ATARI DEVELOPMENT PARTNER NEWSLETTER

DEMONSTRATOR

DemonSTrator is included with this Newsletter. This is the software for creating self-running demos. During its development, it was known as Switzerland, so that name may be familiar to you.

This release version has a couple of enhancements. Programs which Pexec other programs (which Pexec other programs...) can be demonstrated and demos can autoboot and autorun. Now a complete novice can put your demo disk into a computer, turn it on, and watch your demo— no need to wait for a salesperson to show them how.

DemonSTrator works by "excercising" your program. It starts up your program and sends mouse movements, key strokes, etc, to make it do its stuff. Your program doesn't even know that it's not a person running it. What separates **Demon-STrator** from a simple macro recorder is that with **DemonSTrator**, you can put in text windows to explain what's happening.

DemonSTrator needs your program to run. This means that a copy of your program is distributed with the demo. For obvious reasons, this should be a disabled copy. It also means that a single demo disk of your software provides **BOTH** a self-running demo **AND** a disabled demo version.◆

CES DEVELOPER PARTICIPATION

The **Consumer Electronics Show** begins June 25, 1990 in Chicago. Atari will be there. Our focus is on the "Atari Advantage" 520ST bundle, as well as Lynx and Portfolio.

We will provide one hour time slots for selected developers to demonstrate their products. Interested developers are invited to submit

SO FAR...
Charles Cherry

proposals to Charles Cherry. Your proposals must be in writing and list the products you want to show as well as your first, second, and third time slot preferences. Remember, **CES** is a show targeted at dealers who sell products for consumer (home) use.

The demonstration machine will be a 520ST with one floppy drive and might have a TV for a monitor. Atari will decide which developers to invite. If you are selected, you must pay your own expenses for travel, lodging, etc. You must fully staff your position in the booth for the agreed upon times. You must dress and conduct yourselves in a business-like manner.◆

DEVELOPMENT OPPORTUNITY

Atari is considering a programming job which we may contract out. The job requires heavy experience in interrupt-driven programming. Estimated development time is one to two staff-years (i.e. two to four programmers, six months).

Interested developers and programmers should submit to Charles Cherry a written request for consideration. The request must include a list of currently available programs written by your present programming staff.◆

HARDWARE DEVELOPMENT HELP

DEI, Inc. in Anderson, Indiana is offering registered Atari developers discounts on the design and fabrication of both mechanical parts and printed circuit boards.

ATARI DEVELOPMENT PARTNER NEWSLETTER

EQUIPMENT EXCHANGE OR REPLACEMENT

CEO, PRESIDENT, ATARI CORPORATION
Sam Tramiel (408) 745-2000

VICE PRESIDENT, APPLICATIONS
Antonio Salerno (408) 745-2192

ST-TT APPLICATIONS MANAGER
Charles Cherry (408) 745-2082

PORTFOLIO APPLICATIONS MANAGER
Ken Jacobsen (408) 745-2025

DEVELOPER TECHNICAL SUPPORT
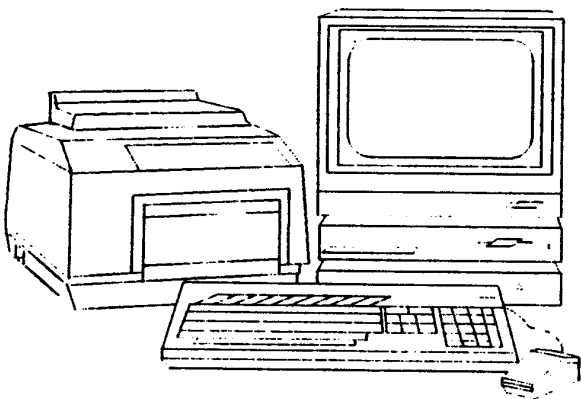J. Patton (408) 745-2135

DEVELOPER ADMINISTRATOR
Gail Johnson (408) 745-2568

SOFTSOURCE ADMINISTRATOR
Dan McNamee (408) 745-6833

MARKETING ASSISTANT
Kimberly Metcalf (408) 745-2085

CONFIDENTIALITY

The information in this newsletter is confidential. It is for your use in developing products compatible with Atari Computers only. You are responsible for protecting the confidentiality of this material in keeping with your Confidentiality Agreement. If you need to reveal some of the information in this newsletter, contact Charles Cherry first to get permission.

In the event that you have a broken or defective piece of equipment, the following steps are recommended as the most expedient ways to rectify the situation:

ONE: CALL ME
I need to know that you are sending it back, so its path is easier to track. In addition, if it is out of warranty, you need to check with me for the exchange price. It might also interest you to know the in-stock status of the item before you send in yours.

TWO: PACK IT SECURELY (preferably in the original packing materials). If you are returing a PCB assembly (board), it must be sent with its shield. DO NOT send back a laser printer with the drum and toner assembly still installed. They must be packaged separately in the carton.

THREE: ENCLOSE A LETTER
Enclose in the box a letter with your name, address, phone, a description of what you believe to be the problem, and a check or money order if it is out of warranty.

FOUR: LABEL INSTRUCTIONS
The mailing label should read, clearly, as follows: Atari Corp., 390 Caribbean Drive, Sunnyvale, CA 94089, ATTN: DEV./C.R. (Gail Johnson)

FIVE: RECEIVING REPORT
I know that it arrived at the warehouse when I get a copy of a "Receiving Report." From here I can process your order for a shiny, new product.

SIX: REPLACEMENT
Please, do not send any items for exchange or replacement to me here at the corporate address (1196 Borregas Avenue). It causes unnecessary paperwork and lost time.

Thanks for your cooperation! ■ Gail Johnson

ATARI SOFTSOURCE INTERNATIONAL

Atari Softsource is the major information and marketing initiative Atari is implementing.

It will be officially announced at the Developers' Party at World of Atari in Anaheim.

There are three goals for **Atari Softsource:**

1. Build a comprehensive worldwide database listing all Atari-compatible software and hardware.

2. Collect disabled demo versions and self-running demos of all the software.

3. Disseminate this information to support the sales of both Atari and third party developers.

PART ONE, THE DATABASE:

The database will be constructed online. Access channels will be available around the world.

Developers enter the data for their products directly into the online database. This is their guarantee that the information is accurate, up to date, and presents their products in the best light. They update their entries whenever there is a change to their product, i.e., revision, price change, etc. The entries are screened by Atari to make sure they are in the proper format and that the hyperbole is not too extreme.

Each record in the database describes product availability from one vendor. For example, GFA BASIC is sold by GFA Systemtechnik in Germany, GFA Data Media in the U.K., Antic Software in the U.S. and other companies in other parts of the world. Each of these companies creates their own **Atari Softsource** entry for the product, in their own language, with their local pricing, etc.

PART TWO, THE DEMOS:

In addition to the database listings, **Atari Softsource** also has disabled demo versions and self-running demos.

Disabled demos are versions of the programs that have been modified so that they function normally, but are useless. Most programs are disabled by eliminating the Save function. Other disabling techniques include desktop publishing programs that won't print, telecommunications packages that won't upload or download, and games that shut down after 5 minutes of play. Disabled demo versions can be distributed freely and customers use the program just as they would use the real thing. They get a clear idea of how it can fulfill their particular needs but still need to buy the product.

Self-running demos lead the customer through a tour of the program, pointing out the highlights. The customer sits back and watches the show. These self-running demos are introductory marketing and education tools. The customer learns about your product quickly and effortlessly. If she or he needs more detail, the disabled demo version shows them the full capabilities of your program.

All developers should have both a disabled demo version and a self-running demo for their software. These are valuable sales tools. A disabled version is usually easy to create. Frequently, it only requires commenting out a couple of lines of code and recompiling. On the other hand, self-running demos are difficult and expensive to make. Frequently, they have to be revised many times and each time a substantial amount of code must be rewritten.

In order to make self-running demos easier and more cost-effective, Atari has developed Demonstrator (formerly called "Switzerland"). It creates self-running demos by "exercising" your disabled demo version. It records all your keyboard input, including keystrokes, mouse moves and clicks, joystick moves, etc. These recordings (called macros) are played back and they run the program just as if a person was operating the computer. Further, **DemonSTrator** creates text windows which explain what is happening. **DemonSTrator** has full editing capabilities, so it is easy to build your self-running demo out of small pieces. You can review and alter each piece until it is just the way you want it, then assemble them all into the finished demonstration. It is also easy to go back and change parts of the demo without having to redo the whole thing.

Finally, **DemonSTrator** requires no programming, it's all point and click. The self-running demos can be created by the marketing department without tying up programming resources.

The disabled demo version coupled with the **DemonSTrator** self-running demo file are a powerful sales combination. Both are included in **Atari Softsource**.

CALENDAR OF EVENTS

APRIL

April 1st—Canada
Second Canadian Atari users Convention, Airport Hilton Hotel, Toronto. Exhibits, seminars, and demonstrations by retailers, user groups, software developers, and hardware manufacturers. For more information, call the Toronto Atari Federation, (416) 425-5357.

April 7th–8th—California
World Of Atari Show–at the Disney Hotel, Anaheim, CA. A "Home Entertainment and ·Computer Expo," sponsored by the publisher of ST World. April 6 meeting for trade only. For more information call (503) 673-2259.

April 21st–29th—Italy
Grand Fiera D'Aprile, the biggest trade fair in Italy, with participation by Atari Italy, 011-392-613-4141

April 22nd—Illinois
Mid West Atari Swap Fest '90, sponsored by Lake Country Atari Computer Enthusiasts, and Mil Atari Ltd. Milwaukee-based user group. At "The Diplomat," Gurnee, IL. For more information, contact Larry Grauzas, (708) 566-0671.

April 28th–29th—Pennsylvania
North East Atari Fair, sponsored by Pittsburg Atari Computer Enthusiasts. At Chartiers Valley High School, Pittsburg, PA. For more information, call Bruce Markey, (412) 843-0628.

April 28th–May 1—Italy
Salone Marche Musicali, an international music fair for professionals, with participation by Atari Italy. 011-392-613-4141

JUNE

June 2nd–5th—Illinois
Consumer Electronics Show, Chicago, Illinois. For more information call, (202) 457-8700. Atari will be attending.

June 3rd–6th—Atlanta
COMDEX Atlanta, Georgia. For more information call the Interface Group, (617) 449-6600

June 16th–18th—Illinois
NAMM (National Association Of Music Merchants), McCormick Place, Chicago Illinois. For More information, contact Dominque Agnew, (800) 767-NAMM. Atari will be attending.

AUGUST

August 24th–26th—West Germany
Annual Atari Messe (Fair) in Dussseldorf. Over 200 exhibitors and 45,000 visitors expected. For more information, contact Thomas Huber, Atari Germany GmbH, Postfach 1213, D-6096 Raunheim, West Germany, 011-49-6142-2090, FAX 011-49-6142-2091.

UPCOMING EVENTS

If you hear of any upcoming events, please submit them in writing to:

Atari Corporation
1196 Borregas Avenue
Post Office Box 3427
Sunnyvale, CA 94088-3427

Attention: Kimberly Metcalf

SGSnet
by Jim Erlach and Sam Streeper
Paradise Computer Systems

This article is for your information and evaluation. It is not necessarily endorsed by Atari Corporation.

SGSnet is a network for Atari ST computers that is available now. This document is intended to inform you of the various features of SGSnet, and of the few programming considerations involved.

WHAT IS SGSnet?

SGSnet connects up to 32 ST's together using the built in MIDI ports. One machine becomes the file server by running the server kernel program, and then the other computers are given complete or limited access to its hard disks or RAM disks. The SGSnet kernel programs work as background programs, so the server computer can be used normally, even as the other computers access its information.

HOW IS SGSnet DIFFERENT?

Other Atari networks operate at the disk sector level. This means that when a node computer writes a file to the server's disk, it must write all its data sectors, update the server's directory sector, and then update the server's File Allocation Table (FAT) links. We decided it was too risky to give multiple remote computers the ability to modify the file server's disk sectors. Consequently, SGSnet works at the file, or GEMDOS, level. Thus when a node wants a file written to the network, it is implicitly translated into a request to have the file server write the disk file. Thus, all the computers on the network may be allowed to read, write, and execute files, but only the file server is allowed to update the critical disk links.

SGSnet allows you to restrict various disk operations from the node computers. For example, it is possible

ATARI SOFTSOURCE by Dan McNamee

Hi all! Sorry, I've been real busy this last month trying to get everything ready to get Atari Softsource online, and preparing some things for the World Of Atari show in Anaheim, so this is going to be real short. For those of you who don't know yet, Atari will be having a dinner Saturday night for developers and their guests. At this dinner I will give a small speech on Atari Softsource, and I would love some direct feedback from all of you on it.

Kimberly will kill me for this (she gets to format this via DTP), but I have included an updated field list, and category list for your approval. I would like to get this as complete as possible the first time through, so please let me know if there is anything that is missing. For now, the field list is locked in, and we will not be able to make any additions until the next software update, but if you still see any fields that we have missed, please let me know, and I will get them added as soon as possible. We can add new categories at any time to the online application, and there is still a little time left to get them onto the CD ROM, but that time is rapidly running out. Once the CD ROM is mastered, any new categories will have to wait for the next update, so please get these suggestions in now.

That's about it for this time. Keep those cards and letters coming, and hopefully I will see you all in Anaheim!

Dan.

Field Name	Type	Size
ID Number	TXT	5
Company Name	TXT	30
Address	TXT	30
City	TXT	20
State	TXT	20
Country	TXT	25
ZIP Code	TXT	20
Phone Number	TXT	26
Product Name	TXT	30
ISPN Number	TXT	20
New/Update	TXT	1
Integrated	TXT	1
Package	TXT	30
Source Code	TXT	1
Source Cost	NUM	$99999.00
Updates	TXT	1
Update Cost	NUM	$99999.00
Copy Protected	TXT	1
Backup	TXT	1
Backup Cost	NUM	$99999.00
Demo	TXT	1
Demo Cost	NUM	$99999.00
Category	TXT	4
Summary	TXT	255
Revision No.	TXT	5
Date Entered	DAT	mm/dd/yy
Price	NUM	$99999.00
HW Required	TXT	255
Crippled	TXT	1
Availability	TXT	255
Dealer Orders	TXT	40
Overview	TXT	unlimited
Danish	TXT	1
English	TXT	1
Finnish	TXT	1
French	TXT	1
German	TXT	1

Field Name	Type	Size
Italian	TXT	1
Norwegian	TXT	1
Swedish	TXT	1
Spanish	TXT	1
Turkish	TXT	1
Other	TXT	1

CATEGORY LIST

Business:
Business Forms
Commercial Arts
Data Entry
Database Management Systems
Desktop Publishing
Desktop Publishing Support
Human Resource Management
Integrated Productivity
Invoicing/Order Entry
Mailing Lists
Marketing/Sales
Miscellaneous Business
Project Management
Purchasing/Inventory
Sorting/Merging
Spreadsheets
Spreadsheet Support
Statistics
Taxes
Telecommunications
Telecommunications Support
Time Management
Time/Client Billing
Word Processing
Word Processing Support

Education:
Administration
Aptitude Testing/Counciling
Cognitive Development
Composition/Grammar
Computer Literacy
Computer Tutorials
Curriculum Development/Authoring
Early Childhood Development
Geography
Government/Economics
History
Humanities
Languages
Library Management/Reference
Math
Miscellaneous Education
Reading/Vocabulary
Science
Social Sciences
Special Education
Speed Reading
Spelling
Typing Tutorials
Vocational/Business Skills

Entertainment/Personal:
Adult
Adventure
Animation/Movie Making
Arcade/Simulation
Astrology/Divination
Career Development
Cooking/Diet
Electronic Publications
Financial/Legal
Gambling
Genealogy/Family History
Health/Self-Improvement
Hobbies
Household Management
Miscellaneous Entertainment
Miscellaneous Personal
Music
Sports
Sports/Games
Strategy
Travel

Financial:
Accounting-Fixed Asset
Accounting-General Ledger
Accounting-Integrated Systems
Accounts Payable/Check Writing
Accounts Receivable
Financial Forecasting/Modeling
Investment Management
Miscellaneous Financial
Payroll

Hardware:
Accelerators
Emulators
Mass Storage
Graphic Boards/Frame Buffers/Video Adapters
Memory Expansion
Miscellaneous Hardware

Industries/Vertical Markets:
Aerospace
Agriculture
Automotive
Aviation
Chemical
Computer-Aided Design (CAD)
Computer-Aided Manufacturing (CAM)
Construction/Contracting
Energy (Oil/Gas/Alternative/Etc)
Engineering (Civil/Structural)
Engineering (Electrical/Electronic)
Engineering (Mechanical)
Engineering (Miscellaneous)
Inventory Industries
Lumber
Manufacturing
Mining
Miscellaneous Industries
Surveying
Transportation

Music/MIDI:
Composing
Cue Sheets
Educational
Interface
Librarian
Mixing
Miscellaneous Music/MIDI
Patch Editor
Player
Sample Editor
Scoring
Sequencer
Sounds
Utility

Personal Productivity:
Childrens Applications
Data Entry
Database Management Systems
Desktop Publishing
Desktop Publishing Support
Fonts/Images
Graphics
Graphics Support
Ham Radio
Miscellaneous Productivity
Spreadsheet Support

Personal Productivity: (Con't)
Taxes
Telecommunications
Telecommunications Support
Time Management
Word Processing

Professions/Services:
Architecture/Interior Design
Banking
Communications/Media
Food/Restaurant
Government/Municipalities
Hospital Management
Hotel/Motel
Insurance
Leasing/Rental
Legal
Medical (Diagnosis/Analysis)
Medical/Dental Office Management
Miscellaneous Professions/Services
Non-Profit Associations
Pharmaceutical
Public Utilities
Publishing/Printing
Real Estate/Property Management
Recreation
Retail/Wholesale
Veterinary Practice

Sciences:
Astronomy
Biology
Chemistry
Earth
Environment
Mathematics
Miscellaneous Sciences
Nuclear
Physics

System Applications/Programming:
Artificial Intelligence/Expert Systems
Assemblers
System Emulation
Compilers/Interpreters/Languages
Conversions/Cross Compilers
Device/Utility Controllers
Diagnostics/Analysis
Information Retrieval
Operating Systems
Program/Report Generators
Programming Development
Security/Encryption
System Administration
System Utilities

SGSnet

to grant the ability to create or modify files while restricting the ability to erase files from the file server.

PROGRAMMING CONSIDERATIONS

SGSnet is compatible with GEMDOS/TOS, so almost all programs will work without modification.

There are just a few things to be aware of. Since SGSnet works as a background (interrupt driven) program, your program should not leave interrupts off for an extended period of time, or the SGSnet communication routines will not work.

The SGSnet server program runs in the background, but it does not access the hard disk as a background program. Instead, it has the foreground application access the disk for it. (The foreground application doesn't even know it does this favor for SGSnet!)

For this to work, the foreground program should periodically call the operating system (GEMDOS, BIOS, AES or VDI). Waiting for a keystroke is fine too.

Finally, SGSnet only lets one computer at a time write to a file (thus preventing multiple users from simultaneously updating a file which would very likely yield garbage) so a program should close a file after writing to it to allow other computers to write to that file.

HOW MUCH DOES IT COST?

The SGSnet Starter Kit includes all the hardware and software required to connect 2 computers together, and sells for only $159.95. Additional computers may be added to the network for only $109.95.

SGSnet is available from:

Paradise Computer Systems
3485 B Sacramento Street
San Luis Obispo, CA 93401 (USA)
(805) 544-7130 (voice or fax)
Call our networked BBS for a SGSnet demo:(805) 544-3165◄

HARDWARE DEVELOPMENT HELP

DEI, Inc. was established in 1979 with the goal of providing the most precise engineering and design services that technology can support. These services include:

* Advanced Development
* Design Product
* Design Jigs and Fixtures
* Schematic Capture and Layout
* Printed Circuit Board Layout
* Phototool Production
* Fabrication of printed circuit boards

For more information, please contact:

Mario Perdue
DEI, Inc.
300 Crystal Street,
Anderson, Indiana 4601-2317
(317) 642-5900

ATARI SOFTSOURCE INTERNATIONAL

PART THREE, DISSEMINATION:

All of this information will be available to the general public online. In addition, every three months, Atari will assemble the database and all the disabled demo versions and self-running demos onto a CD ROM. This CD ROM will be distributed to dealers, VARs, OEMs, consultants, user groups, the press, and other interested parties. Everybody will have accurate, up-to-date, accessable, exploitable information for all the Atari software available around the world.

Atari Softsource requires the participation of every developer. We are providing the tools, but you must provide the information. ◄

WORLD OF ATARI PARTY SCHEDULE

ST Journal invites you to a no-host pizza and beer gathering to renew old aquaintances and meet new faces. It's Friday night at 6:30 at the Round Table Pizza parlour, corner of Katella and West. Take a break from setting-up and join the gang. Call ST Journal for more information (818) 332-0372.

Atari is hosting the Atari Softsource Debut party on Saturday, April 16, 1990. The party is in the Seminar Room and begins as soon as the show closes at 6:00. Stop in and have a bite to eat. We'll keep it short so you can head over to Disneyland afterwards. Due to small room size, we're limiting it to developers and guests. You can get an invitation from Dan McNamee or Charles Cherry in the Atari booth on Friday or Saturday.