xen is a very fast desktop machine — albeit one with a few rough edges.

The gimmickry wasn't on show: the telephone option is still awaiting BABT approval (though Apricot was claiming a special dispensation to use the one demo model on the stand) and the 'Voice Input System' (you'd have thought Apricot would've learnt its lesson from the Portable, wouldn't you?) is "a long way down the track".

As for IBM-compatibility, the add-on units that can read IBM-format disks is "looking more like February" — which presumably means April. One phone call to Alpha Disc, and they could have had a similar unit off the shelf ...

Nor was the much-discussed 'SoftClone' in evidence at the Show. The so-called 'IBM emulator' provided as standard with the Xen is little more than a keyboard redefinition utility and isn't much of an improvement on the Apricot PC/Xi 'IBM emulator'. SoftClone is a lot more serious: it is the gismo that will allow the Xen to run (some) IBM PC programs.

Apparently the Americans jumped the gun a bit in demonstrating SoftClone at the US Comdex show last November. But in the States IBM-compatibility is even more essential for a computer's success. And if you haven't got IBM-compatibility, the least you can do is fudge the issue ...

The product isn't ready yet, naturally. When we spoke at the Show, Apricot hadn't been given the Beta test version of SoftClone yet by its developer Control C.

When it does appear it should be interesting. The fancy bit happens between disk and memory, while the IBM software is being loaded — so by the time it reaches the Xen's memory the computer thinks it has an Apricot version of the software in there. This implies that there's no line-by-line conversion being down while the program is actually running, so the Xen's performance shouldn't be affected.

It's not a general-purpose emulator in the style of the Phoenix BIOS look-alikes. "It will probably be shipped with ready-to-go emulations for the ten top-selling packages" says Apricot's John Leftwich, "and there will also be a developer's toolkit to convert other packages. That should turn a two-month port into a two-day port."

Still, there are no marketing plans for the SoftClone in Europe yet. The Americans will probably get it bundled, though, in view of that market's obsession with PC compatibility.

Apricot says the specification for SoftClone came from its own people. Control C got the work because it is "one of the top two IBM-emulation companies" — news to us. Incidentally, Leftwich poured scorn on trade press reports that Apricot had approached Phoenix — which has done the BIOS for practically all of the PC-compatibles bar Olivetti's — for a full-scale IBM emulator.

- **Xenix**: the name 'Xen' implies a future in a multi-user Xenix world, and so does the on-board Intel 80286 — MS-DOS 3.1 can't use its memory addressing power, Xenix can. At the Show Logica was demonstrating Xenix on the Xen, but in a very low-key way: sounds like another Beta test version ...

All this reads a bit like an apology for Apricot. In truth, we feel that the douche of cold water was much needed: and we're frankly glad that it happened. If the new-look management can improve the quality of relations with customers, with dealers, and with the balance sheet, it can only work for the better.

Which still leaves the quality of the product. Apricot's traditions in poor manuals, the memory-gobbling system software, the kludges ... all appear in the Xen. It's quite a pleasant machine, if you look on it as a go-faster Apricot: and given its features and facilities, it's not pricey.

The nature and quality of its IBM emulation may be vital to the Xen's market success, and that could apply too to the Xenix implementation. In the meantime the Xen is bit expensive as a hard disk machine, albeit a fast one.

Time to wait and see ... ◆

Readers' queries

Q&A:

Your questions answered

WordPerfect from DEC to Apricot

I need to transfer WordPerfect files from a DEC Rainbow 100 to an Apricot PC, but for practical reasons I can't just link the two machines with a serial cable. So what I'm looking for is an external disk drive for the Apricot that can take DEC-format disks. Does such a device exist? If yes, am I right in assuming that there would be no problems about transferring files between the two machines in this way?

Try **Alpha Disc** on **0784 35357**. This company does a rather good add-in drive for the Apricot that takes 5 1/4in disks; IBM PC disks are readable as standard, but Alpha Disc can also do a version that reads the DEC Rainbow disks — assuming they're single-sided.

Alpha Disc add-ons work fine for the PC formats, so we have no reason for supposing that this solution wouldn't be as effective. There certainly shouldn't be any problem about using WordPerfect on one machine to read files created by WordPerfect on another.

Non-DOS disks

I have recently acquired a newish version of the Apricot BIOS (it is 2.7) but I now get a lot of 'non-DOS disk' error messages when I try to use programs and data that worked perfectly well under my old version 2.4. Is there a solution?

Format a disk under BIOS 2.7 and try copying the old stuff on to it. This should work ...

The second character font

I have tried using the second character font via Esc "*" from MSBASIC, but nothing happens — there's no screen display for any subsequent entry. Where does the second font have to be located for it to be called up in this way?

Use the FONT command from the command prompt to load your alternate characters *before* entering MSBASIC. Then Esc "*" or Esc "*1" will change to that font, Esc "*0" will change back. A suitable batch file to do this automatically would look like this:

```
FONT FONTNAME
MSBASIC FILENAME.BAS
FONT RESTORE
```

It should be possible to switch between three fonts actually from within a Basic program, but we haven't figured out how to do it yet.

The locations of the fonts aren't relevant to this particular solution, but these are the normal start locations for the Apricot fonts:

- Font 1 loads at 0800 Hex
- Font 2 loads at 2800 Hex
- Font 3 loads at 4800 Hex

Apricot graphics in MSBASIC

Under early versions of the BIOS, when you use Esc F in MSBASIC to change to graphics mode the command affects only the lower-case characters. With later versions the whole lot changes and I find it impossible to get upper-case letters. Short of creating a brand-new font, is there any quick and easy way around this?

Yes, it's true that upper-case letters are no longer available after using Esc F from MSBASIC; one result of the command is to replace ASCII codes 0 to 127 with 128 to 255.

But if you do need upper- *and* lower-case characters, the following Lindsay Doyle routine prints all 256 ASCII characters from keyboard to screen:

```
9010  REM: MSBASIC SUBROUTINE TO PRINT ASCII
      CODES 128 TO 255
9020  REM: FROM KEYBOARD TO SCREEN
9030  REM: by Lindsay Doyle, 7/1/86
9040  REM
9050  REM: Uses '@' as an Escape key to
      'graphics'
9060  REM: - replace '@' by whatever key you
      prefer
9070  REM
9080  REM: Use SHIFT key, not CAPS LOCK, to
      access 192 and up
9090  REM: DON'T USE THE HASH MARK!
9100  REM
9110  Q$ = INKEY$: P$ = Q$: IF P$ = "" THEN 9110
9120  IF Q$ = "@" THEN GOSUB 9150
9130  PRINT P$;
9140  GOTO 9110
9150  P$ = INKEY$: IF P$ = "" THEN 9150
9160  P$ = CHR$(ASC(P$) + 128)
9170  RETURN
```

As an alternative, David Langford suggests using the Esc 8 'print literal' approach for the graphics characters outside the range of ASCII codes 32 to 254 (which can be used with CHR$ to generate characters directly). For instance, alternative character 1 (a silly little face) can be generated by ...

```
PRINT CHR$(27);"8";CHR$(1)
```

... and so on. David has promised more on this in an upcoming column, plus some ideas about generating a COM file to produce them at will without using assembler. ◆

P.A.S.D. vs POLYPRINT

Apologies all round. We take refuge in the traditional publisher's cry of 'it's the printer's fault' for the screw-up on the address panel for last issue's review of the **P.A.S.D.** Professional Author's SuperWriter Disk — somehow the address of supplier **Ansible Information** got merged with the address for POLYPRINT supplier **Arcom Software** from a review in the *previous* issue.

The correct details are as follows:

P.A.S.D.

Supplier:	Ansible Information
Address:	94 London Road Reading Berkshire RG1 5AU
Telephone:	0734 665804
Price:	£46 inclusive from DEALS FOR READERS
Conclusion:	Useful, cheap extras for any SuperWriter user

PolyPrint

Supplier:	Arcom Software
Address:	45b Princess Road Branksome Poole Dorset BH12 1BG
Telephone:	202 762236
Price:	£30 inclusive from DEALS FOR READERS
Conclusion:	Simple, effective utility for producing fancy printing on standard matrix printers

Power of the press

As an interesting footnote to the letter from Apricot's **John Leftwich** in Release 1.2 ("Your inference that APRICOT USER is not independent is totally erroneous"), we've had a circular from someone at APRICOT USER that describes the mag as "exclusively supported by Apricot Ltd". Semantics is an amazingly fruitful field ...

Northamber scores

In the last couple of years the USM-listed printers distributor **Northamber** has burgeoned into a wide-ranging supplier with very good prices and excellent delivery. It's end-of-year results confirm this: sales up 40 per cent to £9.2 million, pre-tax profits rising 83 per cent to £829,000, growth running at 50 per cent per year. Expect a full Stock Exchange listing later in 1986 ...

Maintenance plus insurance

Customers of the recently-deceased **Ferranti & Craig** dealership are luckier than most in that their **maintenance contracts** are being taken over by **Kalamazoo Maintenance Services** — 57 engineers nationwide, £1.4 million worth of contracts: puts KMS in about no. 4 spot in the independent maintenance league table. An interesting new KMS service called **SURECOVER** might improve that; it's a standard maintenance contract plus insurance cover for increased cost of working, cost of re-creating data, and accidental damage. So you don't have to choose between maintenance (quick fix but cash out of your pocket and no recompense for the hassles of getting going again) and insurance (get it fixed yourself, put in a claim, get the money back long after the event). Sounds good; we weren't quoted a price, but were assured that it would be "no more than the cost of a normal maintenance contract". KMS is on 021-477 5608.

More awards

The German home-computer magazine CHIP runs a set of 'Computer of the Year' **Awards** by polling magazines in a half a dozen European countries. The UK representative, PRACTICAL COMPUTING, always seems to disagree with the overall results ... Still, the 1985 hardware awards went to Atari, Amstrad, Compaq and Epson; software winners were FRAMEWORK (again), SCIENTEX (scientific word processor that hasn't really had much exposure), Turbo Pascal (naturally) and a game called IMPOSSIBLE MISSION.

Instant intro to comms

If you want a quick and comprehensible intro to **data communications** in general and services like electronic mail and dial-up bulletin boards in particular, you could do worse than ask **Northamber** for the booklet its Data Comms Division publishes. Sensible, brief, practical: includes a comparative summary of the top three UK E-mail services (**One-to-One, Telecom Gold, Easylink**), lists bulletin boards, describes some on-line databases. The last page is Northamber's own *price list* for modems etc, but the prices are competitive. The number is **01-391 2066.**

EmBee

Honeycomb is a slightly perverse name for an add-on **removable cartridge disk** system announced by **Micro Technology** (tel 0892 45433) for the Apricot and other machines. It's a two-disk 20MB unit that retails for a costly £3,695; but at that price it compares with a 40MB plug-in hard disk system plus a tape-streaming back-up device, and you can of course remove removable disk cartridges.

Apricot/MS-DOS user group?

One **Kevin Powis** is trying to start an MS-DOS user group in the Midlands, apparently aimed at users of PC-compatibles and the Apricot. Drop him a line at **18 Burfield Road, Cradley Heath, Halesowen, West Midlands** if you're interested ...

On-line law

The **Law Society** has given its blessing to an electronic mail user group called **Network For Law**. It will run on **Telecom Gold** ("the most suitable service, at least in the short term"). ◆