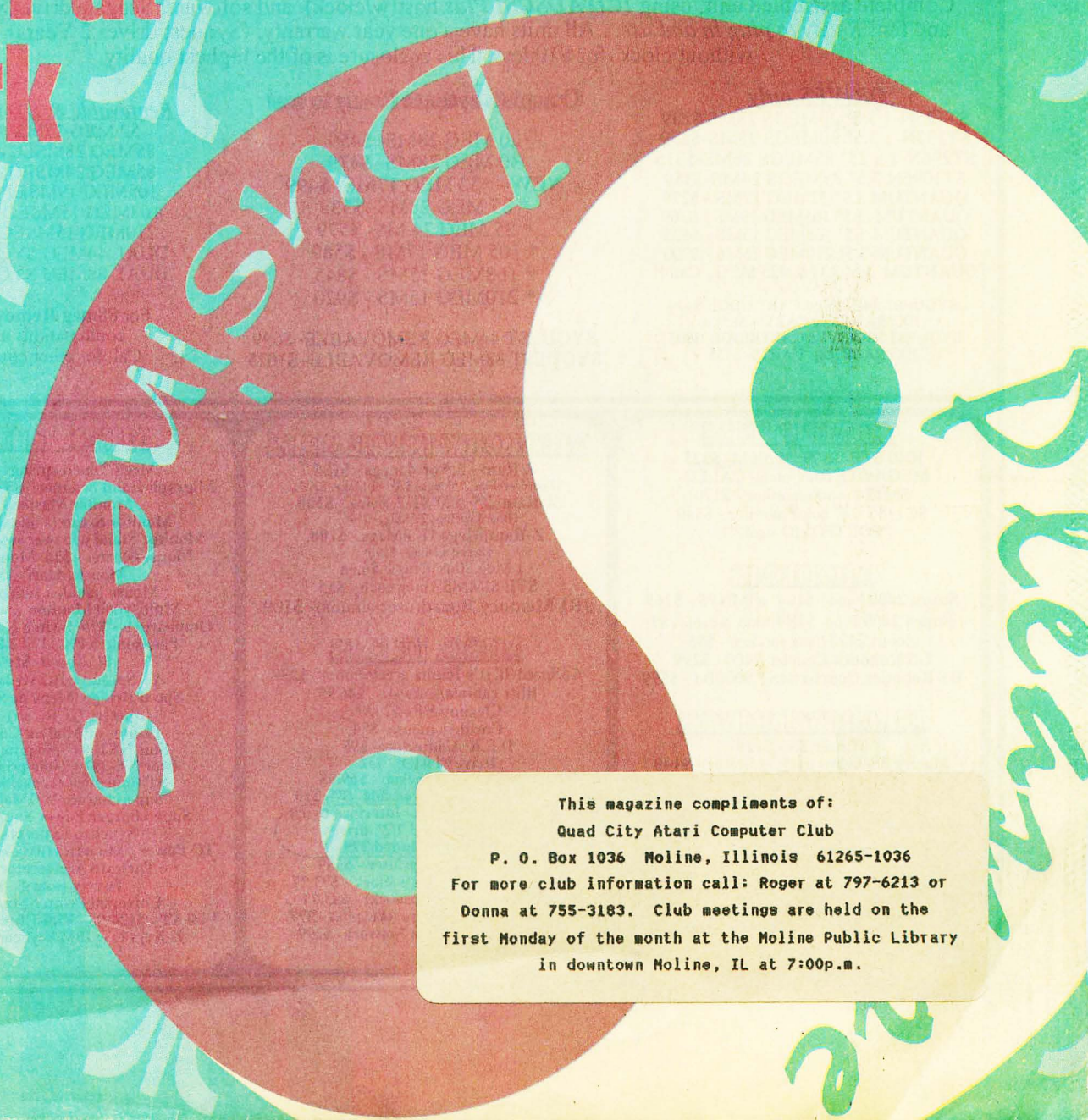


# Atari User

*The Other Side...*

**Atari at  
Work**



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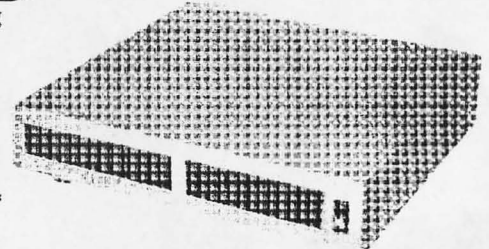


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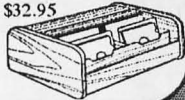
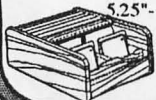
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Z-Keys (use IBM keyboard) - \$96.95

News & Stuff!

Readers Byte Back / 6 8

New! What do 'ya think..?

Nagy's News & Comment / 10 11

Atari Messe, New Products, Unix, America in Europe

NewsWire from Z\*Net / 13

Atari Explorer on track, ISD contest, Other stuff

Reviews / 14 15 17 19

Sales Pro, LDW Power v2, Finance, Midwinter 2, C-Manship Complete, Ninja Gaiden, Abbreviator ST, Hero —Vapid's Keep.

News Alerts / 26 28 30 34

Read Me!

This month, AtariUser looks at doing business on your Atari computer. We know that the ST and other Atari machines are infrequently considered to be appropriate choices for the workplace, but we also know that it needn't be that way. We'll explore ways and places that the Atari's shine in both office and home environments, doing business as well as any brand.

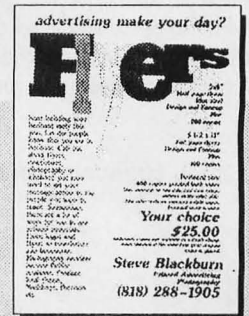
New to AtariUser, Steve Blackburn details the pitfalls and pleasures of using your computer to earn money. Our Portfolio, 8-bit, and MIDI writers, BJ Gleason, Chuck Steinman, and Jim Pierson-Perry, each explain the professional applications of their relative software and hardware. And our Resource/Pull Out lists the business-related products and systems for your ST/TT.

News of machines to come, fresh from the giant Duesseldorf AtariMesse, is in my column. We've got more reviews this month than ever before. And we're starting to answer the reader mail that's been stacking up around here (and please keep it coming).

Look for AtariUser at COMDEX and at the WAACE show this month. Check the Calendar on the back page of this issue for details. Next month in AtariUser: Graphics! And a shopping guide of the hottest products for the Atari User on your holiday list! — John Nagy, Editor-in-Chief, AtariUser Magazine

Atari DTP for a Living...

Desktop publishing as a home business sounds like a lot of fun, doesn't it? It is! Enjoy watching the pages come out of your printer more than you can explain? As a professional, Steve Blackburn gets that same feeling of creation from watching his images develop into what they're to be. But aside from the fun aspect, there is that less exciting thing called "making a living." It gets more complicated at this point, because you have to decide whether you want to create for the fun of it, or to earn an income from your work... Begins on page 20



How to get AtariUser!
Subscriptions / 4
User Groups / 27
Stores, etc / 27

Columns!

ST TT / 20

Desktop Publishing as a home business—A professional says Just do it...

8-Bit / 24

Big business, little business—the professional 8 bit is alive and doing well

Portfolio / 26

Perception, Portfolio—and much more—including B.J. Gleason's great tips

Lynx / 28

New hardware—Lynx 2 hits the street—and much more

MIDI / 34

Making MIDI most! Growing your studio



Resource!

Everything (just about) Business / 31 32

Classifieds, Ad Index, AtariWatch / 38

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**Publisher** Steven W. Lesh

**Editor-in-Chief** John Nagy

**Assistant Editor** John King Tarpinian

**Coordinating Editor** Gantry Gappmayer

**Writers** Ron Berinstein,  
Clinton Smith, Ron Kovacs,  
Norm Weinress, Jon Clarke,  
Jim Pierson-Perry,  
Chuck Steinman, B.J. Gleason

**Art Direction** Steven W. Lesh

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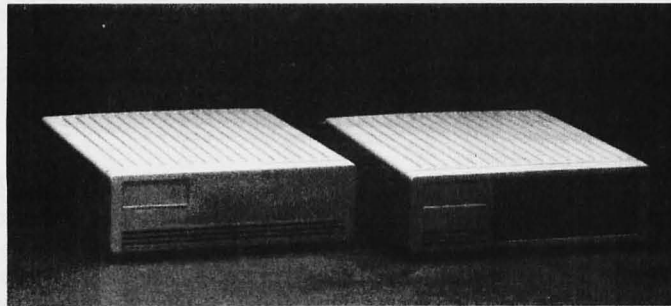
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# Readers Byte Back...

▼ We've been getting lots of mail and newsletters from all over the world since beginning AtariUser six months ago. It's time we shared some of it with you. Keep it coming, it really helps to know what readers think about us and about the state of Atari in general.

AtariUser, 113 West College Street, Covina, CA 91723. Some of these letters came to us via electronic mail or the public message areas on GENie telecom system. AtariUser has its own Mailbox ID ("ATARIUSER"), plus a topic of our own in the Atari ST RoundTable, Category 15 (Atari Magazines), Topic 10 (AtariUser Magazine).

■ "I'd just like to say that I'm very impressed with AtariUser magazine. I have issues 2 and 3 now (missed the first), and I'm ready to subscribe. We've been getting them through our local users group (O-ACEs, Omaha Atari Computer Enthusiasts). I have but one question: The cover price is \$1.00, yet to subscribe for a year costs \$18.00. Something is wrong with that price, and I just can't seem to figure it out." - **Rob Glover**, via GENie.

■ "I was planning on subscribing to your publication, which I do find very interesting, but the \$18 a year seems a little steep. Since I received the first issue, I have discovered an Atari dealer in Lakewood, OH (Cleveland), and I should be able to pick a copy up there. The store is 63 miles away and I probably will be up there on the average of every other month, but they will save me the previous month's copy... Anyway—I did write two letters to Atari and to WordPerfect as you suggested..." **Robert Hochwalt**, North Canton, OH.

*[The home subscription offer is strictly a service. New taxes in California have made us raise the rate further. It costs us all of our new \$19.95 U.S. rate to carry a subscriber. The service is really there for people who have no way of picking up the magazine from a dealer or user group, or who value the convenience of monthly home delivery. \$12 was the pre-release subscription rate, it went to \$15 during the shelf life of issue #1, and then was \$18 until California enacted new taxes. It's now \$19.95 a year, where it's likely to stay for quite a while. As of issue #3, the cover price went to \$2.00 per issue. This has been done to help get AtariUser into more "main stream" book stores who won't distribute free or for as trivial a charge as \$1. AtariUser is free to the dealer or user group, while the shipping must be paid. It's up to your dealer to charge a cover price or give it away free. Our costs and thus our charges for quantity shipping have gone up, see the details in "Getting AtariUser," elsewhere in this issue. And our thanks go to the many readers who responded to Atari's request for letters of support in the WordPerfect matter. - JN]*

■ "Oh boy! Looking forward to AtariUser in my mailbox. Have subscribers copies been sent out yet? Last time, I had to wait two weeks after the issue was released." **Jonathan Budil** via GENie.

*[We use 3rd class mail for subscriptions. This can take anywhere from three days to two weeks for delivery. A 1st-class mailing would double the costs of a subscription. We are working on a 2nd-class permit, which would give nearly 1st-class delivery at nearly 3rd-class rates. Wish us luck; the postal regulations on 2nd class have tightened (the post office loses money on second class now) considerably and are, um... challenging. - JN]*

■ "Are you looking for writers? Please send me your writer's guidelines, as mentioned in the masthead." **1,000 Readers**.

*[AtariUser is always entertaining the offerings of new writers. But to be honest, we have a loooong list of people who believe that they have what it takes. Most write well enough, but are in search of something to say... the result is far too many "How I got into computers" articles. Remember, in AtariUser, useful is the keyword. If you'd like to try out, send a sample of your writing, along with a short bit about yourself and what particularly you'd like to write about. Send it in EMAIL to ATARIUSER on GENie, or via "real" U.S. Mail to us at the address above. We have just started to send out writer's guidelines. If you asked for a set and haven't received them, call us. We've also posted them on GENie. - JN]*

■ "I liked the article on magazines. Andy Eddy's opinions for the most part matched my impressions of the publications. He not only stated his thoughts but backed them up with examples." **Craig S. Thom**, via GENie.

■ "I also enjoyed the review of the magazines by Andy Eddy. It's been too long since I've read his material in an Atari magazine. Do have him write more often! However, I take issue with one of his reviews, the one for PSAN. I think it is important to recognize that all of the other print magazines are a for profit type of publication. PSAN is a user group magazine, and is one of the best ones that crosses my desk. Unlike so make other "magazines" from user groups, PSAN eschews the typical stapled-sheet arrangement. I would have appreciated it if Andy had recognized PSAN in a separate fashion from the rest of the magazines. It's clearly the very best user group magazine around! The rest of the review was well written, and in a number of instances, rather kind. Well done, Andy!" **Bob Brodie**, Director, Communications Atari Computer Corporation, via GENie.

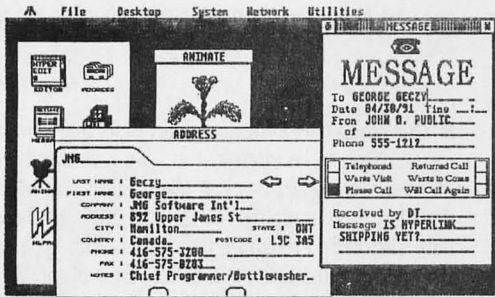
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▼ Continued on page 8

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## Readers Byte Back... continued

■ "Make AtariUser a glossy magazine. It looks like a comic book." **Expectant Reader.**

■ "How dare you use recycled paper? Don't send me someone else's trash and call it a magazine!" **Former Reader.**

■ "I'm very pleased to see that AtariUser cares about the environment enough to use recycled paper for the magazine." **Happy Reader.**

*[AtariUser is printed on 100% recyclable paper, not recycled paper. The costs of printing in this format are about 1/5 that of glossy paper. Shipping costs are also dramatically higher for the much heavier gloss paper. Someday, we may add a gloss cover for a better look, but we're more interested in getting you the best value—good content! - JN]*

■ "I wish you every success for your outstanding magazine... Something I would like to see in your publication is a survey that asks readers what they want from developers and what they think of the support they are getting from Atari developers... a report card on developers, dealers, and importers." - **Steve Kube**, North Hollywood, CA.

*[This sounds like something we can work on. We don't really want to take on a police function for those who are unhappy with individual experiences, but a survey could be coming soon in AtariUser. - JN]*

■ "Love your Portfolio coverage, you need more of it. Can you do a series on how to use MS-DOS?" **Palmtop Reader.**

■ "I just picked up a copy of AtariUser at Randall's Home Computers during my 8-bit SIG meeting. It's nice to know that, with the demise of so many other publications, there is still an Atari resource out there. I hope you will see your way clear to publish some short, easy-to-type-in 8-bit programs." **Nick Barr**, St. Louis, MO.

■ "Our club is 8-bit only, and we will agree to take your free magazine if you will include a minimum of five pages in each issue devoted to coverage of the Atari 8-bit computers." **Adamant Reader.**

■ "Your magazine looks good, but with only a couple pages devoted to MIDI, I can't see how you hope to survive." **Musical Reader.**

*[AtariUser will continue to support all types of Atari users, but space restrictions and hard facts about the mix of users preclude giving too many pages to any single topic. We're certainly listening to what the readers want more or less of, and we'll do*

*our best to provide the most useful mix of coverage we can. - JN]*

■ "Our group [The Educator's Atari Club] may now be too small for AtariUser to be interested in. We presently have less than 50 members... Atari has just about killed any hope of making the Atari 8-bit computer, or the Atari ST, any force in education. They fail to recognize that the current Apple monopoly of the educational market is a direct result of intelligent marketing decisions by Apple. It is a shame that Atari failed to recognize that by capturing the educational market they would be generating an unlimited and growing base of future Atari users. Nevertheless we continue to support the small remaining base of classroom teachers trying to use the Atari in the classroom, and although we hold no regular meetings, we support our small membership through the mail. Our TEAC Newsletter comes out every other month, and we revise our TEAC software catalog about twice a year." **Peter A. Loeser**, The Educator's Atari Club, P.O. Box 1024, Laytonville, CA 95454.

*[No group is too small to matter. Here's hoping that this publication of your address will help you become larger. - JN]*

■ "How do I use a modem? How do I find a user group or a dealer near me? What software should I buy? What BBS's are near me? Tell me about the TT, not just the basics, the details too. Can I use a bubble jet printer? How do I get italics on my printer? How do I start a club?" **Querulous Readers.**

*[Yikes! (We've been trying to break John of the "Yikes" habit, but haven't been too successful—Pub.) AtariUser can't individually respond to every request for information, but we're trying to respond to the common areas of interest in our magazine every month. There's no substitute for local help from a user group or dealer. We included a national user group list in our May'91 AtariUser, and back issues are available for \$1. We also maintain a national dealer list (look for it in the December AU) and are starting to compile an international BBS list (coming in the February '92 AU). Call us for specific information and to update us on your area at 818-332-0372 (voice). And/or call Bob Brodie, Director of Communications at Atari Corp at 408-745-2052. - JN] ■*

▲ We'd like to hear from you! Send your subscriptions, comments, suggestions, complaints and submissions to AtariUser at 113 W. College St., Covina, CA 91723.

■ "How do I use a modem? How do I find a user group or a dealer near me? What software should I buy? What BBS's are near me? Tell me about the TT, not just the basics, the details too. Can I use a bubble jet printer? How do I get italics on my printer? How do I start a club?"



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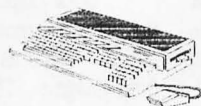
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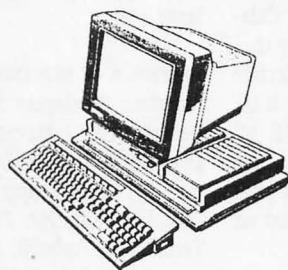


520St'e	\$349.95
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Too many excellent titles to list. Call for current pricing and availability. All prices are subject to change.



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# Atari Messe, New Products, Unix...

■ "Ah! Don't say you agree with me. When people agree with me I always feel that I must be wrong." —Oscar Wilde

## THE STATE OF ATARI

**Atari looks healthier than it has in years**—at least on paper. Financial results for the second quarter of 1991 showed sales revenues dropped to \$49 million from last year's \$85 million, but net income was up to \$30 million (from \$1.5 million last year). While that sounds great, it includes \$40 million in gains from the sale of their Taiwan plant—meaning that without the sale of the plant, Atari would have posted a \$10 million dollar loss. Nevertheless, Atari is now cash rich and their important debt-to-equity ratio is lower than ever. While the gains can be said to be more produced on paper than in the marketplace, Atari appears to be in the strongest financial position it has had in years. That makes loans and major launches of new products easier than ever. The future could be stunning—we hope to see it unfold.

## WORDPERFECT UPDATE

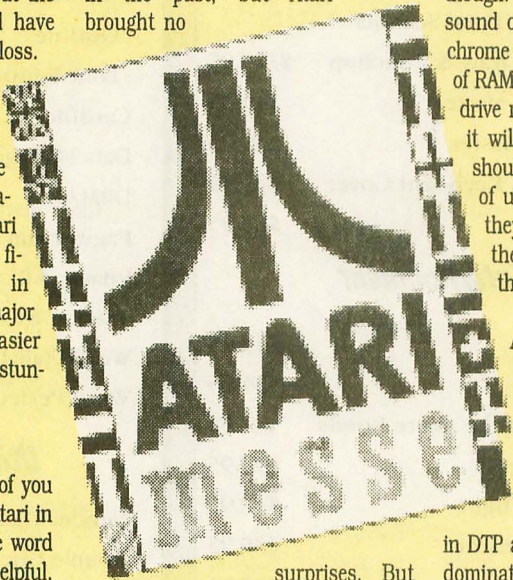
Many thanks to the hundreds of you who wrote to WordPerfect and Atari in support of a new version of the word processor program. They were helpful, but we don't yet have any reason to believe that we will prevail on WordPerfect to release the Atari 5.1 version. **All is not lost, either.** Keep up the pressure; we'll have some intriguing details next month. Write to: WordPerfect Corporation, 1555 North Technology Way, Orem, UT 84057. Thanks to you, it *might* still work.

## DUSSELDORF

The mother of all Atari shows was held in Germany, August 23rd to the 25th. 30,000 or more Atarians from around the globe convened on Dusseldorf, Germany, for "Atari Messe." That's not just a mess 'o Atari, it means "fairground" in German. **20,000 square meters of floor space** (that's about 4 football fields) housed 180 Atari vendors, including a

number of familiar faces from the USA. Atari itself filled 60 tables! Attendance was expected to outstrip previous shows but in fact was down somewhat from last year, but by the high sales figures of many vendors, they didn't feel it.

Many of us had high hopes of major announcements from Atari. This show has been a launch vehicle in the past, but Atari brought no



surprises. But five production models of the fabulous ST BOOK notebook computer were shown and its real release and availability was forecast for October or November. The STylus or ST-PAD was also there but with a later availability being forecast. Developers and the public were freshly dazzled with both units, which ere shown by chief designer Tracy Hall and Bob Brodie, Atari's Director of Communications.

The ST BOOK specifications are nearly set in stone now, and they surprised some observers. No way to attach an external monitor is planned. It was hoped that it could drive a color monitor, as the innards of an STe make up the tiny (8" x 10" by 1") folding ST computer, but no port will appear. It may be that enough data lines appear in the book-bus that an

add-on unit might be able to provide a monitor port, but it's not a priority at Atari. The ST Book will be 8 MHz, not faster as hoped. It won't even have a socket for an external mouse, but the new "velocity sensitive" mouse "pad" on the unit has received **nothing but raves** from users who were ready to pan it. An external numeric keypad (optional) will have a mouse port, though. The ST Book won't offer DMA sound or backlighting for the monochrome screen. It *will* be 1 OR 4 meg of RAM, with 20 or more meg of hard drive room. No internal floppy, but it will have a disk drive port. It should be under \$2,000, and most of us are panting. I expect that they will sell "jillions" of them if they produce and distribute them in quantity.

Otherwise, news from Atari itself was very light at Dusseldorf. It was more of a time for the third-party manufacturers, and they were dazzling in their own right. New graphics and VME cards and advances

in DTP and multimedia products predominated, but new wares of every type were presented.

## NEW PRODUCTS

DMC, the producers of Calamus, were showing their latest module for Calamus S/L, a multimedia package that works with a *Code-A-Chrome* interface box for a digital frame grabber. It inputs into Calamus S/L at 16 bit color/greyscales. **The results are true magazine quality instant photos.** 24 bit color digitizing is next on the horizon for Calamus S/L.

At least three German companies were showing their own networking solutions: PAMS Net, Riebel (being shown in Atari Germany's booth) and BioNet. Each are true ethernet compatible networks.

GE Soft Computersysteme was the first company to come out with a

third party RAM upgrade board for the TT. "Mighty Mic Profileline" breaks the 16 megabyte limit that Atari has imposed on the TT. Instead, their product will come with up to *thirty-two* megabytes of TT RAM!

Color graphics boards included the already renowned *Matrix* and AltberTT cards as well as a new one from Imagine. Their card does 256 colors in resolutions up to 1024 x 768, and 16 colors up to 1280 x 1024 with a remarkable software compatibility list.

A printed circuit board layout program called PCB-layout plus featured a full board design, and interface to a router to actually have the board etched/built by the computer! Another company had a similar product running on-site, showing the ST controlling the router and the board design in progress.

A 386SX PC emulator on a VME card was shown by Vortex, offering plug-'n-play IBM in a TT or Mega. Omega Computer showed a similar offering in a non-working model.

Turbo-C for the Atari from Borland will be available as "Pure C" from Application Systems in Heidelberg. Borland abandoned Atari, but returned the rights to the product to the authors, who have found a publisher. We hope it will cross the Atlantic soon.

## AMERICA IN EUROPE

American developers on site for the German Atari extravaganza included Dave Small (Gadgets by Small: Spectre, SST 68030 upgrade), Dorothy Brumleve (Kidprgs), Jim Allen (Fast Technology: Turbo20, another 68030 upgrade), CodeHead, ICD, ISD, Double Click, WuzTech Omnimon, and JMG. Several had their own major booth, but Atari USA funded booth space for any American developer who would go to the show. The result: **major cross-pollination of developers and distributors.** You'll soon see many new

# America in Europe, Shows & Shows...

European products reach the US through arrangements with US developers, who will in turn get distribution of their own products in Europe. Everybody wins.

New and unusual products shown by our own developers included Double Click's NoveTalk, a Novell-compatible network interface that operates in conjunction with AT-SPEED PC emulators on the Atari. CodeHead offered a first look at MultiDesk Deluxe, which will allow 99 desk accessories with *no* RAM use until and unless you choose to use one... then it gives the RAM back! Dave Small was showing big-screen Mac emulation using Megascreen's graphics card. Jim Allen showed his 68030 board which promises to be another screamer. Wuztek promoted their upcoming Omnichrome adaptor (for *any* ST!) that will give 256 of 16 million colors on an ordinary ST color monitor.

## UNIX

UNIX was shown on the TT at Dusseldorf and now seems ready to fly. According to some, it will be a \$2,000 package which will include a huge hard drive. Exact pricing and details are not out yet. A scare rumor that the head of the UNIX project had left Atari are misleading. David Plummer, leader in the project of porting the UNIX kernel to the Atari, has indeed given notice. However, he was brought in for the purposes of the project, and now has completed the project. He's moving on to other challenges, leaving the maintenance work to a qualified staff at Atari. Many industry observers see affordable UNIX as the only way Atari will break into the workstation marketplace, vital to mass sales of TT computers.

## SHOWS, SHOWS, SHOWS

We've told you about GENCON, the massive gamers convention in Milwaukee, Wisconsin, in past issues. It

went off without a hitch on August 8-11, with Atari lending 60 computers and more Lynxes to the show. Area user group MILATARI handled what was one of the largest and most popular area s



in the show with Atari's MID-MAZE challenges throughout the event. 15,000 people visited the show, which included all forms of gaming interests. Many of them are now interested in Atari, one of the few computer brands that made a splash at the show.

A multi-brand show sponsored by the McDonnell Douglas Recreational Computer Club on August 31 in St. Louis, Missouri, had a similar result. **Atari computers outnumbered all others**, with over 1,000 paid visitors. Vendors reported sales of Atari merchandise matched or surpassed those at several Atari-specific shows they had recently attended.

Just days away as I write this is the Glendale Atarifest in Southern California (September 14-15). It has developed into the USA's largest congregation of Atari developers and vendors, with the list of individual exhibitors now numbering well over 40. Last year's paid attendance was 2,500, and similar numbers are anticipated now. A full report will be in next month's AtariUser.

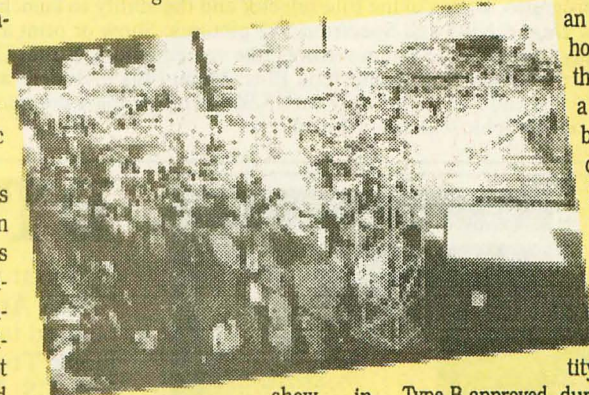
Next on tap are COMDEX and the WAACE AtariFest. Check the *Calendar* on the back page of this issue

of AtariUser for details and dates. The WAACE show in Virginia precedes the COMDEX event so closely that Atari won't be able to provide loaned

equipment for the East coast user-group show. While this shouldn't impact the visitors, developers may have to accept less than they are used to in on-site preparation.

The WAACE show should be very large and very nice none the less. Last year, paid entrance numbers were just under 2,500. Why the promoters feel that they need to imply inferiority of other shows in order to promote their own is unknown, but several other promoters felt a sting when seeing WAACE proclaim their event to be "the only full-scale Atari show on the '91 calendar." But, no argument, it'll be the place to be on October 12 and 13.

Chicago's Atari



show in November is **finally looking assured after some dicey moments of doubt**. Atari's Jack Tramiel didn't want commitments made to rent a major hall until enough developers committed to appear at the show. Developers, of

course, were reluctant to sign up for a show that wasn't really booked yet. Catch 22. The Chicago user group that is managing things didn't make the way easier by publicizing the rift in negotiations. It scared more developers and encouraged indignant indifference from the Atari officials they were hoping to influence. Fortunately, with the considerable efforts of Bob Brodie and others, the lid stayed on and the contracts are signed. Plan on November 23-24 being the central midwest's first super Atari event in years.

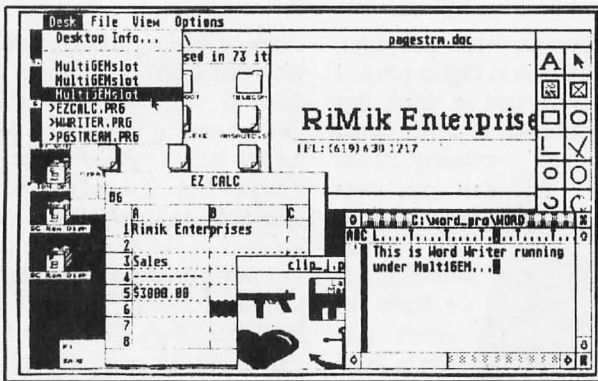
## CD-ROM TO ARRIVE

Atari plans formal introduction and release of the ST BOOK and probably other products (including the long awaited CDAR505 CD-ROM player) at COMDEX in Los Vegas, October 21-25. The CDAR505 is not quite as predicted—it won't even work on an ST machine as shipped. Instead of having the ACSII/DMA port and a SCSI port as announced, it will have only the "pure SCSI" port that is the industry standard. It'll plug right into a TT or a Mac, or any computer that has a SCSI host adaptor. So ST owners will need to use an ICD or other host unit to access the CD player. Not a major problem, but certainly a disincentive. Price will be "under \$499" as things look now, and they will in fact arrive in quantity, for sale, FCC

Type B approved, during the month of October. Promised by some *not* to be introduced is a 1040STe with PC-SPEED IBM emulation built in. Hmmm. I wonder if we'll see signs of the Atari 68040 machine—the "Falcon?" —John Nagy ■

# MultiGEM

## Multitasking System for the Atari



**"It's like MultiFinder\* for GEM\*\*"**

Many of our customers feel this way after using MultiGEM. A true multitasking system for the Atari ST, STE and TT computers. Run up to six GEM, TOS, ACC or TTP programs all at the same time. TOS and TTP programs run in their own GEM windows. Run accessories right from the "Desk Top". Adjust and allocate memory to any program running under MultiGEM. MultiGEM is completely compatible with most Atari programs. Imagine downloading files with your telecomm. program, printing out a document with your word processor and working with a DTP program all at the same time. It is possible

using MultiGEM! MultiGEM is a TRUE multitasking "OS" that is flexible and easy to use. Works great with CPU accelerators like Fast Technology's T-20.

Only **\$99.95**

## MultiGEM Utilities Disk #1

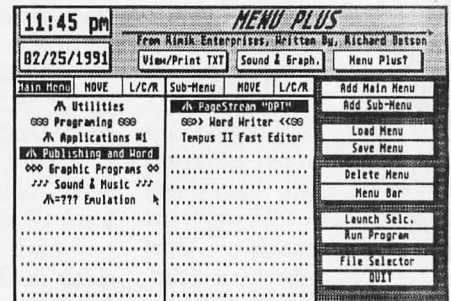
The MultiGEM Utilities were designed to enhance MultiGEM's performance. There are four programs included in the MultiGEM Utilities Disk #1. MultiMAT will allow you multitask format a floppy disk. With Multi-Copy you can multitask copy files. Multi-Print will let you multitask print ASCII text files. Multi-Launch is a complete program launching system that will allow you to run other programs from within any GEM program. These utilities are a must for MultiGEM users.

Only **\$29.95**

## Menu Plus

Only **\$39.95**

Menu Plus is a full featured "Desk Top" enhancement that allows you to quickly launch (run) any program on your hard disk or floppy disk. Menu Plus uses a creative menuing system that allows you to set up a Main Menu with corresponding Sub-Menus, quick access to over 160 programs, access to the File selector and the ability to launch programs directly from it. View Degas, NEO and Spectrum 512 pictures. Show or print a text file. Play and edit ST-Replay sound files. System settings like screen colors, Blitter Chip and Time and Date can all be set and saved from Menu Plus. Menu Plus includes a special password feature. All of this and Menu Plus only uses 32k when running a program. ACC version of Sound, Text, and Graphic features included.



## DTPaint #1 Image Editor

DTPaint is a full function high resolution paint program in a "Desk Accessory". Because DTPaint is a desk accessory it can be used to edit IMG, DEGAS and MacPaint within your favorite Desk Top Publishing package. DTPaint supports GDOS, GPLUS. Included is a full array of tools and has "MAC" like features such as "Lasso" and "Jack Knife". Works with Atari^ ST, STE and TT computers.

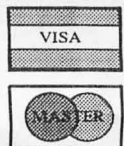
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# Atari Explorer, Contest, Other Stuff...

■ "The truest freedom is access to information" —Benjamin Franklin

■ **Mega/STe's are shipping with TOS 2.05**, but earlier models had TOS 2.02. Differences should not be apparent to users, as any program that works on a 1040STe will work on either revision of TOS for the Mega.

■ **HACE is sponsoring a one day computer show** in Houston on September 28, 1991 at the Holiday Inn, I-10 and Silber. ATARI SAFARI '91 will feature a visit from Mr Bob Brodie, of Atari Corporation and the latest in Atari Computers and Software. The show will be held from 11 am until 5 pm. Admission is \$2.00 (pre-Teens Free). User group tables (for information and membership only) may be reserved free. Sales tables may be reserved by any party for \$10.00. Make reservations by calling 713-988-3712 or 713-493-2310. HACE, P.O. Box 460212, Houston, Texas 77056-8212

■ **Publisher/Editor of Atari Explorer Magazine** John Jainschigg says that their production schedule is finally set and that they will be producing issues on a monthly basis through the end of 1991, making up the normal yearly total of six issues. The next issue should be arriving at subscriber mailboxes in the next week, and features 15 pages of Atari 8-bit material in addition to the full Atari coverage. Jainschigg also announced a discount on subscription rates to Atari user-group members and users of CompuServe. Regular yearly rate for the Atari-owned bi-monthly magazine is \$14.95, but is reduced for members to only \$9.95 until December 31, 1991. Three year (18 issues) subscriptions are on special for \$24.95. Renewals are also offered at the same rate. Call Atari Explorer at 218-723-9202 to order (credit cards ok). Atari Explorer Discounts, P.O. Box 6488, Duluth, MN 55806

■ **ISD Marketing, Inc. announced their second annual Creativity and Design Contest.** Entries may be text, graphics or a combination of both.

Submit card designs, logo's, fonts, freehand drawings, posters, illustrations, cartoons, graphical effects, just about anything using any one of the Calamus family of products, including, Calamus, Outline Art, the Font Editor or any combination of the three. Deadline is November 30, 1991. Send files Email to Compuserve at 76004,2246, Delphi at ISDMARKETING or GENie at ISD, or mailed directly to ISD Marketing, Inc., P.O. Box 3070, Markham Industrial Park, Markham, Ontario, Canada L3R 6G4. You must be a REGISTERED OWNER of Calamus, Outline Art or the Font Editor in order to enter. Prizes include: \$1,500.00 worth of AGFA Compugraphic fonts for use in either Calamus or Outline Art; Calamus SL; \$100 connect time credit from CompuServe, GENie, or Delphi; and Atari Explorer will provide one year subscriptions to each winner. Contact ISD for more details.

■ **Soft-Logik has upgraded its Pagestream 2.1 printer driver** for the Atari SLM804 Laser Printer. The new driver corrects two problems, a "squiggled type" error at the top of all pages after the first, plus the ability to print reliably from Ultrascript. Registered owners are receiving the update directly from Soft-Logik Publishing, 11131F S. Towne Square, St. Louis, MO 63123 314-894-8608.

■ **CodeHead Software announced development** of two new products: MultiDesk Deluxe and MIDI Spy. Availability and pricing are not settled as yet. MultiDesk Deluxe builds on the original MultiDesk idea of being able to access virtually unlimited numbers of desk accessories on the Atari ST or TT. Now, however, the actual accessory won't load into RAM until you call it, and then unloads when you finish. The result is very efficient memory use. MIDI Spy is a musician's tool that monitors the MIDI port at all times and records any and everything it sees. It's always record-

ing so you'll never lose a valuable musical idea. Full details will be released nearer to the time of availability.

■ **A new accessory text editor for the Atari ST**, Sudden View has a very different approach to editing fundamentals. Rod Coleman, programmer and president of Sudden Incorporated, calls the effect "Live Editing." Users will be surprised at the speed of dynamic scrolling and moving of text blocks. The text moves as the user's hand moves. An ASCII file editor, it can handle files of *any* size with equal speed. Deletes and changes are kept in a twenty-element buffer stack so that the user can restore something that was deleted some time ago. Margins, mode of typeover, and other functions are all very differently handled by Sudden View, and with practice, may be much more "natural" and fast. A demo version is available on most telecommunication services. The commercial version will run as a program or an accessory, and sells for \$69.95. Both versions are available by calling 800-421-4228. Rod Coleman, Sudden Incorporated, 5081 South McCarran Blvd., Reno, Nevada, 89502.

■ **Tracker/ST has been updated to work** better with the multitasking environment, MultiGem. Since Tracker/ST does not allow you to resize the window, accessing your other applications is a bit more difficult in MultiGem, but registered owners of Tracker/ST may request the upgrade which makes it easy. Send a check or money order for \$3.00 to the address in the Tracker/ST manual. If you have any version below 2.5, you must sent \$7.50 instead of \$3.00 to upgrade to version 2.5. For more information about Tracker/ST mailing list/mail merge program, contact Step Ahead Software at 212-627-5830.

■ **ST CONNECTION, a newsletter dedicated** to shareware and public domain programs for the ST, should

be available from many Atari dealers starting in September. Each issue of the ST Connection will now be a minimum of 16 pages, with color pages, original artwork, and a new ST Link desktop publishing section. Call Stanley Swanson at 303-423-6805 for information or a sample issue. The same company offers two Lynx publications, "Gamemaster" and "Gameguide," plus the Atari Users Coupon Book, ready for it's second annual edition. It features special discounts on many brands of Atari products and is distributed to user groups. Books will be distributed in time for October and November meetings. Copies will also be sent to ST Connection subscribers and will be available at several major Atari shows this fall.

■ **"Take It With You" is a newsletter dedicated** to the palmtop computer user. It features: Tips and tricks, How to's, time savers, etc. Take It With You will focus on the three most popular and widely used palmtops: Sharp Wizard, Atari Portfolio, and HP 95LX. Six issues (one year) is \$18, with the first issue to be published in October offered as a trial issue for \$1.50. Contact Perfection Applied 454 West 1010 North Orem, UT 84057 Attn: Palmtop newsletter

■ **Acclaim announced that it will start shipment** of "Populous" for the Super Nintendo Entertainment System in September. This popular game, originally for the Atari ST, will be one of the first third-party software titles available for the Super NES hardware unit, which is scheduled to be available at retail in September. ■



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## Sales-Pro



**ST, STe, TT** ■ Hi-Tech Advisers offers SALES-PRO as a complete point-of-sale and inventory control system for the Atari ST, STe, and TT computers. Written in DBASE III, it runs via DBMAN which in turn allows it to run DBASE III program and data files on the Atari. Ten program modules allow you to customize Sales-Pro to meet your needs. Other accessory modules that allow bar code export, UPS COD label printing and more. You'll need 1 meg of memory to run Sales-Pro and a hard drive is STRONGLY recommended. Sales-Pro runs well with A&D's Universal Network, although slowly if using MIDI.

Sales-Pro is very capable handling point-of-sale transactions such as invoicing, layaways, purchase orders, vouchers, returns and all cash register functions, including running a power cash drawer. Customer data can be used to create an invoice or to print mailing labels. Inventory control uses standard inventory control methods, and an exploded inventory module will allow kits to be made from the current inventory.

Reporting ability is good, with user-adjustable reports available from within most modules. Reports are available on inventory, sales, customer activity and more. Reports on Profit & Loss and Financial Statement information can be accessed through the General Ledger module. A General Ledger module is available for accounting. I found the General Ledger module to be a little complex. Both accounts payable and accounts receivable can be automatically posted to the general ledger. Sales-Pro can also handle checking/savings account journals.

I have used two MS-DOS based point-of-sale systems that cost five times as much, but they have no more features or power than Sales-Pro. (Sales-Pro is, however, also available for MS-DOS based machines with enhanced networking power.) Hi-Tech Advisers has just released Version 6 of Sales-Pro which fixes all known bugs and adds some new features. Version 6 retails from \$99.00 to \$599.00, depending on how many modules you need. Hi-Tech Advisers, P.O. Box 7524, Winter Haven, FL, 33883-7524, 813-294-1885. —Richard Betson

## LDW Power v2

**ST, STe, TT** ■ A superlative spreadsheet application, LDW Power 2.00 is to the ATARI World what Lotus 123 is to the rest of the world. In fact, LDW Power version 2, released last spring, is now virtually 100% command and file compatible with Lotus 123 Release 2.2. LDW Power requires only 512K, can run from a floppy, and uses either color or monochrome. As with other productivity software, the more memory the better and a hard drive is almost a must. LDW Power can be run under a GEM environment with full point and click mouse operation, or in a command mode with all the same commands as Lotus 123.

A spreadsheet is an electronic grid of rows and columns. Each cell, where a row and a column intersect, can be given a definition of a number, text, or a formula that relates to other cells. You can do "what if" statements where one part of the equation is changed and the rest of the equation is recalculated for you. With this power you could create something as complex as a tax return preparation program ("template") or a checkbook balancing program.

LDW Power 2.0 allows the simultaneous use of up to four windows at one time with condensed display allowing up to twenty-eight rows in a window. Every cell can have a non-

computational note. There are close to 300 commands with more than 80 mathematical functions with strings, too. Five different types of graphs can be generated from your data, XY, line, bar, stacked-bar and pie charts. There is automatic and manual scaling with optional grid, average and standard deviation lines. Sideways printing is also an option. Import/export of Lotus files, LDW specific and ASCII files are available. LDW Power has a Lotus 1234 compatible Macro language with the number of macros limited only by memory.

While the newest version of LDW Power did not update the printer drivers, an update is due out shortly after Atari's FSM GDOS becomes available. Until then at least, there are no laser printer drivers. To get around this you can print the file to disk and then load it into either your word processor or DTP program. A graph can be saved as a PI2 or PI3 format and then loaded into NeoChrome or your DTP program and then printed.

LDW Power is a powerful program, and its greatest asset is its compatibility with the rest of the computing world. \$179, from Logical Design Works, 130 Knowles Drive, Los Gatos, CA 95030, 408-378-0340. —John King Tarpinian

## Finance

**Portfolio** ■ A small flood of applications have arrived for the palmtop Portfolio computer. Most of them are geared to business in the field, and the versatile FINANCE card is among them. Released by Atari, FINANCE offers an array of statistical and business calculations and graphing that can make a

real estate broker or financial officer smile.

Featured functions include: compound interest loans and savings, including tax relief and load amortization; loans or savings between specific dates; nominal and annual percentage rates (APR); leasing; discounted cash flow, NPV, IRR, and simple

payback; percentage markup, markdown, commission, and sales tax; straight line, sum of the years digits, or declining balance depreciation; breakeven analysis; statistical analysis and graphing two sets of data; forecasting with linear regression fitting; and export of data from FINANCE to built in Portfolio applications.

That's a lot to cram into the little Portfolio screen and stay meaningful. But Finance does it fairly well, with an orderly input screen showing up to five unknown variables waiting for your input. Choose the function from a menu and plug in what you know (it can be data or formulas), and what you want will appear in the other blanks. Five memories are avail-

able and each can exchange information with the Portfolio's calculator.

The Finance card is a great supplement to the relatively basic Portfolio built in spreadsheet, as it features more of the advanced statistical and graphing power of Lotus 123, though the graphs are less than exciting. The small screen does not lend itself to fine detail, but only six pair of variables can be entered and displayed anyway. The plot is transitory; it can't be stored as a picture or output to a printer.

Finance is not a fun application, but from what we've said so far, you already know if you want this new card. From Atari, \$89.95. —*John Nagy*

## Midwinter 2

**ST, STc ■** Midwinter was a highly rated 3-d strategy simulation which pitted your group of freedom-minded rebels against mercenaries who wanted control of the snow covered isle of Midwinter. The sequel is Midwinter 2: Flames of Freedom, set decades after the battle of Midwinter. Due to rising temperatures, your people of Midwinter have moved to a new island off the coast of Africa. A new empire has seized control of the other islands and is now threatening you.

You must liberate those islands through acts of espionage, assassination, sabotage, rescuing opposition leaders and more. If you can complete your missions on any island, it will be liberated and join you. By taking out key islands and cutting supply routes from the Saharans, other island will be liberated in a chain reaction.

Each island is a big 3-D environment which you will travel through using 22 different kinds of transportation. Trucks, jeeps, buses, biplanes, zeppelins, helicopters, speedboats, submarines, hovercrafts, flying subs, and rocket packs are just some of the ways you'll be getting around. You'll meet different people who can provide you with help, info, or may even be a traitor will turn you over to the secret police.

Unfortunately, Midwinter 2 will not run from a hard drive. Between copy protection schemes and lots of data to load, it takes a very long time to start a campaign. But if you like in-depth games that make you feel like you're there, Midwinter 2 is the game for you. By Rainbird, \$59.95. —*Clinton Smith*

## C-Manship Complete

**Book, for ST, STc, TT ■** Clayton Walnum's C-MANSHIP COMPLETE is a compilation of his popular "C-Manship" column in A.N.A.L.O.G. and later ST-Log magazines. The book is ideal for Atari users interested in getting started with C, one of the most portable and popular professional programming languages around today.

The first eight chapters cover the basics of the C programming language, and the chapters from nine on discuss application programming using GEM. Sample programs and snippets of code are included to keep you on track. A disk containing all of the code from each chapter's listings (in LASER C) is available separately and will save you a great deal of typing, but you may need to make small modifications for different C compilers.

C-Manship Complete may not be right for you if you have never programmed before. It teaches C programming, but it assumes familiarity with programming in general. For ex-

ample, the book assumes that you know have a basic idea of what "pointers" and "addresses" are, and it omits discussion of important programming ideas such as linked lists and trees.

The book is great for experienced computer users who are new to C and GEM, but it's also a good reference work for some of the more intricate parts of GEM. For example, one chapter explains why desk accessories should not load GEM resource files and how to get around that limitation. Most of what you need to write a basic GEM application is also present. After mastering all thirty-one chapters, you may want to refer to Tim Oren's "Professional GEM" series which is available on many on-line services.

If you already know how to program in some language and you want to try C on an ST, give C-Manship Complete a read. The conversational tone of the book will appeal to most readers, and you'll find it informative and effective. —*Steve Whitney*

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# Ninja Gaiden

**Lynx** ■ Adapted from the arcade game, NINJA GAIDEN represents the second Tecmo arcade conversion for the Atari Lynx, released by Atari Corp. The storyline is irrelevant; it's a one-player, horizontal game in which you play a lone ninja who must defeat all of the assorted criminals and villains in a scrolling city landscape. Your only weapons are your fists, feet, and the occasional sword, while the villains have more weapons and much more numbers.

Enemies will come from off screen, and you must fight them to the death. Several attacks are possible, such as swinging from overhanging poles, backwards jumps over walls, and flipping the opposition. Some obstacles along the way can be broken by throwing someone into it, and will often reveal benefits such as extra health, lives, or a sword—all while an on-screen clock runs down.

The biggest gripe against Tecmo's earlier Lynx title, RYGAR, was that it was scaled-down too far from the arcade original. NINJA GAIDEN suffers similarly—only about half of

the different types of villains are present. The game makes up for it by bringing out enemies in a swarming attack, changing the game to simply survival rather than thoughtful reaction to a wide variety of opponents.

NINJA GAIDEN remains challenging, to a degree. The biggest problem is that the game is too short; only four levels from the arcade original are present, not enough for many action fans.

The highest point of NINJA GAIDEN comes in the game graphics. Reminiscent of RAMPAGE to a degree, the visuals are almost a direct lift from the arcade version. The smooth animation and distinctive appearances are translated intact. Game sounds are limited to the thuds and crashes of combat, and a background soundtrack adds a little spice to the action.

NINJA GAIDEN is not a bad game; it's just not a really good game. For the arcade purist, NINJA GAIDEN is somewhat of a disappointment, but for the Lynx player looking for a new action game, it's worth a try. Atari Corp., \$39.95 —Robert Jung

# Abbreviator ST

**ST, STe, TT** ■ In the writing that I do, I find that I repeat a lot of phrases over and over again: my name and address, the name of the periodical I'm writing for, and many others. Abbreviator ST allows me to abbreviate long phrases into just a few letters. It then automatically replaces those few letters with the complete phrase—as you type. The advantage of this over other macro packages is that the letters you assign as an abbreviation can be meaningful to you. Assign 'addr' for your address if you like, rather than using Control-A or some other such non-mnemonic combination.

Abbreviator ST is easy to install. Just copy the desk accessory into the root directory of your boot disk and reboot. To configure Abbreviator ST, you can specify a default abbreviations file that loads automatically, buffer size, and hot key (to turn Abbreviator on and off). Abbreviations are assigned by filling in the abbreviation in one field, then typing in up to about 200 characters that will be the expansion of the abbreviation. You need to use special keystrokes to put carriage returns, backspaces, etc. into the expansion, but this is not dif-

ficult, and there is Help button to remind you of the keystrokes to use. Other buttons clear abbreviations, edit or print them, and load/save other abbreviation files. You can also capture the last 200 keystrokes into an abbreviation buffer, then refine it by editing. The number of abbreviations available is virtually unlimited.

Abbreviator ST has quickly become one of my favorite programs because it saves me so much work, but beware: your abbreviation cannot use anything but letters or numbers, because punctuation triggers the expansion. You also have to be careful not to use abbreviations that are themselves words or abbreviations you *don't* want expanded, as Abbreviator ST is tenacious about expanding everything it recognizes!

At only \$19.95, Abbreviator ST is a truly useful package that any writer will treasure. A limited demo version is available on most online services. By Kyle Cordes, available at dealers or directly from Kyle at 3815 Greengrass Dr., 3815 Greengrass Dr., Florissant, MO 63033. Call 314-921-0614 for C.O.D. orders. —David Plotkin



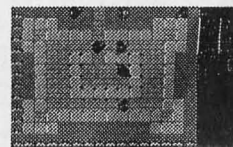
# Hero —Vapid's Keep

**ST, STe** ■ Vapid's Keep is the third effort from the mind of Dan Winslow. Hero and Hero 2 were both shareware, while Vapid's Keep is his first commercial game.

Vapid's Keep falls into the "computer role playing game" with astounding depth. It'll appeal to the strategy minded gamers, while the constant action will appeal to the

arcade types. Although there were a few bugs in the graphics when I reviewed the title, the author has addressed the problems and an update is available.

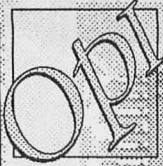
You start the game as a very weak adventurer. Vapid's Keep is played in "real time" so even while you look at menus, you'll be getting thumped by any nasties near you. You'll die



▼ Continued on page 19

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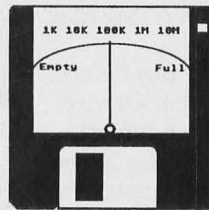
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at least 50 times before gaining enough abilities to approach survivability status, but a painless "reset" feature erases your latest mistake.

Vapid's Keep has a total of six levels, although I've not yet seen levels five or six. The game uses an overhead point of view which works very well. Although the graphics are average, they are updated with incredible speed. All monsters have animated attacks and some even insult you while they fight.

Vapid's Keep can be played alone or with someone else. Two player mode is highly recommended and more enjoyable. Editable macros will do some of your more monotonous tasks

very quickly. There is even modem support for remote players, but even at 2400 baud, Vapid's Keep seems to crawl. Otherwise, it's remarkably fast and fun.

HERO!: Vapid's Keep comes on two double sided diskettes but may be run from a hard drive. You'll need a color monitor and at least 1 FULL megabyte of memory (absolutely NO auto or desk accessory programs!). Copy protection is via a key word from the manual when you first start the game. Vapid's Keep retails for \$39.95. PAL Publishing, 5415 E. Washington, Fresno, CA 93727, 209-456-1668. —Brian Eliassen

## STeno

**ST, Ste, TT** ■ A text editor in a desk accessory? Yes, it's been done, but STeno offers a lot. Cut and paste, search-and-replace, auto wrapping, "live" and manual reformatting of text, printer control including pagination and page headers, and more. Screen font size is selectable, allowing screenfuls of super-tiny text, a 9-point size that allows 40 lines on the screen (my favorite in monochrome), normal, and large sizes that may be suitable for sight-impaired users. STeno has its own GEM-like drop menus *within* its window. Online help for the advanced functions is also available from the menu bar.

The formatting functions are particularly useful. As in WordWriter, Function 10 reformats a paragraph—but in STeno, it will follow the indentation of the *second* line in the paragraph, making varying the margins virtually thought-free. And since STeno works in "pure ASCII", formatted ASCII documents (with hard returns on every line) will obey the reformat command just as though they were return-free. (If you understood what that meant, you probably need the function and are ordering STeno now. If not, read this again next year.)

Gribnif Software (the NeoDesk folks) have picked up distribution and development of several previously available programs, including CardFile, STalker, and STeno. The last two were products of Strata Software, programmed by Eric Rosenquist of Canada. Gribnif has worked to update the programs, and has released STeno as a stand-alone desk accessory. It used to come bundled with STalker, a desk accessory terminal program. STeno can communicate with STalker to swap text blocks, etc., as well as to become a capture buffer and/or type ahead buffer.

With the exception of a spell checker, STeno is nearly a complete word processor. You can even install several copies of STeno as additional desk accessories and operate on several documents at once. STeno will also work as a normal program rather than an accessory if you like. Buffer size is adjustable from 32K up to a full MEG!

Use of STeno is easy, fast, and very rational. I use it every day. Get it. \$29.95. Gribnif Software, P.O. Box 350, Hadley, MA 01035, phone 800-284-4742. —John Nagy



## Pac-Land

**Lynx** ■ Anyone remember the Pac-Man cartoon from the early '80s? Yes, before Nintendo, the world's most famous video game star had his own television show. Though the show is gone, it inspired Namco's arcade Pac-Land video game, now available for the Atari Lynx. Pac-Land has nothing to do with mazes and dots—you are Pac-Man, who must run and jump across the towns, forests, and deserts of Pac-Land, dodging ghosts and staying alive to return a lost fairy to her home.

Despite the silly storyline, Pac-Land is not an easy game. There are five "trips" to be completed, spread over 20 levels. Along the way, you must dodge the ghosts who chase in cars, busses, airplanes, and pogo sticks. On your side, Pac-Man can eat energizers to chase the ghosts. Also throughout the game are hidden fruit, bonuses, and accessories to be found, each of

which help you survive and gain points while you try to beat the clock.

While Pac-Land is an engrossing "run and jump" game, it's not as complex nor as challenging as some other titles in this genre. Appropriately, the graphics on Pac-Land are cute and cartoony. Pac-Man looks friendly, while the ghosts are silly and amusing, and other items have bright colors and simple designs. The background music is from the original cartoon show, and other sounds come from various game actions, but it's all about average for the Lynx.

Pac-Land is a simple but fairly challenging action game. The cute atmosphere masks hidden surprises, and the game requires attention to beat. Veteran players may breeze through this title, but for others, a trip to Pac-Land is worth considering. Atari Corp., for the Atari Lynx, \$34.95. —Robert Jung ■



# Atari DTP for a Living...

▼ PROFESSIONAL STEVE BLACKBURN SAYS "JUST DO IT!"

■ Desktop publishing as a business at home sounds like a lot of fun doesn't it? It is! I enjoy watching the pages come out of my printer more than I can explain. As a professional photographer, I get that same feeling of creation from watching my images develop into what they are to be. But aside from the fun aspect, there's that less exciting thing called "making a living." It gets more complicated at this point, because you have to decide whether you want to create for fun, or to earn an income from your work.

Creating income in any business boils down to a few basic principals. First, you must be efficient in what you do. It's also important to know your equipment, understand the marketplace, and create a profit that exceeds your expenses. These, plus a little luck, are the requirements of survival in the real world.

To simplify our discussion on Desktop publishing, lets break it down to three different categories.

**The low end.** This is where most people are when it comes to DTP. They have a computer, some software that lets them put pretty pictures next to some text, and they have a dot matrix printer. Most of their work is done for friends, their clubs, their church, or possibly for use in their own business in a different field. They're lucky if they ever get paid, but it seems worth the effort for the creative aspects—and it feels like it could grow into something.

**Middle ground,** where the semi-serious reside. The equipment is more advanced, their skills have improved, maybe they have a hand scanner, a laser printer, and Calamus, Pagestream, Easy Draw, etc. And they may make some money at what they do—it's a potential business.

Much of their work done is for clients that don't want, don't need, or can't afford an advertising agency to promote their product or create their printed materials. While most of these middle-grounders still have another unrelated job, the income from the DTP is at least paying for part of the hobby, and maybe lots more.

Then there is the **high ground**, where some of us might

like to be somewhere down the road. This is where computers like the TT, High-end Macs, and those Star-Wars types of workstations come into the picture, flatbed scanners are used for "position only", and Linotypes provide the output. The people that use this array of equipment usually have the clients to pay the freight. They'll include Ford Motor Co., General Electric, and other heavy hitters.

There is nothing wrong with being in any of the categories, but I'm going to talk about being in the middle ground. It's probably where most of us will spend a great deal of time, if not our whole DTP careers.

## ORGANIZE!

You'll need to spend lots of time and energy acquiring equipment and software, learning to use it, and studying the work of others in the field. You're then find that you'll spend even more time trying to find people who are willing to pay you for your work. You must look and act as a professional, and be organized in your presentation. It doesn't matter how laid back or un-organized they look, they're expecting you to provide the professional finish that they can't do themselves, and they'll be judging your worth on more than your output. You need answers to their questions, and you'll need to propose ideas that they haven't even imagined.

Print out samples of the different fonts you have available, catalog your graphic images with a program like IMGCAT from Wizworks, and have a structured price list that you can draw on for estimates of their costs. Have samples ready for clients to look at—it helps the creative process along. Create templates from these samples, as you don't want to recreate the wheel for every new project you encounter.

The ST/TT has the ability to emulate and incorporate information from different types of computers. Unless your client is paying you to create the text they need, you can save yourself an enormous amount of time and brain cells by letting them create the initial version of the words that go into the work, and provide this information on disk. If they have a modem and you have the proper software, you can transmit the info directly to your computer. With a FAX machine or FAX modem, you can return proof copies for their approval.

## FINDING YOUR NICHE

Concentrating your energies in certain areas can make it easier for you to approach new clients and gain work. Pick 4-5 different types of businesses and create sets of sample materials that they might be able to use in their business. Real Estate brokers need sheets that explain the different properties they have for sale; restaurants need flyers and menus; manufacturers want catalog sheets, price lists, and packaging materials such as owners manuals, instruction manuals and even those ever-present "Inspected by #34" stickers that no one ever believes. These are just a few examples of what is needed out there. Absolutely everything you see in print had to be laid out by someone!

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ness for you, but it's often difficult to find the right person to talk to. Hanging flyers, shaking hands, and knocking on doors are other ways to promote yourself.

There are enough different companies that need similar items to allow you to use templates and graphics over and over. Once you've done a few jobs, you'll have a base of templates that will enable you to increase your productivity and profits. The important thing to do is to find areas that you can go after time and time again. This will be your bread and butter work, something to keep the income stable. Creativity can and will take a back seat here, but the profits will rise.

#### FINDING A PRINTER

If you'll be delivering the final product to your customer, you are going to want a good relationship with your printing sources. For many of your jobs, high end copy centers using Xerox, Kodak and other equipment provide outstanding quality at very low prices for small runs. You can buy your own paper to give yourself control over the look of the finished product. Many copy shops collate, fold, staple and make your coffee at the same time, saving you hours of finishing work.

#### PRICING

Pricing your work is one of the hardest areas to cover. Most of us underestimate our work's value to others, especially when we feel like we're "having fun with it anyway." Talk to print shops to get an idea on what they charge for services. You need to be competitive, but you can charge quite a bit more if you are really creating something special. This is why having a price list for your services and being efficient in the production are so important. After all, the idea is to earn a living isn't it? The reason that many business ventures fail is that they take too long or spent too much money producing the finished product. The same goes with DTP. You can have all the equipment in the world at your fingertips, but if you can't use it (and your *time*) effectively and efficiently, you'll fail. You can't spend six hours on a piece of work if you're only making \$35 for the whole thing. Add a couple of hours for travel and chitchat with the client, and you've made far less than minimum wage.

#### FUN BECOMES WORK

Desktop Publishing can be lots of fun. And if fun is what you want, Atari has provided you an ideal product for a reasonable cost. But if partial or full time employment doing DTP are your objectives, you've got to take a serious look at what you've got to accomplish. For most of us, that's a lot of high volume, fast turn-around jobs. You must be efficient in your procedures, and you have to talk to a lot of people. You can make money with your DTP skills and equipment, but it's not easy to make it pay well. And it's up to you and how you tackle things to see to it that the fun stays when the work begins.

Some jobs are pretty straightforward. I did a menu for a restaurant that was just a reproduction of their prior menu with some price changes and a few additions to their offerings.

It was still a lot of work entering the data, formatting it, and printing out the masters, but it was simple labor. An hourly charge was appropriate and profitable. But you just can't charge people what you are worth all of the time—you'll have more time than work. That's when the challenge of creativity becomes its own reward.

Consider my work for a grass-roots organization that needed flyers to rally their neighbors in an effort to save 350 homes in a struggle with a school board. The copy they gave me was filled with personal attacks. I had to edit their copy in a way that wouldn't send anyone to jail, but still satisfied the needs and emotions of the group. It took a *lot* of time. But it paid some, it helped a lot of people, and it was a new challenge.

Compare that to a project for a guy that was opening up his own shop repairing BMW's, Mercedes, and other expensive cars. He wanted an estimate/sales receipt form, a half page flyer, and a business card, each designed in a way to attract and impress high-end clients. I had to design the receipt/estimate form from scratch. For the flyer and the business card, I had to create something using Calamus and Outline Art that would be nice to look at. I made \$75 for about 10 hours of work.

That's about a third of what I would make in my current profession as a photographer. But I was being creative, having fun, and making a form template that could be used again for another client. Making this balance of income and personal expression work can make or break your career in DTP. Good Luck! —Steve Blackburn ■

■ Steve Blackburn has made his living as a professional photographer for the last 15 years, from weddings and portraits to fashion and product photography. It hasn't always been pretty, but he's paid his bills with the work (or so he says). Desktop publishing is another extension of his effort to remain financially independent and to be able to create in the process.





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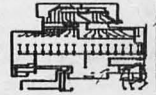
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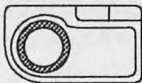
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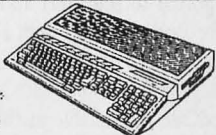
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**8-bit ALERT ■ Wanted: 8-bit Atari's!** Dr. James Hooper is Director of Medical Services for an Alabama hospital for mentally ill offenders. He's given his own 800XL to the hospital, and patients are eagerly lining up to learn reading, typing, and computer literacy. Funds are not available for buying more, and Dr. Hooper asked AtariUser to solicit tax-deductible donations of 8-bit equipment to expand his program. Individuals or vendors: contact Dr. Hooper at Taylor

Hardin Secure Medical Facility, 1301 River Road Northeast, Tuscaloosa, Alabama, 35404, 206-666-7060. ■ **Good news for GENie users!** The hardcopy magazine LiveWire which is mailed to GENie subscribers bimonthly, has decided to continue coverage of the 8-bit Atari systems. This can partially be attributed to many 8-bit subscribers taking the time to voice their opinion to GENie, showing that LiveWire editors do listen to subscriber feedback. ■

## Big Business / Little Business

▼ BUSINESS USES FOR YOUR 8-BIT..? YOU BET!

### ■ Custom applications to aid a business venture

are simple to program on the Atari 8-bit computers using the built-in BASIC programming language. Many owners have found it easy, educational, and fun to create a several-line program that creates a printed form or takes in customer data. The Atari, with its huge range of color and graphic modes, is often used to generate advertising TV screens for in-store demos ("SALE: ONLY \$29.99 TODAY!"). Similarly, in-house cable TV systems in apartment complexes or motels can use the easy and cheap 8-bit computers to present fixed or scrolling information screens for the resident's convenience.

### ■ Chuck Steinman is one

of the more verbal promoters of the 8-bit cause. In addition to writing for several Atari related magazines, he also helps SysOp the 8-bit section on GENie, and develops products sold by DataQue. He can be contacted on GENie and Delphi at username DATAQUE, or CompuServe PPN: 71777,3223.

Big is better, right? Well, as an Atari Classic user, you know that's not always true. And business is just another area where the 8-bit Atari can and does make itself at home—if we let it.

Famous books and screenplays have been written entirely on an Atari 800. An attorney friend of mine used his XL and an Atari 1027 printer for over a year as his exclusive system for preparation of Court filings and briefs. And countless small and home businesses use 8-bit systems to easily and cheaply generate labels for mass mailings every month.

Now, it's just as true that fewer people are using the small systems and more are using ST's and PC's to do these things—but that is, in some cases, simply because they have a different machine now and not because of some inherent weakness of the 800/XL/XE system. For those of us on budgets or just those of us who know what we really need, the 8-bit systems remain a perfect answer.

While the classic Atari 8-bit computer systems are written off by many as 'game machines,' there are quite-a-few professional quality business applications available for the machines.

One of the most popular applications for the Atari 8-bit is telecommunication. Shareware and PD files can be downloaded from bulletin boards and commercial services such as GENie, Delphi, and CompuServe by using a terminal program and modem. Two of the most popular shareware terminal programs for the 8-bit are BobTerm by Bob Puff, and Express by Keith Ledbetter. (8-bit Telecommunication was featured in the July '91 issue of AtariUser.)

A BBS system is not typically thought of as a business application—but it can be an effective one. Especially if you run a computer-related business, having an online information exchange system can be a huge asset for your customers. An online catalog and ordering system can as easily originate from an 8-bit Atari as a more expensive unit, and the results are identical.

Another popular use for the 8-bit has been database management. A program called MicroFiler by Black Moon Systems (\$22.50) allows you to not only store and retrieve data, but also search and sort the information in various records. Information in the database can be printed in any format, including mailing labels. A similar program available from Royal Software (\$35.95) is called Super Mailer Plus—it's menu driven, has help screens, and can support up to four single or double density disk drives.

Any classic user with a printer can use a word processor. Whether it's sending a letter to your state representatives, or a note to a friend, doing it on a computer will allow professional looking results every time. Being able to correct typos and move text within a document is so easy you will wonder why it was done any other way. In fact, word processing is the #1 use of personal computers in or out of the workplace. While the 8-bit Atari has some limits on display (the 40 column screen makes it more work to visualize the finished wide product), many quality word processors for the 8-bit Atari do feature work-arounds to preview the actual document. My favorite word processor is the cartridge based AtariWriter from Atari, which sells for \$39.95. An outstanding shareware word processor is TextPro.

For complex mathematical calculations of many variables, a spreadsheet's the answer, and the 8-bit Atari has several to choose from. Spreadsheets allow you to make calculations on tables of data, and easily change the formulas, data, and the way that data's presented. The original spreadsheet was Visicalc from Visicorp and was introduced on the Apple II, and later ported to the Atari and IBM systems. Visicalc is available for under \$25.00 from several sources. TurboCalc from Dataque priced at \$20.00 is a similar program, except it is on cartridge and will work with any DOS and disk drive system. SpeedCalc is available in the public domain and is adequate for many spreadsheet uses.

Many of us also use spreadsheets just to easily make tables—the adjustable grid makes it simple to make tabular lists, and to move and add data as it changes. Used this way, it's also possible to make a spreadsheet solve some simple database needs as well.

The Bookkeeper from Atari is a general ledger program including modules for Income, Expenses, Invoices, and a general Journal. This package also includes a numeric keypad to simplify entry of numbers. For small business management, this is an excellent system at a cost of under \$20!

Most of the programs listed above are available from B&C ComputerVisions, 3257 Kifer Rd, Santa Clara CA 95051. They accept personal checks, MC, VISA, and offer COD shipments. Their phone number is (408) 749-1003.

TurboCalc is available from DataQue Software, P.O.Box 134, Ontario OH 44862 for \$20.00 and \$4.00 for postage and handling. DataQue accepts personal checks, and money orders. —Chuck Steinman ■



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- #993 - *Monochrome Games*  
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- Valgus V2.0* - Tetris clone for 1 or 2 players simultaneously. (Color Only)
- #1180 - Hac Man 2 - Professional quality Pac Man Clone. (Color/1 Meg RAM/DBL)
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- #512 - Explicit Hints and Character Set on the leve above Chaos with the best equipment selection.
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### For Chaos Strikes Back

- #898 - Maps for Levels 1-10
- #899 - Walk thru of opening level. Dragon Lair portraits. 5 Fantasy and 3 Sci Fi character portraits. Prison List. Spells and Potions List and more!
- #997/998 - Maps for Levels 5 & 3
- #1015 - *Cartographer Demo*  
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### Utilities

- #399 - Degas/Degas Elite Printer Drivers
- #400/800 - 3 1/2" Disk Labeling Programs
- #443 - Intersect RAM Baby, Amortization
- #514 - Monochrome Emulator V3.0 - Run Mono programs on color monitors
- #688/866/1126 - H.P. Deskjet/Laserjet Utilities
- #768/938/1165 - NeoDesk Icons
- #801 - *Label Printing Programs*  
Cassette Label Maker, Label and Envelope Printer and more.
- #829 - Vantem V3.8 - Shareware terminal program
- #888 - *Atari ST Subjects* (Book) Programs
- #938 - NeoDesk Icons, Recoverable Trashcan V1.2  
Quick NeoDesk INF Loader, NeoDesk Canvas
- #940/941 - *LaserBrain V1.31* - Epson Emulator for Atari SLM804 Laser Printer. (Mono Only/DBL)
- Additional Fonts on #1001-1003
- #950 - *24 Pin Printer Emulator* - Written for printers without a letter quality mode.  
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- #951 - DC Show It V1.1, Head Start V1.1, Little Green Item Selector V1.6C
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H.P. Deskjet Print Utility V1.4
- #991 - Label Printing for H.P. Deskjet & Avery 5260 Labels, Desktop Formatter, Disk Sector Edit.
- #1008 - **ICONDESK** - Set up different looking icons
- #1038/1039 - DC Desktop Icons
- #1041 - ST Data Handler V3.0 - Simple, mouse driven data base program.
- #1130/1332 - Double Click Utilities - Disk full of handy utilities from Double Click Utilities.
- #1174 - Address/Labeling Programs
- #1175/1176/1177 - Programming in Assembly (DBL)
- #1209 - German to English translator, STE Fix
- #1214 - GFA Basic Programs/Files
- #1253 - Diamond Back II V2.25 Demo
- #1300/1301 - *Atari ST Topics* (Book) Programs
- #1310 - Virus Killer Programs
- #1322 - **KAOS DESK** - GEM Desktop Replacement Icon Editor Included

### Bible on Disk

King James Version (8 Double Sided Disks) \$24.95

### Desktop Publishing

- #500/600 - Publishing Partner Fonts
- #737 - Calamus V1.09 Demo - Fully functional except for Save (Mono/1 Meg RAM/DBL)
- #758/759/994 - Calamus Fonts
- #895 - PageStream V1.8 Demo (DBL)
- #935 - *Desktop Publishing Utilities*  
Convert to .IMG V1.20 - Converts Degas, Neochrome, Spectrum, Art Director, Mac Paint and TNY pics to .IMG format  
Demos from Wiz Works  
Fontverter Demo - Convert fonts between PageStream and Calamus  
PageStream File to 300 DPI .IMG conversion

- #1028 - *PageStream Font Editor V0.8*  
Now you can edit and touch up those PageStream Fonts. 20 page manual included on disk. Also included: Improved Postscript Screen Fonts: Book, Chancery, New Century Schoolbook, Palatino, Times
- #1266 - Silhouette V1.0 Demo (1 Meg/DBL/G-DOS)

### PageStream Fonts

- #599 - Binner, Futura Black, Hal, Lubalin, Futura Extra Bold Condensed
- #870 - Atari, Baby Teeth, Lucida, Old English
- #1044 - Adverse, Barnum, Burlington, Oblique, Calligraphy 2, Celtic, Chancery, Chicago, Dingbat, Flash, Harlowe, Olympia, Souvenir Medium, Souvenir Medium Italic
- #1094 - Architect, Avant Guard, Bookman, Broadway, Chancery, Dingbat, Kibo, Oakville, Palatino, Western
- #1336 - PageStream V2.1: Roosth, Saintf, Sansser, Sharkt, Style, Toulouse, Windsor, Zalesk

### Calamus Fonts

- #1150 - Architect, Broadway Engraved, Counter Point, Fancy Chancery, Swiss Medium
- #1153 - Lucifer, Bodoni, Bodoni Italic, Druylane, Druylane Italic, Hallbats
- #1179 - Complete Glibb font from FontAbility
- #1190 - Micron, Tiempo, Swiss Medium, Leecaps, Medici, Windzor, Zalescap
- #1223 - Chicago, Comet, Cursive, Gaudy Cond, Gallia, Gillies, Goudy, Legend, Old English
- #1329 - Chili Pepper, Diane, Diego1, Fifties, Mini 6, Galleidis, Moscow Regular, Premier Light

#1330 - Recycle Book, Shalom, Tiempo 2.0

### Applications

- #810/811 - SHEET V2.5P - Shareware Spreadsheet.
- #965 - Checkbook V1.09, Almanac (Color)
- #989 - Paperless Accountant
- #1250 - Write On V1.1e Demo (1 Meg/DBL/Mono)
- #1292 - Calender V5.3 Accessory

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- #1305 - Gramslam Grammer Checker V3.20
- #1306 - Hyperlink V1.51 Demo (1 Meg/DBL)
- #1319 - GFA Basic V2.0 - Now in Public Domain

### Children's Programs

- All Children's Programs Require a Color Monitor
- #551 - *Kid Shapes* For ages 2-8
- #552 - *Kid Shapes Plus* For ages 8 & up.
- #667 - *Benjamin's ABC's*  
Teaches young children the letters of the alphabet with digitized speech. (DBL)
- #699 - *Kid Adder* - Uses pictures to teach addition  
*Kid Color* - Learning game for 3-7 year olds  
*Kid Story V1.4* - A silly version of the Little Red Riding Hood. Allows children to create a story.

- #920 - Simply Math, Picture Puzzler
- #982 - Body Shop: Human Anatomy Tutor
- #1172 - Math Circus, Math Quiz V1.0 & more

### PrintMaster Utilities/Graphics

- #393/394/533/773/774 - Additional Graphics for use with PrintMaster Plus (5 Disks in all)
- #799 - *PrintMaster Utilities*  
PrintMaster to Degas, View/Transfer graphics, Print graphics on Epson/compat.
- #1169 - *PrintMaster Utilities*  
Convert to & from IBM Print Shop/Master

### 800/XL/XE Programs

#### Applications & Utilities

- #42 - Turbo BASIC
- #45 - 130XE Utilities
- #73 - Turbo BASIC Documentation
- #75 - PACE Disk Labeler
- #115 - Labeling Program (Disk/Mail/VCR)
- #171 - DOS XE
- #183 - Script 80 V2.0 - 80 column word processor
- #210 - Gradebook / Teacher's Aids
- #217 - Translator/Emulator
- #219 - Copymate 4.3 - One of the best copiers
- #220/221 - TextPro V4.0
- #223/224 - mYDOS 4.5 - Many added features
- #225 - DOS 4.0 - Compatible with all densities
- #226 - Checkbook Balancing System
- #228 - Family Finance - Family budgeting program
- #231/232 - Draw7 V2.0 - Complete drawing and animation program. Requires 128K
- #234 - Font Master - Print text file in various fonts
- #235 - Disk cataloging program with printer output for disk jackets, labels, disk inserts & more
- #242/243/244 - Learning to program in Atari Basic  
Tutorials to make you a pro. (Text files)

#### Games

- #89 - Jeopardy
- #90 - Wheel of Fortune
- #256 - Monopoly
- #271 - B 1 Nuclear Bomber
- #296 - Super Quiz - Trivia game for 2-4 players

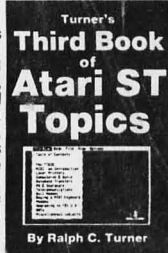
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**PORTFOLIO ALERT** ■ Omnitechnics (213)-594-4533 is offering a special deal to AtariUser readers. You can buy a 20mb BSE Flashdrive 25 unit for only \$339 (normally \$369) if you mention AtariUser Magazine. This is the battery operated hard disk unit that plugs into the parallel port on the Portfolio. ■ **PowerBASIC is now shipping!** The BASIC compiler for the Portfolio is available, at the suggested price of \$99.95. See your local dealer, or call Atari 1-800-443-8020. PowerBASIC will be reviewed in an upcoming issue. ■ **If your business is dirty**, and you want to keep your

Portfolio clean, you should look the new keyboard covers from COMPUCOVER. This custom cover is available in clear or opaque and attaches via small adhesive strips. Call them at (800)- 874-639. ■ **Programming on the Portfolio?** Look into the new newsletter by David Stewart called RE: PORT. Each issue comes with a disk filled with source code for a wide number of utilities. Subscriptions are \$50 a year for 6 issues, available from Mr. Stewart at 1618 South Beech Court, Broken Arrow, OK 74012. Single issues are \$10 each. ■

## Perception —Portfolio!

Getting a little too much stress for the fast-paced, live-on-the-razors-edge, laugh-in-the-face-of-death world of big business? Well, you might end up in a doctor's office, and if you are lucky, the good doctor will whip out an Atari Portfolio and start punching buttons.

Perhaps moreso than any other palmtop unit, the Atari Portfolio has a crop of truly high-profile applications coming out on ROM cards. They include remarkably specialized and complex systems for everything from flight plan filing to HVAC monitoring and control. And a growing number of applications are arriving for the medical profession.

ComputerBooks has developed two fantastic cards for the medical industry to use on the Portfolio. The first of these is "Physician's Reference I", (\$89.95) a ROM card that contains about 25 mini-programs that perform a large number of medical calculations. One of the programs—Creatinine Clearance (Estimated)—is the "Empiric formula for creatinine clearance based upon sex, age, weight, and serum creatinine. Can be used to estimate glomerular filtration rate." While I have no idea what this is, I'm sure that some of our more medical readers do. I simply included this one to see what neat words the spelling checker would try to substitute for "glomerular". I was able to play with a number of these little programs, such as the Caloric/Protein Requirements, which calculates the 24 hour caloric and protein requirements based on the age, sex, weight, height, level of activity and stress, but I would rather not tell you what it said about me.

The other is "Pharmaceuticals," (\$129.95) which is a drug database on a ROM card. For each drug listed, the database contains the therapeutic/pharmacologic classifications, dosage and administration, how it is supplied, trade names, as well as warning and contraindications. The database is very large, and seems very complete, and allows for keyword searching.

Using either of these applications is very easy. The programs are integrated seamlessly into the Portfolio environment. You are presented with an address book-like menu, allowing you to search for a program or drug. It is so easy to use, you could almost throw the manuals away.

**TIP:** To see the names of the people who developed the Atari Portfolio, follow these steps: From the editor, press <FN><F2> to get the help menu. Press <K> to select Keyboard Help. Finally press <ALT><F> to find out who created your machine.

Wouldn't it be nice if the programs on the Portfolio, like

the editor, spreadsheet, calculator, address book and diary, ran on the PC or Mac? Well, they do, but until now, they were only available from DIP in England for about \$150 dollars. Well, ComputerBooks, in their infinite wisdom, has imported them en masse so that they are available to American users for only \$69.95 for the PC version, and \$89.95 for the Mac Version. The Mac version also includes a cable and software on a ROM card for file transfers.

The program, called PC Applications or Pocket Mac, depending on your machine, is a complete implementation of the Portfolio software. You do not need to use any conversion programs, and the file transfer software is built right into it. It provides for a very nice and easy pocket-to-desktop linkage. The desktop versions also give you a larger view, since it can make use of the 80 characters by 25 line screens. It is so nice, that some Poqet computer users are using PC Applications on their machines instead of the Poqet's built-in applications!

The address for ComputerBooks is 20351 Irvine Avenue, Suite 9, P.O. Box 9167, Newport Beach, CA 92658. Their phone number is 1-714-966-2023.

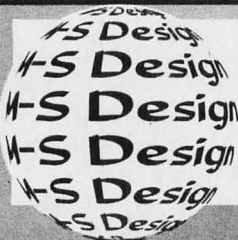
**TIP:** Do you want to talk to the Official Marketing Director for the Atari Portfolio? Well, Don Thomas shows up on Compuserve in the APORTFOLIO forum everyday to chat with the users. He has a large number of tips, and provides a great amount of help. His ID number is 75300,1267.

Medical applications sometimes require unusual hardware as well as software. Pulse Metric (619)-546-9461, has a non-invasive blood pressure and pulse rate monitoring and recording system for the Portfolio. This inflatable blood pressure cuff unit plugs into the serial port on the Portfolio. It can measure and plot the systolic, diastolic, mean arterial pressure and pulse rate. It has the same accuracy as clinical units, as per the ANSI/AAMI standard, and can keep track of up to 25 users. The software driver is on a ROM card, and it comes software to run the unit on a PC as well. The unit costs \$299.

It may yet be the Portfolio that guarantees a "healthy" future for Atari! —B.J. Gleason ■

▲ **B.J. Gleason** is an instructor of Computer Science at The American University in Washington D.C. and has been programming for over a decade now. He's the author of over two dozen utilities and games, including PBASIC 4.7, the 'freeware' BASIC interpreter designed for the Portfolio. His Email address is BJGLEAS@-aavm.american.edu, his Compuserve ID is 73337,2011.

■ **Let Atari show coordinators know** that you would like to see Portfolio support at their fests. Of course, you'll have to help make it happen too! Contact the various shows via the numbers in the AtariWatch Calendar, in the back of this and every issue of ATARIUSER. The Portfolio has sold over 250,000 units, but there is very little user support for it. Atari groups don't support it because it is "an IBM," and IBM groups don't support it because it is "an Atari." If you know of any particularly active Portfolio Users Groups, drop us a note.



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**GROUP 7**

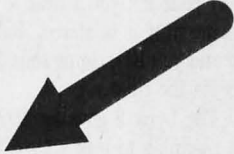
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### ■ Personal Subscriptions Please see page 4.



**LYNX ALERT** ■ A new third party developer, **Intense Gaming**, is working on three new Lynx titles. **Time Gates** will be a time travelling game for up to 4 players. **Driving Demons** is for up to 4 players, a driving game with digitized graphics. **Space Canyons** is to be a 3-D perspective space game for up to 4 players. ■ The assortment of games and accessories at some Lynx stores appears to be rapidly improving. Toys 'R Us stores have received large shipments of

Lynx carrying pouches and kit cases, and hordes of AC adapters. The game distribution situation is also brightening up, with **Kay-Bee** toy stores adding many games to their lineup where they used to only handle the Lynx unit itself. **Montgomery Ward's Electric Avenue** (which has been carrying Lynx systems for over a year and just had the first 5 Lynx games) has just added 10 more games to their stock. ■

## New Hardware Spices Market

▼ LYNX 2 NOW ON THE SHELVES

The long awaited smaller Lynx model is now available and it's a significant upgrade. Atari has held back on the new unit until most of the older models had been sold since the new design is, quite simply, *hot*. While it's still basically "the Lynx," there's been a number of interesting enhancements.

**Size:** The new Lynx 2 is 9.25 inches wide compared to the 11 inch width of the original. The new unit is also a great deal lighter. The new plastic case won't suffer from the paint rubbing off like with the original Lynx. Although also plastic, the older Lynx had a metal-spray coat with black paint over it, and with hard use, the metal was exposed.

**Rear of the Unit:** On the back of the new Lynx you'll find the game card slot. The original flat game cards (which were something of pain to deal with on the original model) slide in and out with ease. Located on the left and right sides, near the edges, are molded rubber handgrips which make the unit very comfortable to hold. There are also 2 metal clips which will presumably be used in the future for a carrying strap.

**Controls:** The brightness knob has been moved to the left side on the top of the unit. Volume (which was located on the left) is now at the right side on the top of the unit. Option and on/off buttons, which were horizontal on the original model are now vertically oriented. The 8-way joystick is much larger on the new model and works well. A backlight shutoff button has also been added.

**Power:** The battery compartment has been moved from the back to the bottom of the unit. Reports conflict as to the automatic shutoff after 5 minutes of non-use. While the manual still says it has *not* been eliminated, it appears to be modified now that there is a backlight shutoff button. This allows you to turn off the backlight (to conserve battery power) while you're on pause. Pause seems to expire into "off" in about an hour (even with the backlight off) whether you're on batteries or using the AC adaptor. When the backlight is shut off, the game does not automatically pause, but you can't use an alternate source of light to view the game. Due to changes in the system, you now get 5 instead of 4 hours of battery power.

**Stereo:** The biggest functional change in the new Lynx is that it supports true separated stereo sound via the headphone jack. While future games will probably make greater use of this feature, a handful of the currently available Lynx games already support it. **Klax:** the theme song is in stereo and tiles coming down the left side of the conveyor belt are heard in the

left speaker while right side tiles are heard in the right speaker. **Xenophobe:** doors opening on the left and right are heard through the appropriate speaker. If an explosion goes off in the room to your left you'll hear it in your left ear. **Roadblasters:** the theme song is in stereo. **RoboSquash:** the theme song is in stereo and you hear some sound effects via the left speaker and others via the right.

The Lynx 2 goes for \$99 and is a good choice whether you're planning to buy a Lynx for the first time or picking up a second Lynx.

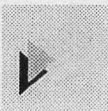
### ATARI'S NEW CAT

When Atari's new 16-bit or possibly 32-bit "Panther" console was canceled, many people wondered what Atari was up to. It wasn't long before we found out that Atari is instead opting to go with a 64-bit game system named Jaguar.

Apparently Panther and Jaguar were both being developed, with Jaguar slated for release a couple years down the line as a followup to Panther (which was rumored to be equal in power to current 16-biters such as the Genesis or the Super NES). Jaguar development proceeded more quickly than expected, and Panther got scrubbed.

Very little is actually known about Jaguar at this point. It's said to be a 64-bit system, possibly using multiple 68000 series processors running in parallel. Graphics and sounds are said to be extremely powerful, with rumors indicating that Psygnosis (a software developer known for their graphics and sound expertise) has had a say in the Jaguar's audio-visual capabilities. Psygnosis is also said to be one of the 13 United Kingdom game developers who will be developing games for the Jaguar. Atari has indicated that they hope to make the Jaguar available in the \$200 range—maybe mid 1992. CD-ROM disk and Lynx connectivity is also expected. —Clinton Smith ■

■ You may have heard about the "blinking pixel" error in many of the early Lynx 2's. This blinking pixel usually appears in the lower left area of the screen. My unit also has this, but it's nothing to be very concerned over. Unless you're really looking for it, it's hard to find, and even when it IS noticeable, you're only talking about 1 out of 16,000 pixels.



▲ Clinton Smith lives for his Lynx. His APE NEWSLETTER is published 5 times a year now. Contact Clint at APE, 2104 North Kostner, Chicago, IL 60639, or on GENIE at C.SMITH89.

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## Atari Means Business...

▼ Suffering the slings and arrows of both outrageous fortunes and PC snobs, Atari products remain a competent choice for many "business" applications. Here's a rundown of some of the currently available titles in some of the traditional applications that make up today's business computing environment. These aren't the only packages that may be available, and we mean no slight against any we have overlooked. A few titles may be hard to find in some locations. Prices, where shown, are the manufacturer's suggested retail, and in many cases the software may be available at a discount. Contact an Atari dealer in your area, or call one of the many retail or mail order dealers who advertise in AtariUser Magazine.

We're not focusing here on 8-bit, Portfolio or MIDI applications, as they were featured in AtariUser in July, August, and September. Limited quantities of some issues are available direct from AtariUser. Call 818-332-0372 for availability and pricing of back issues. No Public Domain/Shareware here—Just too many of 'em... Watch future issues...

### ■ WORD PROCESSING

**Word Perfect** - \$250.00: Long considered the leader in word processing on any computer platform, Word Perfect for the Atari remains a professional, powerful choice despite being version behind the PC (4.1 vs. 5.1). Efforts of users and Atari Corp to urge an update continue; hundreds of letters were generated by AtariUser's suggestions in June and July. More letters couldn't hurt! Word Perfect Corporation, 1555 North Technology Way, Orem, UT 84057

**WordWriter** - \$79.95: Probably the most popular general purpose word processor for the ST. Reasonably full featured and affordable, and very easy to use. TimeWorks offers it but does not plan upgrades.

**First Word Plus** - \$99.95: Very similar to WordWriter, but offering some limited graphics import power. Generally considered superior to WordWriter, but less well known. Produced by GST, the same group that did WordWriter. Upgrades continue to come, current version is 3.14.

**WriteOn** - \$149.95: New in the US from Compo of England, this one is getting fresh attention for its DTP-like paragraph tagging and other features. Another Compo word processor called That's Write may be even more advanced, but is not widely available yet.

**ProText** - \$99.95: From Michtron, ProText offers editing power but an unfamiliar operation environment.

### ■ DOCUMENT PROCESSING

**Wordflair, Wordflair II** - \$99.95, \$149.95: Competent and versatile combinations of some graphic layout power with adequate word processing and even database and graphic functions make these good for forms and compound documents. They don't approach DTP level of control, but most people don't need it. Version II is more complete and recommended. From Goldleaf.

**Word Up** - \$99.95: Perhaps dead-ended at version 3, Word Up is a good and fast word processor as well as offering fairly complete font and graphic control. Some bugs hinder it, and the company has gone under. Atari now owns the source code, but it is unknown what may happen next. By Neconcept, lots of copies are still in distribution, often discounted, and many users swear by it.

**Signum II** - \$199.95: Maximum typographic control, but at a cost of ease of use. Imported.

**Script** - \$79.95: A German import, Script has great response and good layout and graphic power. Distributed by Megamax.

### ■ CHARTING AND GRAPHING

**A-Chart** - \$19.95: Although not dramatic, charts can be quite complex and well-defined. As with any ANTIC Corp title, A-Chart is subject to availability and should not be expected to be revised.

**K-Graph 3** - \$79.95: From the same authors as A-Chart, Kuma. Michtron distributes in the USA.

**Graph Maker** - \$59.95: A variety of chart formats and options, from Artisan Software.

### ■ DATA BASES

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# AtariUser Resource #5



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**Timeworks Desktop Publisher ST** - \$129.95: The original DTP system for the Atari, somewhat limited by today's standards but very versatile for the price. Timeworks. A new version is completed (by GST) but is not yet available or priced.

**Fleet Street Publisher 2** - \$149.95: From the UK, this DTP system is substantially improved over the earlier versions that gave it a bad name. Michtron was in no position to market it properly when it graduated to an actually usable package. The new Michtron still carries it, and cheaply.

**Deskset II** - \$199.95: This professional typography layout system is virtually unavailable, but was developed by Atari in-house for years. While it is powerful, it is not favored by many users. Atari Corp.

## ■ ACCOUNTING AND FINANCE

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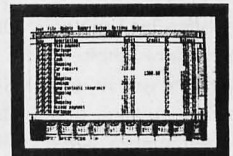
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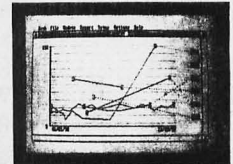
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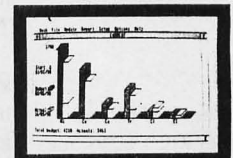
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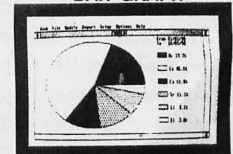
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**MIDI ALERT** ■ Now part of the Yes reunion tour, keyboard wizard Rick Wakeman is an Atari user. He originally used the Pro 24 III sequencer from Steinberg/Jones and has since moved up to Cubase, their new high-end sequencing platform. ■ **One of the hardest parts** to setting up a MIDI studio is deciding what to

buy. Electronic Musician magazine has been running semi-monthly comparison articles designed to help you make informed choices. Topics covered to date include keyboard and expander synths, drum machines, tape recorders, sequencer and notational software, and samplers. ■

## Making MIDI Most

### ▼ ...GROWING YOUR STUDIO

■ **It's usually much better to employ sample editing software** (similar to a synth patch editor) on your Atari. You simply send the raw sound file to the Atari, edit it as needed, then send it back to the sampler. Editing software systems that are based around the Atari graphics display (such as GenWave/16 and Avalon) are orders of magnitude better than those that attempt to do it within the sampler itself. The software packages typically have far greater capabilities for sample manipulations above and beyond basic editing (e.g. merging samples, volume fade-in/out, filtering, fourier analysis, etc.).

■ **Jim Pierson-Perry** is the former MIDI editor for STart magazine and is a frequent contributor to Electronic Musician. He is currently working on a synthesized interpretation of Roger Zelazny's Amber novels. He's been trying to quit AtariUser but can't quite kick the habit.

In earlier issues of AtariUser, we looked at what would be needed to get started with MIDI applications on Atari computers. These focused on general interest, low cost (relatively speaking) setups for beginners or those just wanting MIDI sound capabilities for their games.

This time, let's turn up the gain and see what could be found in a high-end hobbyist or semi-pro home studio. This also applies for the needs of professional musicians—the differences tend to lie in number, rather than type, of equipment. Pro's will also have synchgear for combining audio, video, and MIDI tracks with those lucrative artist contracts (right!).

MIDI devices can be split into 4 broad categories: synths, samplers, effects, and MIDI data manipulators. The first two generate sound, the third colors it, and the manipulators (including your Atari computer) make it all happen. We'll cover the first three classes this time. MIDI data manipulators cover a host of useful and esoteric capabilities, ranging from patch bays and mergers up to arpeggiators and guitar strumming simulators, and demand a column of their own.

Synthesizers use some combination of analog and digital electronics to produce sound. There are several general families of synthesis techniques, each having their own general timbral qualities and control options. The better known ones, along with examples, are: subtractive analog (classical fat synth a'la Moog), FM (Yamaha DX7 family), phase distortion (a variant of FM, used by Casio in the legendary CZ-101), wavetable (uses digitized waveforms instead of analog, as in Korg Wavestation), L/A (hybrid of synth and sampler used in the Roland D-50 family), sample playback (processing of stored digitized sound samples, used in the Proteus) and additive (purely math driven, basis of Kawai K5 as well as Digidesign's Turbosynth program).

As you upgrade your studio, a general rule is to add instruments from different synthesis families rather than multiples of a single one. This gives you a greater timbral palette and more versatility. It also helps to balance regular synths against multitimbral synths (typically manufactured as rackmount units without keyboards). A normal synth typically can play 16 or so notes of a single sound at a time—perfect for piano or other lead keyboard parts. Multitimbral synths can play several sounds at once but only a few notes of each. They lend themselves well to ensemble sounds of monophonic instruments—string or brass sections, bass, flute, etc.

Samplers are the flip side of synthesizers. Rather than producing sound from electronic first principles, they record

and process acoustic sounds—much like putting a keyboard onto a tape recorder. A natural use for samplers is to provide equivalents for instruments that are difficult to mimic by synths—such as guitars, vocals, and ethnic percussion.

Working with a sampler generally is more complex than a synth. With both, you need to select appropriate processing parameters to get a desired sound. Samplers, however, have no built in sounds or waveform building blocks. It's up to you to record and properly setup the starting sound sample. This requires specialized software for auditing and editing the raw sound file to get it as clean and tight (to save memory) as possible. While these routines are part of a sampler's operating system, the ease of use and degree of sophistication vary considerably between samplers (and, not surprisingly, are directly related to cost).

Sound effect devices generate no sound on their own but rather modulate input sounds from electronic instruments or microphones. These can be used to simulate natural acoustic effects, such as reverberation and echo, or provide totally gonzo sonic mutations never heard this side of the Twilight Zone. Going a step further, most of these devices allow for real-time control of the type and intensity of the effects.

Reverb has been the mainstay recording effect for years, giving a sense of warmth and ambience by simulating reflective sound waves in a concert hall or other imaginary room. It takes on new dimensions when you can manipulate the degree of reverb as you play—such as imploding the imaginary room from open space to a tiny room. Other effects may be similarly customized; change the number and timings of echoes, speed of panning, amount of distortion, delay time, etc. Either change them manually while you play or pre-program the initial settings and any changes into your sequencer. While not typically considered an effect device, MIDI controlled mixers operate in much the same way to set up tracks for play/mute or relative volumes.

The latest craze has been the advent of multi-effect boxes, such as the Alesis Quadverb Plus. These contain several of the choicest types of effects with varying degrees of control. On the whole, such boxes are the most cost effective way to add effects processing into your studio. Some boxes have their component effects prestrung in a set signal path (e.g. reverb, then distort, then delay, etc.); you can use desired effects but cannot alter the routing. More involved units extend the control to specify signal path along with effects controls—you pay for what you need. —Jim Pierson-Perry ■

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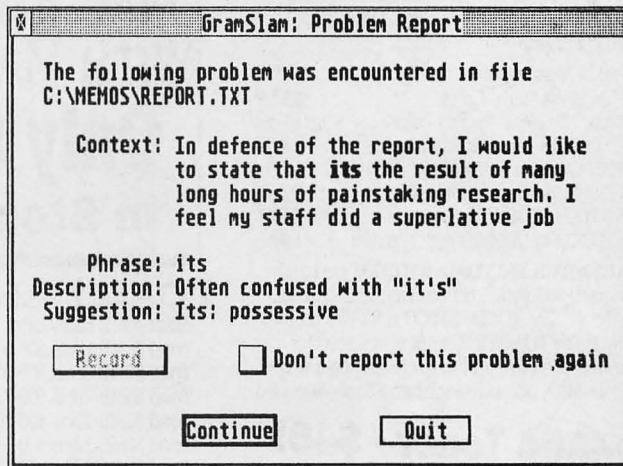
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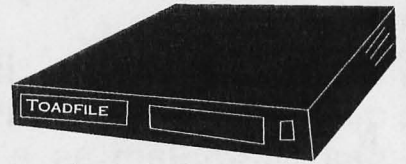
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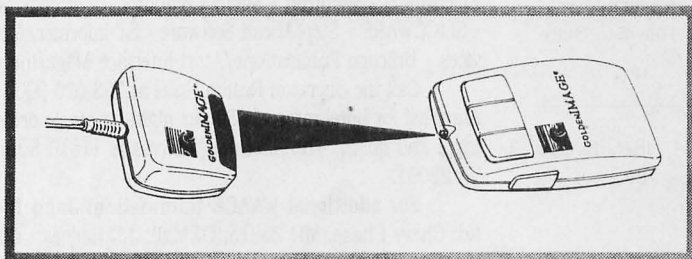
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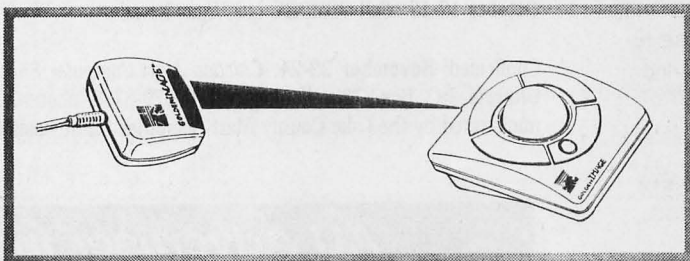
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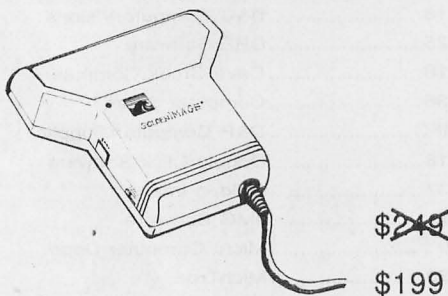
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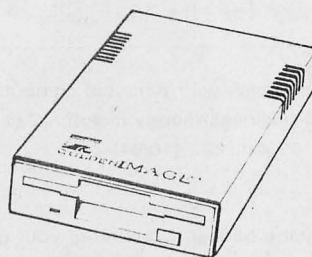
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Call the Sheraton Reston Hotel at 703-620-9000 and mention the WAACE AtariFest for hotel rates of \$59 per night for single or double occupancy, \$66 for triple and quad. The Sheraton address is 11810 Sunrise Valley Drive, Reston, VA 22091.

**For additional WAACE information: John D. Barnes**, 7710 Chatham Rd, Chevy Chase, MD 20815, GEMail: J.D.Barnes, CIS: 73047,2565

**October 12-13** Fall COMDEX, Las Vegas Nevada

Confirmed! **November 23-24**, Chicago Atari Computer Show. Contact Larry Grauzas, P.O. Box 8788, Waukegan IL 60079-8788, phone 708-566-0671. Administered by the Lake County Atari Computer Enthusiasts (LCACE).

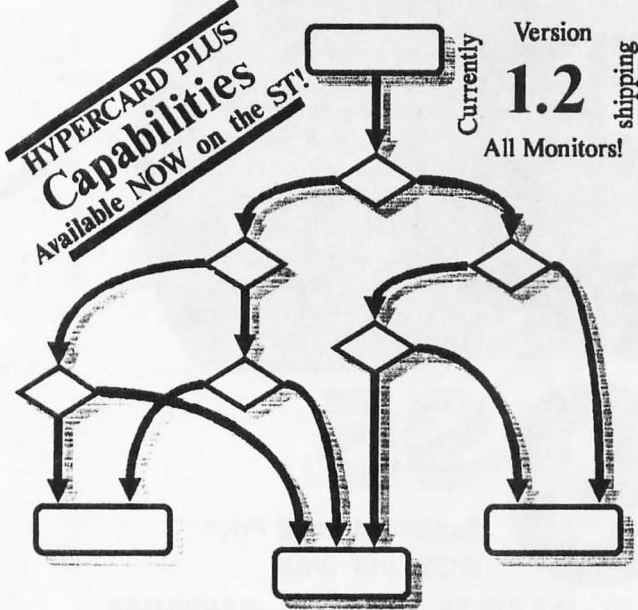
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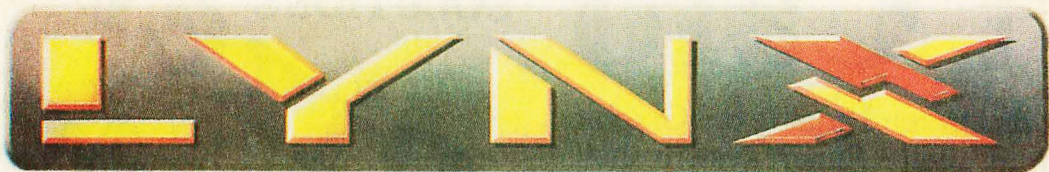
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