

## THE FORTUNE TIMES

A Quarterly Newsletter for the Fortune System User Volume I Number 2 11/ 84

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### CALL THE NETWORKS !

At Comdex this week followers of the microcomputer market received big surprise. Fortune announced the "Fortune 1000"\*, a new family of workstations that run both the UNIX and MS-DOS operating systems.

These new products will offer Fortune users a variety of upgrade possibilities. The options will range from a single ASCII Terminal to an intelligent workstation or a graphics workstation, to a complete networked professional computer with color graphics. The Fortune 1000 will also allow for networking between IBM PCs and various Fortune Products.

Some of the options to choose from:

- \* Upgradeable ASCII Terminal with a 14" monochromatic monitor;
- \* Color Monitor;
- \* Hard Disks or Floppy disks for local storage capabilities;
- \* High speed data link to provide intelligent workstation capabilities with MS-DOS only, UNIX only, or combined MS-DOS and UNIX operating systems;
- \* Networking or stand-alone capabilities;
- \* Fully configured UNIX/MS-DOS personal computers.

Fortune 1000 users can expect not only the wide variety of software provided by the UNIX operating system, but can now have access to thousands of programs designed for the IBM Personal Computer Family.

\*The Fortune 1000 family will be available in March, 1985.

### BE ON THE LOOK OUT

Beginning November 16, 1984 our east coast and midwestern readers of the "Wall Street Journal" will be in for a treat-- a full two page advertisement with the headline:

### "IT TAKES A FORTUNE TO RUN A BUSINESS!"

The ad pictures a brick building, the top two floors of which have been stripped away to reveal a fictitious corporation. Fortune Systems are in abundant use by everyone from the chairman to the word-processing center. The ad copy describes in detail how it "Takes a Fortune" to run the business.

The ad is a test campaign and was conceived and executed by Tycer, Fultz, & Bellack, Fortune's new advertising firm. The ad will appear once a week for 5 consecutive weeks.

### **BUNKER TO THE RESCUE !**

As many of you who have Fortune maintenance agreements know, our largest authorized service agent, Bunker Ramo-Eltra Corporation, will now directly handle hardware service for your Fortune System.

Bunker Ramo has a comprehensive service program and 120 service centers nationwide. Bunker Ramo has assured us that they will offer our end-users an excellent service value: Improved service at a lower price.

Bunker Ramo will also be handling warranty service for those of you with limited service dealers. They will, however, require a dated proof of purchase to validate any warranty service. Warranty service will be performed on a Depot basis at no cost. For details on how to obtain an On-Site warranty policy, please contact Bunker Ramo.

To obtain a Bunker Ramo hardware maintenance contract please call Bunker Ramo in Trumbull, CT at:

**(800) 556-0065**

For Billing inquiries and renewal information call:

California Only: (213) 498-3693  
All other areas: (800) 535-3533

### **CALL US !**

We are pleased to announce that as of December 3, 1984, Fortune Systems will be offering two new services: Telephone Assistance and Telephone Consulting. Telephone Assistance may be purchased on a quarterly basis for \$150.00 and will entitle

a single user to answers on general operational questions and assistance in using Fortune supported products.

Telephone Consulting may be purchased on an hourly basis for \$100.00 per hour. (\$25.00 minimum) This service is for those of you who require BAS support directly from Fortune or higher level technical support. The hourly Telephone Consulting may also be used in lieu of purchasing a Telephone Assistance Contract.

### **CALLING CARDS**

Beginning December 3, 1984, you will be able to charge services such as Subscription Update, RED-TAG Service, (An expediting service), Telephone Assistance and Telephone Consulting, on your Master Card, Visa, and American Express credit cards.

### **\* GOOD MORNING \***

You will be hearing a cheerful "Good Morning" an hour earlier when calling the Customer Support Center.

As of November 19, 1984 many of their crew will be reporting in at 5:00 AM Pacific Standard Time.

This is in response to several requests from our "Go-Getters" on the East Coast.

### **R E M I N D E R**

Please be reminded that The Customer Support Center will be closed for the holidays on November 22, November 23, December 24, December 25, December 31, and January 1.

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### SERVICE MARKETING MESSAGE

We at Fortune are proud of our support services and you will be too. To fulfill our commitment to offer valuable services there has been a new department set up at Fortune, Services Marketing.

We have recently introduced several new services, such as the Software Updates, Telephone Assistance, and Customer Site Training. There are more forthcoming so be on the look out for more announcements.

As part of our goal to improve Customer Satisfaction, we would like to ask that if you have any questions or comments about Fortune you would like answered or see published in future issues of "Fortune Times" please address them to :

Fortune Systems Corporation  
101 Twin Dolphin Parkway  
Redwood City, CA 94065

Mail Stop: 101

### B E A S T A R !

Our Product Marketing Department has a new program called "All Star Software", for independent software developers. This very important program allows us to offer a wide variety of vertical software. Featuring this software is the new Third Party Software Catalog to be released shortly. Ask your dealer for a peek.

For those of you interested in participating in the program the first order of business is to complete a Marketing Application Questionnaire. This will allow you to become a part of the program's four categories:

- \* Blue Star: A completed product with one verifiable reference.
- \* Gold Star: A completed product with five verifiable references.
- \* Five Star: A completed product and a signed distribution contract with Fortune.
- \* Super Star: Your products are licensed, distributed, and supported by Fortune Systems.

### BACK TO SCHOOL

Customer Education loves new students. For information on how you can attend their classes please call: (415) 594-2432.

#### Course Schedule for December 1984

<u>Course</u>	<u>December</u> <u>Date</u> <u>Location</u>
Fundamentals of Fortune:Word	04-05 Atlanta 11-12 Redwood City
Fortune:Word; Advanced Features	06-07 Atlanta 13-14 Redwood City
C Programming	10-13 Chicago 17-20 New York 17-20 Redwood City
Advanced FOR:PRO I	17-18 Redwood City
Advanced FOR:PRO II	19th Redwood City only
UNIX for Programmers	17-20 Atlanta 17-20 Chicago 10-13 New York
Glossary Programming	04-05 Atlanta
Business Applications	04-07 Redwood City
32:16 Hardware	04-07 New York

Be looking for the spring semester class schedule in the next "Fortune Times".

### New FOR You

For those of you who haven't yet heard, Fortune Systems has announced a new version of the FOR:PRO Operating System--FOR:PRO 1.7.4. What can it do for you?

- \* FOR:PRO provides enhanced error recovery when using the floppy, preventing hard disk data loss when the floppy door is opened while a file system on the floppy is mounted.
- \* The new system allows RJE users to send host files directly to the printer, without first saving them in a file.
- \* What's more, 1.7.4 supports a larger hard disk, specifically the new 45 megabyte disk drive!

Besides the 1.7.4., which is available immediately, a new release of the Fortune-to-Fortune Copy utility (FFCP, formerly called FTF), will be available shortly. The new FFCP provides enhanced control over logins and allows the system administrator to provide a list of commands which can be accessed remotely. The new FFCP comes with a completely rewritten manual, with detailed information on the system configuration.

# TIPS FOR THE SYSTEM ADMINISTRATOR

## \* Entering Maintenance Mode \*

Numerous questions regarding maintenance mode have arisen recently. Entering maintenance mode during system start up is easy! After the **FOR:PRO Version** and **memory available** message, the system will pause for five seconds. During this pause, if the CANCEL/DEL key is pressed at the console, you will enter maintenance mode. The system will perform a **login root**, and request that you enter a password, if appropriate. (Note that, in maintenance mode, file systems on expansion disks will NOT be mounted!) When your work is finished, type ^D (Control D) to resume the start-up procedure.

## \* System Backups \*

Why backup the files, you might ask? After all isn't the Fortune Systems reliable?

Yes, the system is reliable, but not (quite) perfect. Sometimes people spill coffee on the system, power fails, or someone types **rm \*** when they really don't mean to! If you don't have your files backed up, there is the potential for losing LARGE amounts of data. After all, we have life insurance, health insurance, fire insurance -- what about data insurance?

Up-to-date backups are precisely that: free data insurance. They are effective, inexpensive, and SIMPLE. Usually, backing up the users' directories (/u) will be sufficient. It is important, however, to know your system, and where changes have been made.

When you do back up, alternate floppy diskette sets or tapes, so that if the system crashes DURING the backup, you still have yesterday's backup available

To back up the entire /u sub-tree onto floppies, use:

```
cp -Brost /dev/fd02 790 /u
```

(If you want to verify the backup, add the X option to the command [i.e. cp -BrostX...].) To back up /u onto streamer tape use:

```
far -Backup -keepset_name=Daily /u | \
st unlabelled write erase write_tape \
rewind
```

For details on the meanings of the options and arguments, see your FOR:PRO Programmer's Manual.

## \* Changing Device Connections \*

If you'd like to make changes to your device connections without shutting down the system, there is a way. After using S2-39 to modify the device connections, (or after modifying /etc/devtype directly), you can type:

```
/m/sysman/dtinit -M
kill -2 1
```

The first line causes the system to update files it examines (/etc/ttys and /etc/ttytype), based on the information in /etc/devtype. The second line instructs the system (/etc/init, running as process 1), to reexamine its device configuration file (/etc/ttys), and update the status of the ports accordingly.

**NOTE:** Do NOT change a port from a login to a non-login port while someone is logged on that port.

## SOFTWARE UPDATES

AS OF NOVEMBER 1, 1984

The following are the Software Update Revisions and commands (to be entered at the UNIX prompt) to determine the systems' software revision level. Other responses than those given indicate an earlier version of that software product is installed. Fortune software products may be updated through purchases of Software Updates.

<u>Update</u>	<u>Revision</u>	<u>Command</u>	<u>Response</u>
FOR:PRO	1.7.4	what /unix	1.7.4 (may have small letter subscript)
Multiplan	1.4	what /m/mp/mp	1.4
Business Basic	1.4	what /b/basic.psd	SMC Level 2.5
Language Development	1.8	what /usr/bin/ld	1.8
C Compiler	1.7	what /usr/bin/cc	1.7
Fortran Compiler	1.3	what /usr/bib/f77	1.3
ITE	1.1.1	what /bin/cu	1.1.1

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## IN THIS ISSUE...

Welcome to Fortune! In this issue of the Fortune Times we give you a book report, some helpful glossary programs, and information from around the Fortune world. We tell you about new products and re-introduce you to some familiar ones. The article "How We Develop a Product for You," takes you through our product development process, and shows you how we make the products you use.

The Fortune Times is your newsletter. Your comments, suggestions, and articles are solicited. We'd like to hear from you--write or call Barbara Formby at 101 Twin Dolphin Drive, Redwood City, CA, 94065, 415/594-2538.

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## THE BOOK REPORT

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When you order a software or hardware product from Fortune Systems you receive a user's manual which tells you how to use the product. In addition to these "standard" manuals that accompany the product, we offer publications that go

beyond the standard and give you more detailed and/or more technical information.

We produce these books as a direct result of your feedback. When you tell us that more information is required at a deeper level than the standard user manual provides, we respond by conducting a user survey. We determine the content, scope, and packaging of the new manual from the

survey results. So, the next time you receive a phone call or letter from Fortune asking your opinion, please give it--we listen!

You can help us by filling out the "User Response Card" in the back of each manual (you can mail it postage-paid to us). User Response Cards are circulated throughout the company and we consider and act on your recommendations. (The User Response Card isn't shipped when you order a manual separately from the product, so just write us directly if you don't have a response card.)

Here are descriptions and order numbers for special Fortune publications. To order, contact your Fortune dealer.

#### **FORTUNE:WORD ADVANCED GLOSSARY USER'S GUIDE (1002835-01)**

Advanced Glossary is a programming language extension to the basic glossary capability provided with Fortune:Word. It gives you sophisticated glossary programming tools for text manipulation and numeric calculation.

The Advanced Glossary User's Guide is for experienced users of Fortune:Word's basic glossary. Chapter 1 provides a review of Basic Glossary operations; Chapter 2 is a hands-on tutorial that shows you how to add Advanced Glossary interactive and mathematical functions to a basic glossary program; and Chapters 3-6 review theories of programming and tell you how to use control statements, conditional statements, and functions. The appendices give you valuable information on reserved words and symbols, glossary keywords and functions, character codes, error messages and FOR:PRO commands.

#### **FORTUNE:WORD QUICK GUIDE (1002959-01)**

This guide provides basic information

about Fortune:Word functions and features in a "cookbook" style format for those already familiar with Fortune:Word. If you aren't familiar with Fortune:Word but are experienced in word processing, this guide is a good tool for learning Fortune:Word.

Topics are arranged alphabetically, and are cross-referenced. If you're not sure what topic you're looking for, the Reference List at the end of the guide lists all topics under functional headings such as Editing and Printing.

All functions are defined and are presented in easy-to-follow steps. The built-in easel and spiral binding make it convenient to use as a reference tool.

#### **FORTUNE:WORD REFERENCE CARDS (available in packages of 25)**

Reference cards list the most-used features and functions of Fortune:Word in a brief format. Three reference cards are available:

- o Word Processing Reference Card (1001449-01)
- o Records Processing Reference Card (1002326-01)
- o Advanced Glossary Reference Card (1002327-01)

#### **INTRODUCTION TO FOR:PRO (1002268-01)**

This book is designed to address the needs of two different groups of Fortune system users:

- o Those who have read Understand Your Fortune System, used the Fortune menu system, and need to know FOR:PRO at the command level.

- o Those with prior computer experience who want to use FOR:PRO at the command level rather than at the menu level.

Part 1 introduces FOR:PRO and describes how to use simple commands to perform common operations. Part 2 is the entire collection of the manual pages, or "MAN pages", that provide reference documentation for all commands and files that are part of the single-user FOR:PRO system.

#### **USING FORTUNE TERMINALS (1002711-01)**

Readers of this guide should have a basic knowledge of the Fortune system and of FOR:PRO, the Fortune Professional Operating System.

This guide provides information on:

- o How Fortune Systems character sets are displayed and printed
- o Screen display commands for cursor movement, selection of attributes, and editing
- o The domestic keyboard and the signals that the keys send out
- o The tasks that the Fortune Intelligent Station (FIS) performs independently of the master terminal

#### **FOUR-PRODUCT KEYBOARD TEMPLATE (1003245-01—package of 25)**

Four frequently-used templates have been combined into one convenient template that fits over the function keys at the top of all Fortune Systems' keyboards. The applications on the keyboard template are Fortune:Word, ITE, Multiplan<sup>TM</sup> and 3270 Terminal Emulator.

**NOTE:** When you buy Extended Fortune:Word 2.0, or receive it through the Subscription Update Service, you automatically get the Advanced Glossary User's Guide, the Fortune:Word Quick Guide, and all of the Fortune:Word Reference Cards.

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#### **LET'S LEARN**

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Coming this summer from the Customer Education group at Fortune is a hot new series of self-paced courseware for Fortune:Word and Advanced Fortune:Word.

Designed for you to learn in your own environment, on your own equipment, and at your own pace, the new courseware offers timed tutorials (so you'll know how much time to allow to learn a new topic), plenty of practical exercises, and some bonus word processing tools.

Everyone needs a fast-paced course for quick proficiency in word processing. As a manager, programmer, secretary, or trainer, you will appreciate this easy to use new courseware.

If you're responsible for training others, you can order the "Instructor's Guide" for each set of courseware.

There are two sets of courseware: The Fortune:Word Fundamental Training Course covers all the basics of Fortune:Word, plus Hyphenation and Pagination. The Fortune:Word Advanced Training Course covers Windows, Multiple Columns, Table of Contents Generator, Index Generator, Spelling Aids, Records Processing, and Basic Glossary.

For information about the new self-paced courseware call your Fortune Dealer.

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**GLOSSARY WORKSHOP**


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Since we mentioned the new **Advanced Glossary User's Guide** in the Book Report article in this issue of Fortune Times, we thought we should whet your appetite by giving you two handy glossaries to try.

Use this short program to tell the time when you're editing a Fortune:Word document.

**Glossary Example: The Time Teller:**

```
entry t /*entry to tell time*/
{
  call posmsg(1,44,"\034HD THE TIME
  IS: \034Id\007")
  call posmsg(1,60,time)
  call posmsg(2,44,"\034HD Press
  EXECUTE to clear time \034Id")
  call keyin
  "\027"
}
```

Next, you get two glossary programs for the price of one. The first program automatically bolds a single word for you. By changing the "b" to "\_" in the second program you get a glossary to automatically underline a word.

**Glossary Examples: The Emphasizers**

```
entry b /*auto emphasis for bold*/
{
  call display(false)
  mode "b"
  while( ((char >= "A") & (char <=
  "Z"))
  | ((char >= "a") & (char <= "z")) )
  {
    right
  }
  mode "b"
  call display(true)
}
```

```
entry u /*auto emphasis for underline*/
{
  call display(false)
  mode "_"
  while( ((char >= "A") & (char <= "Z"))
  | ((char >= "a") & (char <= "z")) )
  {
    right
  }
  mode "_"
  call display(true)
}
```

We'll give you some glossary examples in each issue of the Fortune Times, but we'd like to share yours too. Please send any great, useful, astonishing, easy or complex glossaries that you'd like to share to the Fortune Times (address on the masthead). We'll give you a by-line for each one published.

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**STATE OF THE NEW**


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You wanted it! We have it, the newest, the best, the biggest! Sound like a carnival barker? Maybe so, but we're rightfully proud of our new products (read what goes into their development in the "How We Develop a Product For You" article in this issue). Here's our latest--for you from Fortune:

**EXTENDED FORTUNE:WORD 2.0**

This latest release of Extended Fortune:Word gives you marked performance improvement over earlier versions. It operates faster, glossaries run quicker, and power typists can type even faster! Possessing all the great virtues of the original EF:W, it adds major enhancements to the Spelling Aids and Hyphenation & Pagination features, and gives greater range to multiple column typing and output. The new enhancements are:

**New Spelling Aids enhancements:**

Marks misspelled words  
Suggests alternatives to misspelled words  
Marks word usage errors  
Supports interactive, automatic, or background processing  
Improved Exception Dictionary for capitalization entry  
Allows for an unlimited number of "exact capitalization" words  
An alternate Exception Dictionary can be used during entry  
Provides on-line HELP

**New Hyphenation and Pagination enhancements:**

Allows hyphenation and pagination of multi-column documents  
Supports interactive, automatic, or background processing  
Uses a new, improved hyphenation algorithm  
Uses improved Spelling Aids lexicon for accurate hyphenation  
Exception Dictionaries may be used for special word hyphenation

**Multiple column enhancements:**

Permits preparation of wrapping (newspaper-style columns), or synchronized (balanced) columns.

Multiple column documents can be hyphenated and paginated, using the enhanced H&P function.

Remember, the following features have always been part of Extended Fortune:Word:

**Records Processing:**

The best kept secret in the world--Records Processing is a super little data base. Good for businesses needing a small, fast data base with

boolean sort and full math capabilities that also interfaces with Fortune:Word. (If you have more than 4,000 records to manipulate, use Informix<sup>TM</sup> or Rubix<sup>TM</sup> (Rubix is a superstar product available this Spring).

**Advanced Glossary:**

If you haven't tried it, get the new Advanced Glossary book (comes with Extended Fortune:Word or order it separately) and learn how to write your own text manipulation programs. Advanced Glossary is the only full-fledged document/text-oriented programming language on the market. Easy to learn and fun to use, Advanced Glossary is a powerful office automation productivity tool.

**Text Editing Features:**

Windows--as many as four separate document windows per screen. You can copy and move text between windows, jump and flip from window to window, and use them in a lot of creative ways. Using mode "R" (reverse video) and mode "F" (flash) adds exciting emphasis to your documents and glossaries. Command "i" or "I" gives you indexing capability from your edit screen, and Command "!" or "|" gives access to FOR:PRO commands.

**Index Generator and Table of Contents Generator**

Using these features frees you from tedious, repetitive work and gives you more time to write glossaries!

**FORTUNE 1000 BASIC WORKSTATION AND KEYBOARD**

Here it is--the first of a series of new products in the "Fortune 1000 Series." The Fortune 1000 Basic Workstation consists of the Fortune 1000 Display and Keyboard. The Basic Workstation functions

as a terminal to the 32:16 family. It can be field upgraded to a monochrome graphics workstation, and can be used as a monitor for an MS-DOS or MS-DOS/FOR:PRO Workstation, or the top of the series Professional Computer with local fixed disk storage. (Watch for more information about the Fortune 1000 family in the next issue of Fortune Times.)

#### EXTENDED HP PRINTER INTERFACE

We're happy to announce the Extended HP Printer Interface through the Five Star Distribution Program. The Extended Interface allows the Fortune system to utilize the majority of the current capabilities of the Hewlett-Packard LaserJet printer. The Extended Interface incorporates all of the features of the Standard Laser Printer Interface Package with the additions of proportional spacing, and the ability to change fonts within a Fortune:Word document.

#### MICRO FOCUS LEVEL II COBOL

We have been successfully distributing and installing Micro Focus LEVEL II COBOL since the Fall of 1983. We now announce the immediate availability of a much more powerful and greatly-enhanced version of this product, Release 2.5. Both functional and performance improvements are a part of version 2.5 Micro Focus High Performance LEVEL II COBOL. The new features are:

GSA Certified as a high-level Federal standard COBOL.

File and Record Locking for all file types: ISAM, relative, and sequential.

Communications facilities for allowing up to ten consoles to be connected to a single COBOL process.

Numeric and function key support for the Fortune keyboard.

Execution of shell commands from a COBOL program.

New and improved ANIMATOR with Function key commands.

#### UNILAW

Hooray for Five Star products--UNILAW<sup>TM</sup>, is a great legal series of integrated programs from Guardian Automated Systems, Inc. The mainstay of the system is Legal Accounting, which includes time keeping and billing, cash basis accounts receivable and accounts payable, trust accounting, and management reporting. The appointment Scheduler is an automated calendar that schedules resources. Attorney appointments made using The Appointment Scheduler can be converted to billable time entries in the Legal Accounting system. Clients, cases, and attorneys entered into the Legal Accounting system are automatically part of the Case Management System if that module is added. Case Management tracks cases from initial client contact to disposition, alerting the firm to its own and the adversary's filing and response deadlines. General Ledger accepts manual entries as well as automatic entries journalized as payments are made and received, trust receive and distribute funds, and client disbursements are posted. Unicorn/DB<sup>TM</sup>, a database manager, completes the package, providing customized reporting on all data files, user programming of function keys for rapid data entry, and data file modification. All Unicorn/DB reports as well as legal accounting bills can be printed on paper, to the screen, to an ascii file, or to a Fortune:Word file. The five UNILAW modules are available separately.

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**FORTALK**

Fortune has announced plans to let you use your 32:16 as a powerful file and print server for an Apple Macintosh™. Our new communication link FORTALK, will consist of an accessory card which plugs into the 32:16, and two floppy disks containing the file and print server programs. If you use a Macintosh you will be able to take advantage of the power of your Fortune's multi-user system with AppleTalk, while at the same time having personal computing power through the Macintosh. "FORTALK is part of our strategy for proactive co-existence with other computer systems in office environments," says Robert J. Ruebel, senior vice president of marketing.

Although you will not have access to FOR:PRO through your Macintosh, FORTALK's file transfer capabilities will allow you to use the 32:16's hard disk file system, with extended memory and back up capabilities. In addition, the print server will allow you to "queue up" files for printing, instead of having to wait for each individual printing task to be completed before another print command can be given.

FORTALK will be distributed through the ISV distribution program.

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**STAYING FRIENDS**

Since tried and true friends are the best friends, here is a list of current Fortune products (friendly) and services (very friendly) we'd like to re-introduce you to (don't forget your friends).

**DOCUMENT CONVERSION**

If you have an old Wang OIS System

sitting next to your new Fortune wouldn't you like to convert your Wang documents to Fortune:Word so you can take advantage of Fortune:Word features? You can with Document Conversion. This software product easily converts Wang word processing documents to Fortune:Word documents (keeping and converting all the text attributes, format lines, and other things you want to have). You need a bit of hardware for this one--a Comm B board (bysynchronous communications board).

**INTERACTIVE TERMINAL EMULATOR (ITE)**

Most communications products have a deserved reputation for being unfriendly and hard to use. Not so with our Interactive Terminal Emulator (ITE) asynchronous communications. An easy-to-use menu drives our ITE, a handy keyboard strip shows you the keys to press, and the best communications user manual in the industry accompanies the product (the manual has been revised since the first release due to your recommendations). The only hardware you require for this one is a Comm A board (which you have anyway for your multi-user system).

**FORTUNE TO FORTUNE COPY (FFCP) 1.1.1**

FFCP is Fortune's greatly enhanced, friendly, and menu-driven version of UNIX™ uucp. You don't need to know uucp or FOR:PRO to use FFCP. What does it do? It allows you to copy files between systems, perform non-interactive remote command execution, share resources between Fortune systems and with non-Fortune UNIX computers.

The brand new manual that accompanies this latest version of FFCP takes you through the entire spectrum of FFCP, from the menu to the log and command files. There's a section on mail, trouble shooting, and error messages. The new manual leads you easily through the complexities of linking

several Fortune systems, linking to other UNIX-based computers, and protocol considerations.

You'll learn about FFCP from hardware to software. In fact, we'll bet our new FFCP manual is the best book around on uucp.

You automatically receive the manual when you order FFCP, however you can order the manual separately. Use order numbers:

1000867-03 (manual without software)

1000186-03 (manual with software)

#### DEVELOPMENT UTILITIES

Essential for development programming, but not just for programmers, the full set of development utilities provides you with all the great FOR:PRO tools. For example, you get the vi and sed editors, a wide range of ucb commands, and such handy items as bc (binary calculator), calendar, and a host of others.

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#### ROOM AT THE TOP

We're very pleased to announce the appointment of **Allan R. May**, from General Counsel to Vice President and General Counsel. Allen joined Fortune in June, 1984 from Amfac, Inc., where he spent four years as assistant vice president, assistant secretary and assistant general counsel. Prior to that, he was associate general counsel at Saga Corporation.

Jim Campbell, our company president, had these words about Allen's appointment..."Fortune's legal needs are becoming more sophisticated and complex as the company's international and

domestic activities expand and accelerate. Allan has done a excellent job since joining the company in June, both in wrapping up existing legal affairs and in strategic legal positioning for future growth."

During the recent "Engineering Day" conference here at Fortune, Allan addressed the assembled engineers. He described the legal complexities of international sales and shipments (new government regulations for '85), and gave us all an insight into an legal arena requiring great expertise.

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#### NEWS FROM AROUND THE WORLD

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##### CANADA:

Fortune and Rexon Business Machines Canada have announced a major Canadian distribution agreement. Under terms of the agreement, Ridding-Ouellette Inc., a Toronto-based distribution company affiliated with Rexon, will sell and service Fortune products throughout all of Canada's provinces.

"This agreement represents a major breakthrough in the Canadian market," said Robert J. Ruebel, senior vice president of marketing. "Ridding-Ouellette is a full-service distributor with a base of approximately 100 dealers throughout Canada, and we believe that this move provides us with tremendous growth potential in that marketplace."

##### EUROPE:

Mr. B. P. (Pete) Taylor has been appointed President of Fortune Systems International. "We have every intention to expand our impact in the European

marketplace in 1985. Our revenue goals are for increases upward of 50% for that market area with subsequent profit improvements as well," said Jim Campbell, President.

Our major markets in Europe are Germany, France, and the UK. In 1984 we delivered the only non-English version of UNIX, as well as French and German versions of Fortune:Word.

#### THE REST OF THE WORLD:

Did you know that we distribute Fortune systems in Mexico, South America, China, South Africa, and Australia? Wherever you travel, there's a Fortune for you.

#### HERE IN THE USA:

##### FOR:ART:

Fortune in the arts: A recent issue of OMNI Magazine reported on artist Ken Knowlton's technique for producing portraits from dominoes. Ken sells the pictures in two versions, a puzzle portrait which you can put together, or a correct plan (non-puzzle version) for making a portrait. What the article didn't say is that Ken is programming all these dominoes on a Fortune 32:16. You can order Domino-Pix from Metron Studies, Box 27103, Oakland, CA 94602.

Fortune on TV: A recent 60-Minutes television show was about prison management. The computer being used to run a prison management software package was a Fortune 32:16. (Wonder how they explained the escape key?)

Fortune Rocks: The rock star list of Fortune owners includes Van Halen, Foreigner, ZZ Topp, and Huey Lewis and the News.

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#### FORTUNE ADDS VALUE FOR VARS

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We're stepping up our support for value added retailers (VARs). Bob Ruebel, senior vice president of marketing, says "In today's marketplace, the VAR has to be able to offer specific software solutions to the different industries they target. We recognize this fact, and to support our VARs, we're examining the different ways we can provide them with these solutions."

As part of that support, we offer VARs a selection of "Five Star" independent software vendor (ISV) offerings. The Five Star label identifies the software as a superior product developed by an ISV whom we have agreed to distribute.

"We're actively seeking out ISVs with packages that address the special needs of different vertical markets," adds Ruebel. "We offer them the opportunity of worldwide distribution of their packages, and at the same time our VARs are able to obtain specialized software directly from Fortune instead of having to gather what they need from a number of different sources."

Some recent Five Star products are: VUE, a project management system from National Information Systems; PCworks, a pc linker from Touchstone Software Corporation; CBASIC/16, from Digital Research.

Among current participants in our Five Star program are: Progress, by Data Language Corporation; Graphwriter, from Graphics Communications, Inc.; MIMIX, by Touchstone Software Corporation; VT/E, by P2/i; Extended HP Laser Printer Interface, from Fortune Special Services.

Future Five Star releases will address the specific needs of professions such as

legal, medical, retailing, and construction management. Initial distribution agreements have been signed for the following Five Star products: APPGEN, an application generator from Software Express; INFORMIX, a relational database from Relational Database Systems; CONETICS, a database management system from Conetic Systems; CONSTRUCTION MANAGEMENT AND ACCOUNTING SYSTEM, from PAC Corp.; PATIENT BILLING and other medical systems from Wallaby Corp.; UNILAW, legal practice software from Guardian Automated Systems; BRANCH STORE RETAILING, from Trac Line

See your Fortune dealer or representative for a look at the new ISV All Star Software Catalog which describes all the products mentioned above, and a great many more.

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#### WORLDWIDE SALES CONFERENCE

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Fortune's first Worldwide Sales Conference was a smashing success, as anticipated registrations were well exceeded. Over 200 developers, dealers, international distributors, ISV's (Independent Software Vendors), prospects, and consultants attended.

The Conference, held at the Dunfey Hotel in San Mateo, March 13 through 16, provided a smorgasbord of activities. These included software demonstrations by over 35 independent software vendors; ten workshops on technical sales and support topics; and ten seminars on vertical market software.

Two Fortune-1000's were given away in a drawing sponsored by Fortune, and SST, Inc. held a drawing for a diamond ring.

A luncheon presentation by Jean Yates, Chairman of Yates Ventures, was received

with applause and cheers. Ms. Yates provided strong support and encouragement for Fortune when she described our market position as very strong. She gave us an astute and penetrating look at the market place, extolling the robust performance of the Fortune System over our competitors, and spoke enthusiastically about the new Fortune-1000 product line. Her speech was definitely one of the highlights of the Conference.

The Worldwide Sales Conference was another way for Fortune to say to its employees, ISV's, distribution channels, and you, that we believe and support the idea that "THE DIFFERENCE IS YOU"!

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#### HOW WE DEVELOP A PRODUCT FOR YOU

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When you use Fortune:Word, Multiplan, FOR:PRO commands, or you connect a cable to your printer, you're probably only interested in how things work, not why. It's our job at Fortune to know both how and why our products work so well. Each Fortune product goes through a development process consisting of many pre-planned steps designed to ensure reliable, state-of-the-art software and hardware.

Every group and individual in Fortune has unique responsibilities at successive stages in the development of a product. We take pride in our products and our contributions in successfully delivering them to you. In this article, we're going to show you how we develop our products and how valuable your contribution is to our development cycle.

Let's take a hypothetical product through its various stages. We'll call the new software/hardware product "The Widget Analyzer" (it's used for on-line analysis

of widgets). It requires a user-friendly software interface to run on the Fortune FOR:PRO operating system. It also needs a special "Widget" board to fit into one of the slots at the back of the 32:16 CPU, (widgets are plugged into the board and analyzed).

#### IT STARTS WITH AN IDEA

The **Product Marketing** group gets an idea. The idea for a new product may come from Planning, Sales, Product Support, Customer Support, Engineering, or any one of the Fortune family. Most often the idea comes from you--our extended family.

Since you've told us you need a Widget Analyzer for the 32:16, we know the product will sell. Since we know we can give you a better Widget Analyzer than our competitors, Product Marketing does a "competitive survey" to see what additional features we need to provide.

Frequently, one of our **Independent Software Vendors** has already developed just the product we want for a Fortune system. If it meets our standards, we add the product to our **ISV Software Catalog** and announce its availability.

Since we have decided to develop the Widget Analyzer in-house we need to prepare a Product Requirement Document.

#### THE PRD

**Product Marketing** prepares the "Product Requirement Document" (PRD) for the Widget Analyzer. This document describes the proposed product, who is apt to buy it (that's you), what will be required to design and manufacture it, what our competitor's are doing with similar products, and how many we might anticipate selling within a specified timeframe. The PRD also details the functionality required in the product. For example, does it need a friendly user

menu, or is it for use by development programmers who want to work through the FOR:PRO shell? The PRD can be quite lengthy, and fairly detailed (in a conceptual way). The Widget Analyzer has a big PRD since it involves both hardware and software.

The PRD is then subject to a rigorous review by several groups, such as: Engineering, Marketing, Publications, Product Assurance, Product Support, Sales, and Manufacturing. As a result of their recommendations and comments the product is conceptualized further. When final agreement on what the product is going to be is reached, the PRD is "signed off" and turned over to Development Engineering.

#### THE PROJECT PLAN AND THE FUNCTIONAL SPECIFICATION

The Project Plan: A Widget Analyzer project team is formed in **Engineering** and a Project Plan prepared. The Project Plan assigns the personnel, outlines the scope of the project, gives time and materiel estimates, manufacturing requirements, testing requirements, and lists the user publications required for the product. The Project Plan is reviewed and signed off by basically the same group that signs the PRD.

The Functional Specification: As a result of the Project Plan, the software programmers and the hardware engineers on the Widget Analyzer project team can write a Functional Specification (FS) before any coding or design drawings can begin. This document is very detailed and describes all aspects of the product in depth.

On the software side, the FS shows the functionality of the application, which keys are pressed, how the menus look and work, what files are created during the process, what error messages are generated, where and how it is accessed from the Global Menu, and how the

application relates to other Fortune products.

The hardware portion of the FS describes all the functions which the hardware must perform in response to commands from software, and its interactions with any external devices like memory and peripherals. The FS also describes any environmental limitations like power, temperature, humidity and standards.

Naturally, the Functional Specification is a highly proprietary document and we don't show it to anyone outside of Fortune. Your input is still being incorporated in the FS however, and we're still analyzing our competition.

The Functional Specification is subject to an even more rigorous review than the PRD, and goes through several review cycles before it is signed off by the same groups as the PRD and Project Plans.

Both the signed Project Plan and the Functional Specification become archives of **Integration and Build's** Document Control and Technical Library. (We'll meet Integration and Build again after the next few development steps.)

#### LET'S DO IT!

After signoff of the Functional Specification, we're ready to make the Widget Analyzer--but not until another very important piece of paper is generated--the Design Specification. This specification serves as "psuedo code" for software programming. For hardware engineering the Design Specification describes the techniques the designer will use to implement the functions required, including technology and logic elements.

The software engineers begin the actual program coding, and the hardware

engineers start to build a prototype board. The Widget Analyzer is taking shape.

#### IS IT BREATHING?

As development continues, all the engineers on the Widget Analyzer project meet once a week for an invigorating ritual called a "code walk through." They read and step through pieces of the Widget Analyzer software program (code), approving it, offering suggestions for more elegant (simpler, more effective) code, or solutions for problems. Code walk-throughs accomplish several important goals in the development of a software program--consistency is maintained in the code writing style, potential problems are uncovered and corrected early in the project, and all engineers get to see the "whole picture."

At the same time, hardware engineers are walking through prototype operation, debugging, and consulting with Manufacturing and vendors.

#### IN THE MEANTIME

Other groups at Fortune are also working on the Widget Analyzer; the technical writers assigned to the project are preparing a first draft of the user manual; the testing specialists are writing a formal test plan; and the Marketing department is preparing its sales strategy. Technical writers at Fortune work very closely with the engineers. They may write the HELP screens for a product, assist in designing the user interface (menus), and offer suggestions for improvements or enhancements in functionality. And, of course, they discover and report bugs.

Both the test plan and the first draft of the user manual are distributed for internal review.

Manufacturing is making several

preparations for building the product, including preparing a Bill of Materials and assembly plans for the final Widget Analyzer product.

#### DOES IT WORK?

##### Development Testing:

During all development stages, the product is undergoing a constant process of debugging for both hardware and software. Preliminary debugging is accomplished by the engineers as a result of code walk-through meetings and their own usage. This is the "development testing" stage. When this stage is concluded both the software program and the related hardware board for the Widget Analyzer are ready for the next stage--formal testing by the **Product Assurance** group.

The technical writer has received, and incorporates reviewers' comments on the first draft of the user manual and completes a second draft which will be tested along with the product. The manual is considered a vital part of any Fortune product and receives the same rigorous development treatment as the software and the hardware.

##### Integration and Build

When the product is ready for Alpha test (described below), the engineer prepares Release Notes and the software source code for the Integration and Build (I&B) group. The Release Letter tells I&B how to "build" the software product from the source code. I&B does the build, then compares their results against the engineer's product. When this verification is complete, I&B sends the product to **Software Manufacturing** with instructions to make copies of pre-release software for testing purposes. (Pre-release software is not

sold, and is used only for Alpha and Beta testing purposes.) The pre-release software disks then go to **Product Assurance** and Alpha testing begins.

**Alpha Testing:** The Widget Analyzer will go through two formal testing stages, an Alpha test and a Beta test. Alpha testing is performed inside Fortune Systems in the Product Assurance laboratory by testing specialists. They work from a series of "Test Procedures" which they write for every product, both software and hardware. The test procedures may be both manual (do it by hand) and automatic (some testing can be done by software programs).

The product must first meet such standard criteria as: does it install, backup, and delete properly from the Global Menu? Does it match the Functional Specification? Does the user documentation match the way the software/hardware functions? Error messages and menu actions are verified, and integration testing is performed to assess the impact of the new product on existing Fortune products. At this stage the tester tries to "break" the software by pressing the wrong or random keys, running it continuously for several consecutive days, and trying it on fully loaded equipment with multiple users running applications and peripherals.

##### The TDR:

Depending on the complexity of the product and the number of problems encountered, testing can be completed in two weeks or two months. Throughout the testing cycle, the testers are generating reports called "Test Discrepancy Reports" (TDRs). One TDR is generated for every software or hardware "bug" found and entered into a TDR data base kept on a Fortune 32:16.

(Most Fortune employees at headquarters and in the field communicate with Fortune's VAX computer through ITE on their 32:16s, and can enter their own

reports on existing products through the TDR program. If you find a problem, or have a suggestion about a Fortune product, you can recommend that your Fortune representative file a TDR for you.

#### The PRC:

So far our Widget Analyzer is pretty clean, it hasn't generated a large number of TDRs, but the Product Resolution Committee (PRC) meets once a week anyway as a standard procedure. The PRC is composed of representatives from Product Assurance, Marketing, Engineering, Customer Education, Customer Support, Product Support, and other interested groups. All outstanding TDRs on the product are reviewed and resolved by the committee. When a TDR is assigned to Engineering, the required bug fixes are made and the engineer requests another pre-release software build from I&B. Each new pre-release version of the software must complete another test cycle and the testers verify that outstanding TDRs are satisfactorily fixed.

**Beta Testing:** When all the major TDRs are fixed and Product Assurance feels that the product is sound, it can be released for Beta Testing. All Beta testing is external to Fortune Systems, and is conducted by you, our customers. Beta test sites are carefully selected to provide us with information on how the product will work in a "real life" environment. If you have been selected as a Beta test site, you make a major contribution to the development of the product. The product is usually in Beta testing for two to four weeks. During that time TDRs are filed and the PRC committee meets to resolve these and other issues arising from the tests. Beta sites work with pre-release software, hardware, and preliminary user

manuals, and give us continuous feedback from the real world.

The Fortune engineers are making bug fixes based on incoming Beta site TDR's and Fortune's continuing Alpha tests. The TDR process can continue through several pre-release software test versions (both Alpha and Beta) until all members of the PRC agree that the product is ready for release.

Beta site feedback is incorporated into the user manual, and it receives the final draft review. The manual is then finished, signed off and sent to Manufacturing for printing, it's ready to be packed and shipped with the product.

#### ITS READY FOR RELEASE

When the release signal is given for our Widget Analyzer, a Release Meeting is held. At the release meeting the product (software, hardware, and manual) is signed off and formally released to Manufacturing.

Manufacturing is present at the meeting with a completed bill of materials for shipment, and Marketing provides forecasts for anticipated sales so Manufacturing will know how many to produce.

The release meeting is the last opportunity for a group to delay the release of a product based on perceived problems or a need for further enhancements. As a consequence, release meetings are taken very seriously, and when the product is signed off everyone is in a congratulatory mood.

#### MARKETING AND MARKETING COMMUNICATIONS

The **Marketing Communications** group now lets you know the product is ready by press releases, placement of advertising, brochure mailing to Fortune dealers, and press interviews. This group helps at

trade shows and writes the Fortune dealer newsletter "The Fortune Teller."

#### TRAINING

The Widget Analyzer is built, stocked, advertised, and sold to you--but that's not all you need--you need training. Fortune's **Customer Education** group has already held special classes in-house for Customer Support, Sales, and Sales Engineering. As soon as the product reaches you we're ready with classes scheduled across the country at our field training centers for Fortune dealers. For those of you who can't take the time to go to a training center, your Fortune dealer will soon have self-paced courses you can purchase and use at your own facilities. For large companies we conduct "train the trainer" courses so your own trainers can teach you how to use the new product.

#### CUSTOMER SUPPORT

Customer Support is ready by the phones to answer questions about the Widget Analyzer. It must be analyzing all your

widgets correctly because we haven't gotten many calls!

#### THAT'S NOT ALL

Although the Widget Analyzer has been built, sold, and supported, we haven't stopped thinking about it. We continue to work with the released product, developing it to the highest state of the art for the next release, resolving any problems you bring to our attention, conducting performance benchmarks, and recommending improvements. Fortune:Word and the FOR:PRO operating system are examples of Fortune products that are continually undergoing an enhancement process.

#### WHAT'S NEXT

The development of the Widget Analyzer has gone pretty smoothly, and we're happy you like it, but we don't want to stop there. The next products are up to you. Let us hear from you through Installation Quality Reports, User Response Cards, your Fortune Representatives, and your direct mail--customers are our business here at Fortune. (Don't forget to fill out and send in your Software Registration Card.)

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#### HIGHLIGHTS FROM THE NEXT ISSUE OF THE FORTUNE TIMES...

##### Glossaries which do:

Row and Column Addition, Records Processing "Prompt" Control Documents, Renumber Numbered Lists

##### About Fortune:Word:

Records Processing Helpful Productivity Suggestions, How to Maximize the Index, Generator, All the Ways You Can Use the Index

##### Super FOR:PRO Shell Scripts

How to Make an On-Line Telephone List

##### New Product Information

##### All About Special Services

 FORTUNE SYSTEMS

101 Twin Dolphin Drive  
Redwood City, CA 94065

# The Fortune Times

A Quarterly Newsletter for the Fortune System User

Volume 1 Number 4 6/85

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The Fortune Times is published quarterly by Fortune Systems Corporation, 300 Harbor Boulevard, Belmont, California. To submit articles, or offer comments and suggestions, contact Barbara Formby at 415/598-4670.

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## IN THIS ISSUE...

Thank you for the great response to the last issue of the Fortune Times. We've answered your requests in this issue by including more glossaries and application tips. In addition to our regular columns, we think you'll be especially interested in the new column from our Product Assurance department called "Software Solutions."

The Fortune Times is your newsletter. Your comments, suggestions, and articles are solicited. We'd like to hear from you--write or call Barbara Formby at 300 Harbor Boulevard, Belmont, CA 94002, 415/598-4670.

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THE BOOK REPORT

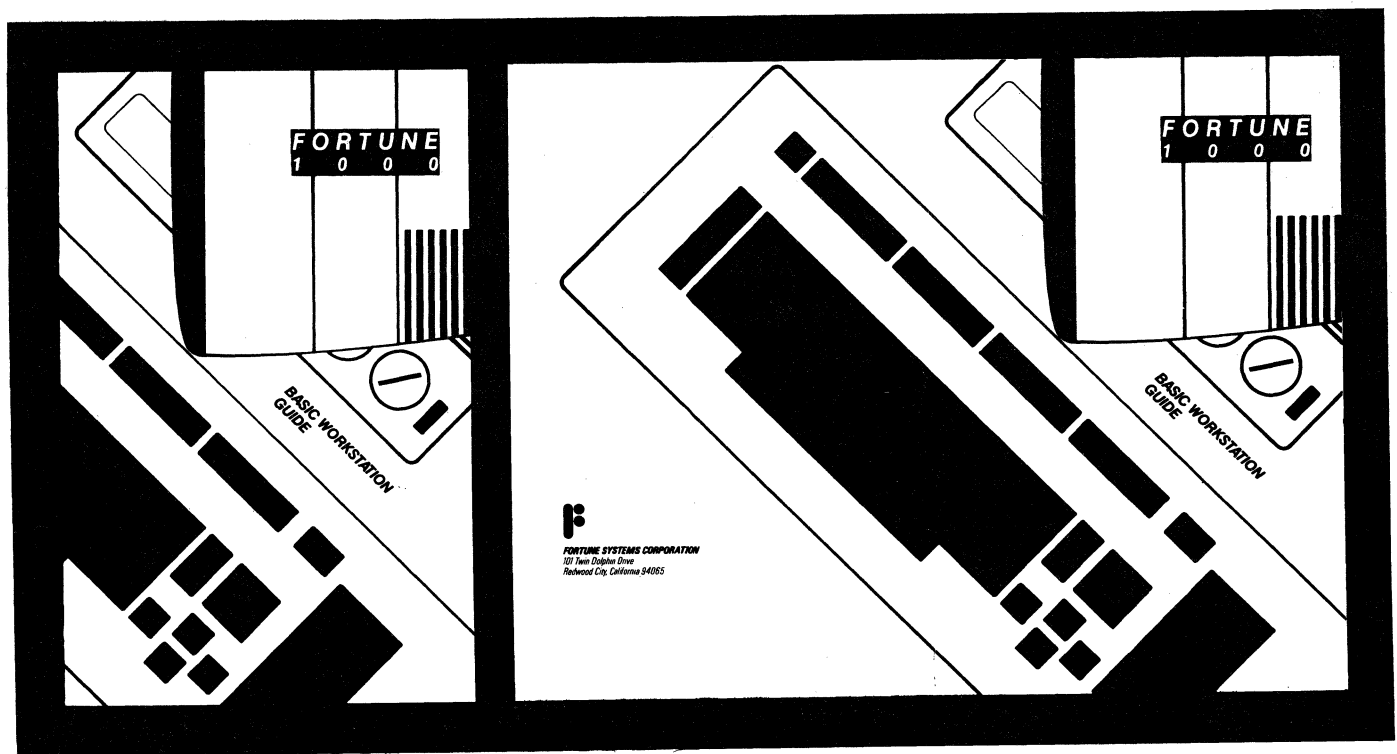
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## NEW BOOK DESIGNS REFLECT NEW PRODUCT IDEAS

Our Publications Department is providing a new look for the new books you'll receive with the Fortune 1000 products. These exciting book designs reflect the excitement we feel at Fortune about the new Fortune 1000 series.

These manuals are conveniently-sized and printed in blue ink for ease in reading. The dynamic new book design and illustrations were conceived and executed by Terry Earlywine, Supervisor of the Graphics Department at Fortune.

As an example of the new look, the **Basic Workstation Guide** cover is displayed below.



The Fortune 1000 Basic Workstation is the first released Fortune 1000 product. You can use the Basic Workstation as a terminal on the Fortune 32:16 system, or as a console on the Fortune 1000 System Unit (soon to be released). The Basic Workstation may also be used in a limited capacity without a central processing unit.

You'll automatically receive these books with the Fortune-1000 Basic Workstation or System Unit. You can also order them separately if you wish. The part number for the Basic Workstation Guide is given below.

#### 1006176-01 Basic Workstation Guide

### Be Prepared

The old adage "An ounce of prevention is worth a pound of cure" applies to computer health as well as your own. By establishing the right environment for your Fortune system you can avoid some "difficult to discover" problems.

The proper electrical connections, carpeting, humidity, temperature, and air current flow can be as important to your

system's hardware as issuing the right commands are to your system's software. For example, plugging the cpu into an extension wire that also has the copy machine, coffee pot, radio, and printer plugged in can be as dangerous as issuing the wrong operating system command.

Fortune's **Site Preparation Guide** is an invaluable book for Fortune users and representatives. Whether you are remodeling your garage to start your own software development company using a Fortune system, or installing 100 Fortune systems at a large corporation you can save time and money by consulting the Site Preparation Guide beforehand.

To order the Guide use the following part number. Some sample pages from the Site Preparation Guide are shown below.

#### 1006062-01 Site Preparation Guide

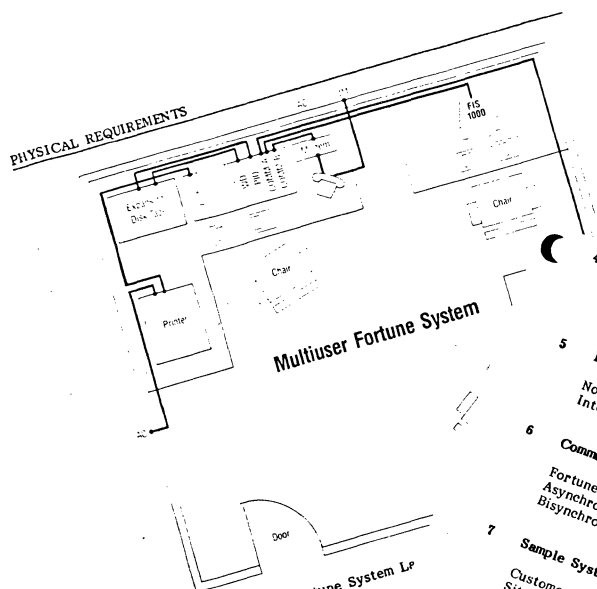


Figure 1-1. Typical Fortune System Layout  
Table 1-1, on the next page, can help you determine the footprint requirements. For example,  $(22 \times 14) / 144 = 2.14$  square feet.

#### Suggestions and Reminders

- Do not stack system components on top of each other and can be damaged if used.
- Do not place system components on the floor are susceptible to damage due to foot or rolling traffic.

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### SITE PREPARATION Guide

## LET'S LEARN

**Fortune:Word Self-Paced Learning Course**

The new Fortune:Word self-paced learning course described in last quarter's issue of the Fortune Times is now available.

The first in the self-paced learning series, the **How to Use Fortune:Word** course is top-spiral bound with an easel back. The 7-inch by 9-inch size fits conveniently by your terminal. You flip the pages as you perform the exercises in the book. A sample of the book's innovative layout is shown below. You can read the description in the left column then perform the steps in the right column, or for really rapid learning, just do the steps in the right column. Exercise samples are perforated so you can tear them out and refer to them quickly.

Example A  
Lesson and Exercise Sample

**LESSON # Lesson Title**

<b>Lesson Time</b>	Tells you approximately how much time you should allow to complete the entire lesson including all exercises.
<b>What You Will Learn in This Lesson</b>	Tells you which Fortune:Word features you will know when you complete this lesson.

**INTRODUCTION**

Provides a brief introduction to the features covered in this lesson.

**Exercise # Exercise Title**

<b>Exercise Time</b>	Tells you how much time to allow to complete this exercise.
<b>Preliminary Steps</b>	Tells you where you should be in the Fortune:Word menu system, or which documents you will use from previous exercises for this exercise.

Each exercise gives you sequential steps to perform in a two-column format.

- A description of the feature you are learning is in the left column.
- The right column tells you which keys to press or text to type.

Perform the exercise by starting at the beginning of the left column, read the description, and then perform the keystrokes or instructions in the right column.

You can use the part number below to order your copies of this new course.

1006404-01 How to Use Fortune:Word

**Classroom Learning Courses**

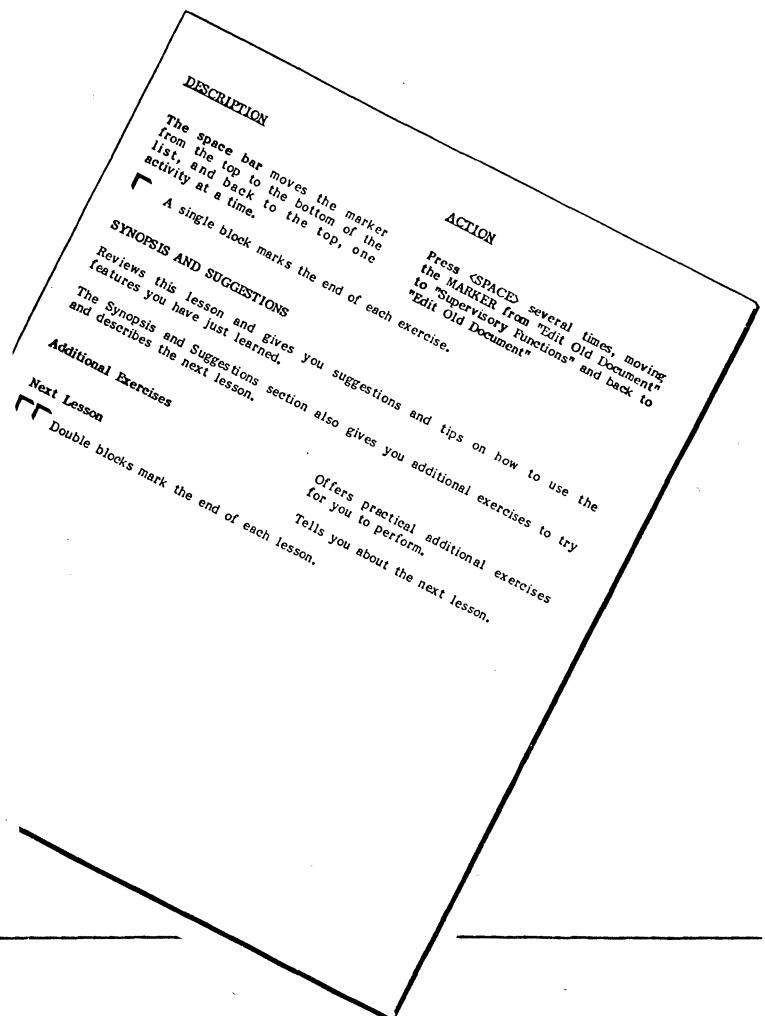
Classroom Learning Courses planned for this fall are:

In the Fortune:Word series:

**Fortune:Word Fundamentals Student Guide**  
**Fortune:Word Fundamentals Instructor's Guide**  
**Fortune:Word Advanced Student Guide**  
**Fortune:Word Advanced Instructor's Guide**

In the For:Pro series:

**Fundamentals of For:Pro Student's Guide**  
**Fundamentals of For:Pro Instructor's Guide**



## GLOSSARY WORKSHOP

In the last issue of the Fortune Times we gave you glossaries to tell the time, automatically boldface, and automatically underline. In this issue, the Glossary Workshop goes a little deeper into Advanced Glossary and gives you a "generic" program to add tables in a document. If you're not familiar with Advanced Glossary functions, please refer to the **Fortune:Word Advanced Glossary User's Guide** for more information.

You can find other glossary programs in this issue in the **Software Solutions** column.

Glossaries, like any programming language, can be written in different ways to accomplish the same goal. If you have programs that work better or are easier to write than the ones we offer in this column, we would like to share them with other readers. Remember, this column is a glossary workshop. We'd like your ideas and suggestions.

## Adding Rows and Columns

When you type tables in your documents, you can write a glossary entry that will automatically add rows and columns and

insert the totals for you. Our example glossary program calculates the simple table shown below. Each row is added and its total is inserted in the "Total" column. The column totals are added and inserted beneath each column.

You can easily modify this glossary to fit your table format by adding or deleting column variables in the program.

## To try Entry c

1. Create a document and type the table shown below. The format line for the table is: Tab stops at positions 20, 30, 40, 50, 60, and 70. Set the right margin at position 80.

Be sure and type decimal tabs (instead of regular tabs) when you tab from column-to-column to type the numbers. You must use **Decimal Tabs** for two reasons: one, the program searches for a decimal tab; and two, decimal tabs align the numbers properly.

2. Create a glossary document and type entry c exactly as shown on the next page.

TABLE FOR ENTRY C

<u>Column 1</u>	<u>Column 2</u>	<u>Column 3</u>	<u>Column 4</u>	<u>Column 5</u>	<u>Column 6</u>	<u>Total</u>
1	2	3	4	5	6	
7	8	9	10	11	12	
13	14	15	16	17	18	

**entry c A Glossary Program to Add Rows and Columns**

```
entry c
{
    [loop]

    row = 0

    search decimaltab execute
        if(globerr)
        {
            execute
            insert
                return(3)
                decimaltab call feed(col1)
                decimaltab call feed(col2)
                decimaltab call feed(col3)
                decimaltab call feed(col4)
                decimaltab call feed(col5)
                decimaltab call feed(col6)
                decimaltab call feed(rowtotal)
            return(2)
            execute
            exit
        }
    cancel

    do
    {
        right
        numbertest = num(char)
        if(numbertest == 0)
        {
            left
            insert
                decimaltab
                call feed(row)
            execute

            rowtotal += row
            columnnum = 0
            jump loop
        }

        columnnum += 1

        column += number
    }
```

**entry c is continued on the next page**

```

        if(columnnum == 1) { col1 += column }
        else if(columnnum == 2) { col2 += column }
        else if(columnnum == 3) { col3 += column }
        else if(columnnum == 4) { col4 += column }
        else if(columnnum == 5) { col5 += column }
        else if(columnnum == 6) { col6 += column }

        row += column

        column = 0
    }
    while(numbertest == 1)
}

```

3. Compare your typed glossary entry against entry c to be sure it is the same.

4. Press CANCEL, then press EXECUTE to end editing and verify the glossary.

5. Edit your table document.

6. Place the cursor at the top of the table (before the first decimal tab).

7. Press GL, then type **c**. (The glossary was attached when you verified it.)

Entry c adds each row and inserts the total. After all the rows are added the column totals are inserted.

### Modifying entry c

#### Rows:

Entry c doesn't need to know how many rows you have in your table. It will keep adding rows until search can't find any more decimal tabs.

#### Columns:

Entry c needs the correct number of columns in your table. Look at the

commented sections in entry c. Our sample table has six columns, so entry c has six column statements in each section.

Add or delete column lines at the two commented sections in entry c. For example, if your table has seven columns, you would add a seventh column statement to both sections as follows:

```

decimaltab call feed(col1)
decimaltab call feed(col2)
decimaltab call feed(col3)
decimaltab call feed(col4)
decimaltab call feed(col5)
decimaltab call feed(col6)
decimaltab call feed(col7)
decimaltab call feed(rowtotal)

```

```

if(columnnum == 1) { col1 += column }
else if(columnnum == 2) { col2 += column }
else if(columnnum == 3) { col3 += column }
else if(columnnum == 4) { col4 += column }
else if(columnnum == 5) { col5 += column }
else if(columnnum == 6) { col6 += column }
else if(columnnum == 7) { col7 += column }

```

Of course, if your table has three columns, you would delete column statements 4 through 6 from entry c.

We hope you find this glossary entry useful and informative. We welcome your suggestions and comments on how you use Advanced Glossary math functions.

## SOFTWARE SOLUTIONS

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In the ideal computer world there are no software bugs, hardware runs forever with no maintenance, and you can immediately find what you want in the documentation. In the real computer world there are elusive and erratic software bugs, print wheels break, fans stop, and you have to know where to find something to find it in a manual.

This column operates on the theory "that the more you know about something the easier it will be for you to use." In each issue of the Fortune Times it will address some known bugs, limitations, and workaround solutions for various products. We'll tell you how to deal with them, and tell you what we're doing about them. However, this column is more than just "bug fixes." We're going to give you some preventive maintenance tips, some "where to find it" suggestions, and some "how to do it" tips.

Since you're also in the real computer world, your ideas and experiences are welcome in this column.

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### The Great Spelling Bug Mystery

The Spelling Checker "bug" was one of our most difficult mystery cases. Recently solved by Ruth McDonald of Product Assurance, the case and its resolution is documented below.

Soon after the release of Extended Fortune:Word 2.0 a "bug" in the Spelling Checker feature was discovered. It seemed that once in a while a document processed through the Spelling Checker or the Hyphenation and Pagination feature would be "corrupted." The corruption was erratic and did not always take the same form. Sometimes format lines would be lost, pagination would be lost, or data would be duplicated.

We were not able to duplicate the problem in our Product Assurance testing lab, although we processed hundreds of different documents in hundreds of different ways through the Spelling Checker. Document corruption being a very serious concern, we gave the "bug" priority attention in Engineering and Testing.

We continued to be stymied by this mysterious spelling ailment until we received sample documents from two customers. We were then able to find and reproduce the problem, which is described below.

### Discovery of the Problem

If a document contains **Table of Contents sub-level markers that are NOT preceded by a Tab symbol** the document can sometimes be corrupted if it is processed through the Spelling Checker or the Hyphenation and Pagination feature.

Once the document is corrupted several types of errors can occur: you may not be able to exit the document (it hangs on the End-of-Edit menu). The document may contain scrambled text, duplicated text, or lost text. The document may even appear to be alright until it is processed through Spelling Checker or Hyphenation & Pagination a second time, then corruption may occur.

**Solution****(How to avoid the missing Tab symbol)**

A table of contents sub-level marker consists of at least one Tab symbol, and the symbols: <!!> (merge, note, shift/merge). All Table of Contents sub-level markers MUST be preceded by a Tab symbol to output the proper number levels when processed by the Table of Contents Generator. When you are typing a long document with Table of Contents markers it is always possible to make a typo. If you leave out the necessary Tab symbol before a sub-level marker, you may not get the correct output from the Table of Contents Generator. Also, you risk the possibility of corrupting your document if you process it through Spelling Checker or Hyphenation and Pagination.

**Solution 1:** Using glossary entries helps you avoid the missing Tab symbol. Pages 12-1 and 12-2 of **An Operator's Guide to Extended Fortune:Word** give you sample glossary entries that automatically type Table of Contents markers.

Two of those entries are reproduced below. Entry a inserts a chapter marker, and entry b inserts a first sub-level marker.

```
entry a /* main level marker */
{ insert merge note "c" MERGE execute }
```

```
entry b /* sub-level marker */
{ insert tab merge note MERGE execute }
```

**Solution 2:** Before you process a document containing Table of Contents markers, use glossary entry c, below, to search for sub-level markers and insert the required number of Tab symbols if none exist. This is a handy glossary to use if you have not been using a glossary when you first typed the markers.

```
entry c
{
    [loop]                                /* identifier for loop */
    search merge note MERGE execute       /* search for sub-level marker */
        if(globerr)
        { execute
            call error("Search Concluded")
            exit                                /* exit when all markers are found */
        }
    cancel
    goto left
    a = "\011"
    b = text(loc,loc)
        if(b == a)
        {
            goto right
            jump loop
        }
        else if(b != a)
        {
            insert
                call keysin
                jump loop
        }
}
```

Entry c uses many Advanced Glossary functions. All of these functions are covered in the **Fortune:Word Advanced Glossary User's Guide**.

### **Recommendations**

Many problems can be traced to lack of familiarity with a product and how it works. If you use a product infrequently it is easy to forget all the steps you need to perform. Refer to your Fortune:Word Operator's Guide and Reference manuals to "brush up" on an application before you use it.

If you are using very large and/or very complicated documents (many format lines and emphasis modes), we always recommend that you make a backup copy of the document. Keep this backup copy on a diskette. It is always a good idea to copy all your work to a diskette on a daily basis.

### **Other Considerations for Using Spelling Checker and Hyphenation and Pagination**

Some other document conditions you should be aware of when you use the Spelling Checker or Hyphenation and Pagination are as follows.

Control Y and Control N characters (from special character sets that are not regular national characters) are not supported by Spelling Checker or Hyphenation and Pagination. If a document contains <CTRL>Y or <CTRL>N characters you should not process it through the Spelling Checker or Hyphenation and Pagination.

You should always begin and end "noted" text with a <NOTE> symbol. If a document contains a <NOTE> without an ending <NOTE> the document can be corrupted by processing it through Spelling or Hyphenation and Pagination.

A renamed .w000xxx file cannot be processed through Spelling or Hyphenation and Pagination. A .w000xxx file is created when Spelling, Hyphenation and Pagination, or Print is used. The file is automatically deleted when the process is finished. If for some reason the process is terminated before the process is finished the .w000xxx remains and is visible on the Document Index. Never rename a .w000xxx file. If you need to save the contents of a .w000xxx file, create a new document and use <SHIFT/COPY> to copy the .w000xxx file into your new document.

Any document that has a previously corrupted .dc, .fr, or main document should not be processed through Spelling or Hyphenation & Pagination.

### **We need your assistance**

Your help in assisting us to improve our products is needed and appreciated. If you encounter any problems in using Fortune:Word or other Fortune products the following procedures can help us to provide an answer for you.

1. Be sure you are using the product correctly (an example is the missing Tab symbol described in this column).
2. Document the exact steps or procedures you were performing when the problem occurred.
3. If documents or files reflect the problem, please copy them to a diskette

4. Contact your Fortune representative. Provide your representative with a letter documenting the problem and a diskette containing the documents or files.

If your Fortune representative cannot provide an answer to the problem, they will contact our Customer Support department. Customer Support will then seek a resolution from Product Assurance, Development, and other related departments within Fortune Systems.

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## STATE OF THE NEW

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We're always proud to announce our new products, and this quarter we're prouder than ever because we have such a great list of new products to offer. We're providing a brief description of each product here, your Fortune representative can give you demonstrations and detailed information about our products.

Our list includes Fortune supported products, new "Developer's Tools" class software, our 5-Star products, and new services and programs from Fortune.

### New Fortune Products

#### SOFTWARE PROTECTION SYSTEM 2.0

The Software Protection System (SPS) enables developers to protect their software from unauthorized copying. ASCII files as well as object modules can be protected with the Software Protection System. Fortune's Software Protection System is unique in its ability to provide an extremely high level of security without the problems associated with other approaches to protection of microcomputer software. With our SPS there is no need to have a special disk in the floppy drive when the protected software is being used, and there is no barrier to making complete backup copies of the protected software. SPS can be used on any Fortune 32:16, PS, or XP.

#### DOMESTIC DEVELOPMENT UTILITIES 1.1

This release of Domestic Development Utilities adds **at**, **awk**, and **cron** to the utilities previously offered. **At** and **cron** are used to run programs at

pre-designated times. **Awk** is a high-level interpretive language especially effective for tasks such as text and data manipulation and report generation. The new **at** comes with **ats** which lists all jobs scheduled by **at**, and **atrm**, which can be used to delete jobs scheduled by **at**. The new **awk** has been significantly refined. Domestic Development Utilities is available as a complete software package, or in an update package for Fortune users who have the previous release of Domestic Development Utilities. New MAN Pages are provided with both software packages.

#### RUBIX 2.0

RUBIX is a complete, sophisticated, relational database management system that combines all the features of relational database management with the power and flexibility of the UNIX operating system. Several key components comprise the RUBIX product, they are: relation editors, superior data types, dated relations, integrated with UNIX, C-interface, relational views, query language.

**GRAPHICS COPROCESSOR 1.0**

High performance monochrome graphics on the console is provided by the Graphics Coprocessor Board. This board replaces the current console board and uses the standard console monitor. The coprocessor board contains an additional Motorola 68000 microprocessor chip to manage the bit-mapped screen. This frees the 32:16's standard 68000 processor for multi-user use. The display resolution of the Coprocessor is 800 x 500. In addition to providing high-performance graphics at high resolution, the Graphics Coprocessor will also function as a standard Fortune 32:16 console.

**GRAPHWRITER 2.1**

Graphwriter is a fully-featured presentation graphics software package. This easy-to-use, menu-driven package allows the operator to create quality business presentation graphics using information entered into the system through the keyboard or taken from a Multiplan symbolic file. Graphic charts may be previewed on the Fortune console screen if a Monochrome Graphics Coprocessor is installed on the system (available immediately), or on a Fortune Graphics Terminal with either a Hercules or a Tecmar Graphics Board installed (available 3rd quarter). If there is no Graphics Coprocessor installed, or the operator is using an FIS 1000 terminal, the high quality, graphic charts may be output directly to a plotter or printer.

**BAS PAYROLL 1.2.1**

BAS Payroll Release 1.2.1 adds significant enhancements and time saving features to the Payroll software package. The BAS Payroll software fully automates the payroll procedure, and provides an automated interface with General Ledger to provide the user with a comprehensive accounting system.

**TAPE STREAMER 1.1**

Release 1.1 of the Tape Streamer software provides all the feature of Release 1.0 plus improved performance, multi-volume operations, reading and writing to ANSI standard labels, data buffering to ensure steaming operation of the tape, and additional menu options.

**New Developers Tools Class Software**

THE FUNCTION KEY MENU SYSTEM is the first in the unsupported class of "Developers Tools" software. This class of software enables users who require no support to take advantage of a variety of valuable tools, such as those included in the Function Key Menu System at a very low cost. The Function Key Menu System somewhat resembles past unofficial releases of handy software tools, but has been changed and improved in a number of ways. Two of the most significant additions are an install script generator and a program to determine the ID of the system on which a Fortune secured diskette has been installed.

**New 5-Star Products****HANDSHAKE-C.O.L.T (Computer Linked Telex)**

This is a comprehensive package that aims to achieve one basic goal; to provide an easy method to create, send and receive Telex messages both domestically and internationally by accessing Western union's EasyLink. With the combination of HANDSHAKE-C.O.L.T. and the Fortune 32:16, you can link directly to the Western Union lines through EasyLink Instant Mail Service. This gives you the full range of Western Union messages including Telex, Telemessages, Cablegrams, Computer Letters and Mailgram Messages.

**PHILON FAST/BASIC-M AND FAST/BASIC-C**

Here are two fast-executing BASIC compilers from Philon, Inc. They are highly-optimized, true compilers with total syntax compatibility with MicroSoft MBASIC and Digital Research CBASIC, respectively.

**"THE RESIDENT"**

The Medical Practice Management System from Wallaby combines the latest in Fortune's computer hardware technology with comprehensive application software to form a modular, efficient and affordable practice management system.

**New Services and Programs****SOFTWARE PUBLISHING SERVICE**

Fortune Systems is proud to announce our new Software Publishing Service. This service is dedicated to transforming software and documentation products into tailor-made, commercially appealing product packages. Whether a product is designed for the Fortune, another computer system, or both, Fortune will package it for distribution. For more information about these extensive services contact our Independent Software Vendor Group at (415) 593-9000.

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**NEWS FROM AROUND THE WORLD**

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**INDIA****Fortune to be a prime mover in India**

Fortune is now a prime mover in the virtually untapped India microcomputer market. On June 11 we announced that we have entered into a number of agreements with members of the Kirloskar group of companies, one of the seven largest corporate groups in India. Jim Campbell, our President, says that "We are fortunate that one of India's most respected names in macro electronics, Kirloskar, has made this move into micro electronics. Kirloskar holds the largest share of every market it has entered in India, and we look forward to a long and mutually beneficial alliance."

These agreements are for the transfer of software and hardware manufacturing technology and for the establishment of a software development and porting facility in India. As a result, Kirloskar will become the exclusive distributor of Fortune hardware and software in India, and will have distribution rights in other Asian countries.

The Fortune/Kirloskar association is an out-growth of the relationship that has been building over the past year and a half. During that time, engineers from Kirloskar have been training at Fortune Systems. These engineers will now head up the software development project in India.

**The Indian market represents important growth for Fortune**

Mr. Campbell states that "The Indian microcomputer market represents an important opportunity for Fortune. We are one of the very first computer companies to recognize the new growth potential in India." Additionally, Mr. Campbell estimates "...according to the U.S. Commerce Department India will need about 100,000 new computers in the next four to five years. India contains the third largest pool of scientific and engineering personnel in the world. This, combined with Prime Minister Rajiv Gandhi's recent reduction of hardware and software import duties, makes the Indian marketplace one that U.S. computer companies can't afford to ignore."

**First sale of U.S. source code to an Indian company**

Fortune's first agreement is with Kirloskar Computer Services, Ltd., Bangalore, and entails a \$2.2 million sale of our FOR:PRO operating system, language compilers, and development tools. We believe this to be the first sale of U.S. source code to an Indian manufacturer to receive approval from the Indian government.

Also, under terms of a separate, four-year agreement, Kirloskar Computer Services will perform software development and porting for and on behalf of Fortune Systems. The offshore development facility will supplement our domestic engineering efforts, and will spread our UNIX-based\* operating system to other Indian Microcomputer manufacturers. Kirloskar Computer

Services will develop applications software specifically targeted to Indian business needs.

**India will use Fortune's manufacturing technology and know-how**

Fortune has also reached an agreement in principal with Kirloskar Electric Company, Ltd., Bangalore, that involves the transfer of manufacturing technology and know-how to India. Kirloskar Electric will import, assemble and subsequently manufacture and distribute Fortune hardware and peripherals in India and other Asian countries.

**First order received**

We have already received an initial order from Kirloskar for development hardware and software which we expect to ship during the third quarter of this year.

**AUSTRALIA**

In May, we went down under to assist our Australian distributor, Datacraft Office Systems, at the UNIX World Show in Sydney, Australia. In addition to displaying our new Fortune 1000 line at the show, Datacraft provided a remote Fortune terminal at the show reception desk. All attendance information and input was performed on a Fortune XP45. Fortune products received very favorable notice from the Australian press and show attendees.

Datacraft, with offices in Brisbane, Melbourne, and Sydney, represents Fortune Systems' products throughout Australia.

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\*UNIX is a trademark of AT&T Bell Laboratories, Inc.





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