

Saving Our HEATH Eight-Bit Machines!

SETHO JOURNAL

Volume IV, Number 5

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In This Edition The Complete Table of Contents

Volume I, Number 1 through Volume IV, Number 5



To Everyone: We Wish You
A JOYOUS HOLIDAY SEASON

The Editor Comments

Please excuse our delay in getting out the November SEBHC JOURNAL. We have plenty of Really-Legitimate Excuses for being so late, but we don't like to make grown people cry....

We all have much to thank subscriber Gary Melander for in this month's edition of your SEBHC JOURNAL! Much space has been devoted to bring you his monumental efforts, and we extend to him our "staff's" most heart-felt thanks. Also we believe most readers will also thank Gary for his "skull drudgery".

We're looking forward anxiously to working with subscriber Roger Bliss and his offer to help us cross index the Table of contents. Obviously, an article cross index will allow serious H/Z eight-bit researchers to find the Exact Item They Really Need, Really Quick. We know other subscribers will like it too because most have and maintain complete back-issue "Archive files" of the JOURNAL for use as valuable reference and "how-2" sources.

Now that we're perched at the threshold of a new decade we SEBHCers should congratulate ourselves that we're still enthusiastically using our better-than new (in most cases) machines. We've seen a lot of changes through the past few years; far too many eight-bit vendors have simply withered away, but others have courageously managed to hang on, continuing to provide us with Good Stuff for our machines.

We all know that change is inevitable, but all change is not necessarily "progress". When food spoils, that's an obvious change, but it really is not "progress"--unless you're an environmentalist actively using spoilage as compost or fertiliser....

Many years ago I read a science-fiction story about a fictional commercial organisation called "The Spoilers". Their main reason for existence was to buy out innovative small businesses and inventors and then suppress the products or ideas accumulated to maintain the "spoiler's" interests and profits. I wonder: is that principle being deliberately practiced by BIG companies nowadays? It often seems thus, although ordinary folks such as you and I would have a very difficult time proving it.

Of course, we know that some folks are quite unsuited for business, although they may be Really Great technicians or theoreticians. They start off with great ideas (and promising futures), but eventually they (and their usually blameless associates) dribble away into obscurity, often taking money paid them by unsuspecting customers down the drain too (BUSS/Sextant Publishing Co., is an excellent example). We all can empathise with their customers (and the vanished firm's ex-employees) because those people didn't expect--or plan--to be victims of negative change. (Even I lost money paid to extend my BUSS and Sextant subscriptions....)

Sometimes Life Just Ain't Fair!!!

DO YOU WANT TO BE POOR?!

MAKE MOOLA WITH YOUR H/Z 8-BIT MACHINE

by

Contributing Editor A. Stapher

It's probably unknown to many SEBHC JOURNAL subscribers, but our computers are capable of a plethora of ways to help make extra spare-time money at home. But there's been far too little information published about "How-2 Do It"! Most magazines emphasise business applications of microcomputers. While many programmers are making money in the field of small business consultation, this approach isn't practicable for we "obsolete computer" owners.

Fortunately, most ways to make money with microcomputers don't involve conventional business methods. With a little imagination your computer can not only be profitable, but great fun as well. You don't have to feel guilty about most expenses because your computer has long since been paid for. And it's now time for it to start repaying you for those long hours you put into learning how to make it reliably perform some useful tricks.

STARTUP, IDEAS & HINTS

Your first step toward spare-time computer income is to write down a list of money-making ideas. You should always be on the lookout for such ideas. Find them by reading books and magazines, or by talking with friends. Thinking about a product, or services that you need or would like available may give you more ideas. Money-making ideas involving your existing interests or hobbies are the best kind because you'll have an edge on your competition. For example, your interest in fantasy games, card or board games can be converted into salable computer programs (written in the language you're most proficient in, of course). A teacher might be able to produce exceptional educational programs in her spare time. (Hint: Find a copy of Hayden Book Company's "Home Computers Can Make You Rich" by Joe Weisbecker. It describes dozens of spare-time money-making ideas.)

There are really only four basic ways to make money in any field. You can 1 - sell products, 2 - sell services, 3 - create new products, 4 - invest time and money in any of the first three. Various combinations of these four approaches are possible. But before getting down to specific ideas, let us consider how you might turn your idea into cash income.

SELLING, HOW-2 NOTES ON

Mail Order Products: These involves advertising product in various publications and filling resulting orders by mail. It's fairly easy to operate a small mail-order business from your home, especially if your product is good and fairly priced and your advertisement is well written. This last is most important!

Your first step is to read several books about the mail-order business. Find some good ones in the public library or a bookstore. You'll find it's possible to start a business of this type with a minimum cash investment.

Rather than use your residential address, go rent a post-office (or private mail centre) box. This provides a simple way of keeping business and family mail separate, ensures a degree of privacy and helps keep track of expenses.

Next, find a good product source if you don't already have one. And have enough money to cover advertising costs. This will be your biggest expense. For example a small, one-time advertisement in a nationally-circulated periodical can cost from one to several hundred dollars.

But if you have an unusual, low-cost, easy-to-mail product, not generally available in local stores, you might be able to get it mentioned in a periodical often read by potential customers (hand tools in hobby magazines, software in computer journals, etc.). Publishers often will publish a "blurb" about your product when you buy advertising space. Check several magazines for where the best results are available at lowest cost.

Your selling price MUST include advertising costs. Let's say your product is a booklet costing \$1 to print and fifty cents to mail. Assume your magazine ad costs \$250, magazine circulation is 100,000, and you estimate you'll receive about 100 orders from your ad. You'll have to charge \$4 for each booklet to just break even, and that doesn't include the cost of your own time. If you got fewer than 100 orders you would lose money, but if you got 200 orders you'd make \$250 (not counting your own time--I pay myself about \$10 an hour).

WRITING EFFECTIVE ADVERTISEMENTS

How effectively-written your ad is can make the difference between success and failure. Ad size is important, but a small, tastefully and well-written ad often is more effective than a big, splashy, multi-colour display ad. Some years ago I was in business overseas and advertised in a certain local English-language daily paper. Their "Column-inch" rates for display ads were outrageous, and ads were often badly placed.

After considerable research I discovered that newspaper's classified ads were rather effective for their cost, about fifty cents a word, 25 words minimum. They'd generate 3 or 4 orders the first day, sometimes one on the second day, and nothing after that. I finally persuaded the paper to run the same ad every other day. This had a flashing-sign affect on readers who would read the paper front to back--especially the classified ads section. (The ads-section manager was not English fluent and often some very hilariously funny stuff would be printed!) [TO BE CONTINUED NEXT MONTH, DEFINATELY!]

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Mailbox... The Reader's Mailbox... The Reader's Mailbox...

Dear Lenny,

Long ago and from a place far away you were going to ship a spare [full-height double-sided] 96tpi drive to me. [Did] something happen?! If you still have that drive, please wait until January to ship it.

Now my CD player went crazy, followed by the water heater! I can hardly wait to see what's next...

SPRING SMITH, 6055 Gary Place, San Luis Obispo, CA 93401

[Hey, Spring! With all the electrical troubles you've had, you must live way out at the far end of the extension cord! Yep, that full-height drive recently was checked out ok and is waiting to be packed and shipped. Your order wasn't forgotten, just lost in the normal clutter we fondly call "the computer room". You'll have that COBOL package you ordered

before you read this so let us know if it worked ok. By the way, you Really Should have ordered the companion Heatn Continuing Education course. Even if YOU don't need it maybe you know someone enrolled in a computer science course at San Luis Obispo County Community College. They use COBOL--plus other programming languages--and one can get continuing-education credit for completing Heath's COBOL course. Not only can it save time AND "skull drudgery" but I think it's A Really Great Bargain! -- ed]

Dear Sir:

A few months ago a sister of a friend of my daughter's (10 years old) was using a desktop publishing program with me on my IBM compatible. She told me that she had a computer too, that she used it to write stories, but wished she had some games for it.

I went over to see her machine and it looked like a Commodore Pet with a 5-1/4" disc drive built in; she also had an extra unit with two additional drives. (I'd never heard of the machine but I knew of Heathkit--I once bought a stereo kit from them in the early 1960s.) She has a word processor and Microsoft BASIC. I later discovered that it runs HDOS 1.6 (Issue #50.05.00) and has 48k of RAM.

As a member of the Long Island Computer Association, I thought I'd be able to get some information--and maybe some games--from its' members if I asked the editor of the newsletter to publish a request for same. I received two calls from fellow members. One [came from a] gentleman [who] gave me some public domain games (some in BASIC) that ran under CP/M and another [from] a subscriber to your newsletter by the name of Lee Stoller. He told me about HDOS and the hard-sector discs that it--[this computer]--uses. He also sent me a copy of your newsletter.

Now to the purpose of this letter: Would you be able to put us in touch with someone from whom we could obtain some games which would run on Nicole's machine? Also, have I given a sufficient description of it to ensure that whatever games I do eventually find will in fact run on the machine? Any help or advice you can give will be greatly appreciated.

CHARLES N KUTTRUF, 6 Redwood Path, Glen Cove, NY 11542

[Of course we can help you! But if Nicole wants to get the most from her Heathkit, she really should have a later version of the Heath Disc Operating System (HDOS) and a memory upgrade which will give her 56k RAM for HDOS, or 64k for Heath's CP/M-80. You--or perhaps subscriber Stoller--can help her install an upgrade kit--if he's within easy distance. (We may even be able to scrounge up a set of RAM chips and later versions of HDOS.) We also sell our own SEBHC JOURNAL games and programmer's helper discs at a modest cost (see this edition's catalogue page). If Nicole is Really Serious about using her venerable computer it's highly advisable that she obtains a subscription to our newsletter. We've lots to offer her. -- ed]

The SOFTWARE CATALOGUE Page

Heath/Zenith 8-bit CP/M software still in Original Factory-Sealed Packages. All Factory Warranty documents WILL BE HONORED by Heath/Zenith, the original vendor. We also many "Demo" software packages which run EXACTLY AS DO WARRANTIED VERSIONS. These are Very Real--not imaginary--Bargains!

Item	H/Z cat #	Description	Price
----	-----	-----	-----
SJ-1	EC-1101	Programming in FORTRAN, with lectures on cassettes & final Continuing Education exam	* 39.95
SJ-2	173-57-1	MICROSOFT FORTRAN 3.4 (demo package, 1 only)	* 39.95
SJ-3	173-66-1	Programming in COBOL, with cassettes & final C E exam	* 39.95
SJ-4	173-58-1	COBOL-80 v4.0 Demo w/docs	* 39.95
SJ-5	EC-1110	Programming in MBASIC, with cassettes & final C E exam	* 39.95
SJ-6	HMS 837-1	Microsoft BASIC-80 soft sect w/warranty, manuals	* 39.95
SJ-7	HMS 817-1	MBASIC-80, hard sector, w/warranty, manuals	* 39.95
SJ-8	173-56-1	MBASIC-80 demo w/manual	* 33.95
SJ-12	173-60-1	"Softstuff" CPS: demo pkg (One CPS FREE with any single order from ONLY this month's listing! Offer expires 31 January, 1990)	19.96
SJ-13	173-67-1	"Micropro" SUPERSORT (w/warranty & manual)	29.95
Note: "*" means 10% off any two packages when ordered with matching course (ex: MBASIC plus Pgm in MBASIC).			
SJ-14	173-91-1	MAIL MERGE (w/warranty)	29.95
SJ-15	HDR-837-3	DESPOOLER (w/warranty)	29.95

SJ-16	173-201-1	MICROSTAT (database w/wty)	49.95
SJ-18	HRS-837-5	Peachtree INVENTORY MANAGEMENT	39.95
SJ-19	HRS 817-37-1	Peachtree GENERAL LEDGER	39.95
SJ-20	HRS 837-37-1	Peachtree ACCOUNTS PAYABLE (all above Peachy items w/wty)	39.95
SJ-21	173-197-1	Peachtree INVENTORY MGMNT demo	29.95
SJ-22	173-61-1	Clark GENERAL LEDGER (PT equiv)	29.95
SJ-23	173-62-1	Clark INVENTORY (PT equiv)	29.95
SJ-24	173-70-1	DATASTAR (w/warranty)	29.95
SJ-27	SF9110	MYCHESS w/wty, manual (1 only) (may not run on Kaypro)	29.95

1 - Prices include shipping inside continental U.S.A. only.

2 - We WILL NOT accept opened returns.

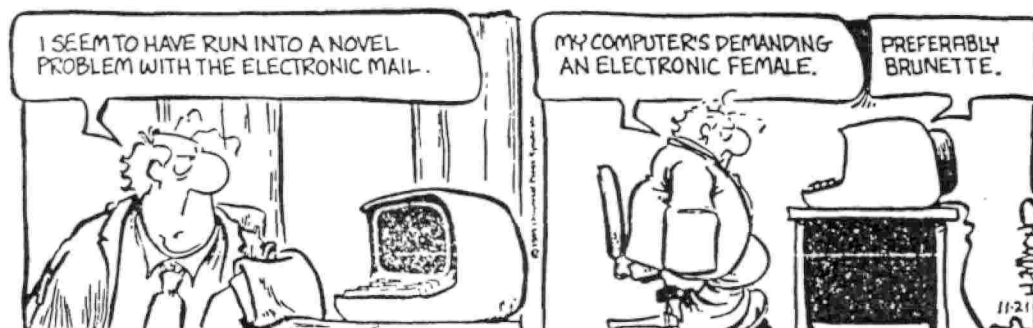
3 - All "Demo" software packages work EXACTLY as warrantied versions except instruction manual pages are red over-stamped. They're easily read through a piece of clear RED plastic wrap laid over the page.

4 - Some programs may not work on non-Heath machines, but usually may be patched so that they'll run ok.

5 - We can convert programs between hard- and soft-sector formats, between Heath 5-1/4 and 8-inch formats, and KAYPRO ss, sd 5.25" discs on special order. Conversion does NOT affect program operation. Price is \$5 each 5-1/4" target disc. The original distribution disc(s) will be included with converted discs. (Caveat: Some Heath Terminal escape codes aren't Kaypro compatible.)

Contact Gus Bakalis at 313-755-2060, or Leonard Geisler at 313-662-0750 for more information. Note: Proceeds from all software sales made by D:KUG.DOC will cover that newsletter's operating expenses.

DUFFY



The JOURNAL's GENERAL Catalogue Page

FIBRE-BOUND VOLUMES OF BACK ISSUES

Catalog No.	Description	Price
V-I =	Volume I (Numbers 1 thru 12) Aug-86 - Jul-87...	\$22.50*
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* The SEBHC JOURNAL is composed, edited and published by L E Geisler at 895 Starwick Drive, Ann Arbor, MI 48105. Phone 313-662-0750, 9am - 6pm Eastern Time, Monday thru Friday. Other times (EMERGENCIES ONLY): 313-769-6052 (residence).

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