NorthStar™

ADSNews

A Look At ADS News

Welcome to the premiere issue of ADS News, a newsletter designed specifically for you, the ADS licensee. The purpose of this quarterly publication is two-fold. Its first and most important function is to inform you of the latest developments in the ADS program and at North Star so that you may provide your customers with the most up to date, highest quality software products possible. Our second goal is to provide a forum for ADS licensees to exchange programming and marketing information. We believe that both of these functions are essential for the success of the ADS program.

Your Participation - The Key Ingredient

In order to make this newsletter a valuable working tool and to insure that you are successful in the very competitive micro-computer software marketplace, feedback from each and every one of you will be critical. For example, the most important story in this issue may be the overview of ADS licensees and their projects (see page 2). Its purpose is to provide you with information about other licensees to prevent software duplications and to foster software trading between licensees. We foresee this as a standard feature in all future newsletters in which new licensees can be documented and your endeavors and accomplishments can be highlighted. Clearly, your participation and information will be needed.

A Wish List - The First Edition

The "I wish I could have's" of today are often the state of the art technologies of tomorrow. For our first issue of the ADS News we have compiled a short list of "wished for" applications software packages from ADS licensees, dealers and others. If any of you are working on these, please let us know. And, of course, if you have any "wishes" to add, they'll be included in future editions of our list.

1) Communications Protocols
2) ASP to CP/M® Transfer Routines
3) New Terminal and Printer Drivers
4) Payroll
5) Word Processing

Project Exchange Column

The best way to guarantee that we have accurate information in our newsletters about your company and your work with ADS is to provide us with your promotional and technical literature. Please make it a habit to include the following data: 1) name of the program, 2) functional description in 25 words or less, 3) end-user price and currency, 4) versions available (ADVANTAGE, HORIZON,® Multi-user), 5) availability, and 6) the language in which your work is applicable (German, Spanish, etc.). Please send your information to:

North Star Computers, Inc.
14440 Catalina Street
San Leandro, CA 94577
Attn: Aram Attarian

A Request

This newsletter would traditionally be among the tools and services provided by mainframe and minicomputer manufacturers. North Star is proud to be in the forefront of the new age of microcomputer technology and is pleased to provide this newsletter for ADS licensees. But the success of this publication depends on all of us working together to make it the valuable tool it can be.

Please feel free to offer ideas either on how we can optimize the exchange of information, or suggestions for future newsletter items.

List of ADS Licensees Continues to Grow

From Oshkosh to Singapore, Veterinarian Practices to the Transportation Industry, ADS Licensees Work Throughout the World Applying Computer Technology to Varied Businesses and Professions

Since its inception in June 1981, the North Star ADS License program has been an exciting success story. The number of licensees has grown to 19 individuals, dealers and independent software companies using the powerful tools of ADS to develop exciting new applications software for such varied users as veterinarian practices and the transportation industry. Below is a current list of licensees with information on contacts and projects. As new licensees come aboard they will be added to this list. Many of the projects described are already fully developed, but others are in the initial planning stages. The purpose of this listing is to facilitate the open exchange of information between licensees.

ADVANCED BUSINESS SOFTWARE, INC., Don Lynam, President, 5618 Kalas Street, Madison, WI 53716, (608) 222-7469. Advanced Business Software is currently working on a U.S. payroll application capable of interfacing with ACCPAC.   The system released at the end of June can support up to 200 employees on a quad capacity, floppy disk system, and up to 300 employees on a hard disk system; can support up to 94 earnings and deductions for each employee; includes up to 11 active tax tables; and can take care of employer's contribution to employees, calculate unemployment insurance, and is a check formatter.

Future applications planned by ABS include a property management package (to be released the third quarter of 1982) and a job accounting package to be tied into the payroll system (available in the fourth quarter of 1982).

ALLEGRO COMPUTER SYSTEMS, LTD., Andrew Bates, Owner, David Repchuck, Applications Analyst, 640 West Eighth Avenue, Vancouver, BC, V5Z 1C8 Canada. Allegro offers two software packages specifically geared to the Canadian market: a trust accounting system that integrates with PROPAC ™   and a payroll system that interfaces with ACCPAC. A budgeting and estimating package for the construction business, as well as a "secretary's helper" package are in development.

A.M. DATA SYSTEMS, Jeffrey R. Maddox, 60-23 Lawn Avenue, Stamford, CT 06902, (203) 324-9964. New licensee - No information available at this time.

CARGOSPEED CORPORATION, D. Glyn Thomas, owner, 71 Toussin Avenue, Kentfield, CA 94904, (415) 459-3933. Cargospeed, a North Star Authorized Dealer, specializes in applications for the transportation, equipment leasing and service industries. Cargospeed's experience in the development of tracking and control applications for transportation fleets (sea containers, railcars, trucks, etc.) resulted in a package that has the ability to link microprocessors into networks to provide almost any amount of data processing power. In addition, the package interfaces with North Star's ACCPAC, PROPAC, NorthWord and InfoManager, and has the capability to link field offices and branches to a head office.

Cargospeed owner Glyn Thomas is very interested in the X.25 data communications protocol, if already developed by other ADS licensees, and would like to hear from other licensees on this topic.

COMPCARE, Dr. Kent A. Kruse, 815 Witzel Avenue, Oshkosh, WI 54901, (414) 233-2756. CompCare specializes in software for the medical field, especially veterinarians, with a package called Practice Manager. The system prepares itemized receipts and vaccination certificates, prepares management reports and bookkeeping records. Six systems are presently installed from San Jose to New Jersey.

COMPUTER AGE SYSTEMS, Paul Kilian, Bishopstone & Penhurst Avenues, Essexwold, Johannesburg, Republic of South Africa, Telex: 960 8-6237, Phone: 27 11 539235. Jewelers Manufacturing and Retailing package.

COMTEK, Hank Guell, Vice President, 90 John Street, New York, NY 10038, (212) 962-6131. Comtek is presently working on medical and laboratory packages.

DATATRONICS PRIVATE LTD., Terry Lim, Units 05-03 and 05-04, Block 6, Kolam Ayer Industrial Estate, 12 Lorong Kakar Batu, Singapore, Telex: RS39084, Phone: 65 747 5122. No information available at this time.

Computer Systems for the Small Business Person --

ASP-Based Packages from Microcomputer Specialists are "Just Another Appliance"

"Non-technical, small-business people want to use a computer as just another appliance. They don't know how computers work and quite frankly, they don't want to know -- they just want them to work," explained Dave Brown, president of Microcomputer Specialists, Inc.

This is the marketing philosophy behind his company, a Boston-based systems house licensed under the ADS program. It is also the reason Brown is such an advocate of North Star's unique program-development tool and ASP business software.

Microcomputer Specialists (MSI) has been a dealer of North Star equipment for four years, marketing the full line of North Star hardware with a variety of peripherals. The company sells software developed by North Star and MSI's own programmers. Their target from the first has been small business owners in the Boston area.

Brown believes that CP/M compatible packages are not suited to the needs of his end-users. "The CP/M route is usually inappropriate in our marketplace," he contended. "To use these packages the end-user has to be much more sophisticated in computer technology than he really wants to be." Since starting his business, Dave has been searching for a system that would allow his customers access to their computers in a way that would require very little technical knowledge.

"I was delighted when North Star introduced ADS - it allows the development of the kind of software that my users need," he said. "ADS-developed programs are compatible with ASP and therefore are much more functional in the business environment."

Since becoming an ADS licensee last year, Dave has created a specialized financial forecasting package called ReCal and is now marketing that product while he develops a manufacturing inventory program.

Prior to receiving an ADS license, MS did very little development of specialized software. "A special application package can take as much as six to twelve man-months to develop, " he explained. Generally this cost could not be justified within the price range of the systems he sells. But now when Brown identifies an opportunity in the market, his company can "go after it" utilizing ADS.

Microcomputer Specialists' "ReCal Financial Forecasting" package is a spread sheet analysis program that interfaces with North Star's General Ledger and Financial Reporting packages. In fact, according to Brown, his program can be considered the third part of the trio for users who already have the two ACCPAC programs.

"General Ledger and Financial Reporting provide the small business person with critical information to which he or she never before had access," Brown said. "Now ReCal can provide the fullest utilization of that information for analysis and projection."

Business projections and "what-if" analyses using a wide range of variables can be accomplished with speed and accuracy with MSI's Financial Forecasting program. The package runs on all North Star equipment, including the North Star ADVANTAGE and the HORIZON floppy and hard disk.

MSI's second specialty program, MISys, provides sophisticated inventory control and analysis for the manufacturer who must control raw materials in order to produce finished products. As with Financial Forecasting, this program was developed by MSI to fill a key "need" in the market.

"North Star's InventoryControl and Analysis packages are very good for distributors and retailers, but manufacturers have very different needs," he explained. In addition to inventory control, MISys manages Bills of Material and provides Purchase Order processing. MISys is written in ADS "C" and will run on North Star hard disk equipment only.

MSI also manufactures a line of special interface modules for the North Star ADVANTAGE computer.

InfoManager II Released
Now, a Data Base Manager for ASP Users

InfoManager II™, which offers significant improvements over the original InfoManager I, is now available from North Star for the same low price of $399. All orders placed for InfoManager I have been automatically upgraded to InfoManager II. In addition, an upgrade package will be available through January 1983 for $100 to current users of InfoManager I.

Among the most significant features of the ASP and TSS/A compatible data base package are its ability to recognize seven different data types, to index groups of records according to ten keys, to work with groups of records, and to print user friendly reports on both the screen and paper. InfoManager II also features the Soundex key, which allows a double check of problem names according to their sound as well as their spelling. A special calculator feature allows the user to perform interactive mathematical calculations on fields in a record.

Within InfoManager II, the user can create particular groups of records from his data file, arrange them in any desired order, sort or delete the records, and utilize them to print letters, labels or reports.

As an integral feature of InfoManager II, a package called InfoChange allows the manipulation of the data base's structure and contents. InfoChange can be used to update InfoManager I lists to the InfoManager II data file format. It also allows the user to add or delete keys and data file fields, to change the length of the data file field, to change the data file field types, to change the number of records in a data file, to merge two data files, to set a field to a particular value without changing anything else in the file, and to allocate a new data file at initialization.

Additionally, InfoManager II allows user-specified titles and headings, any number of lines to be printed per record, and up to 20 columns of information per record. Columns may be fields or arithmetic calculations and can generate totals, running page totals and grand totals. Averages can also be computed using InfoManager II.

To run InfoManager II on a multi-user system, the new version of TSS/A – 2.0.0 – must be used.

Finder's Fee Offered for New ADS Licensee Leads

You can now earn $300 by leading us to any individual with an interest in developing new software packages and working in the forefront of microcomputer technology. Simply write us a letter recommending a potential ADS licensee and when an ADS contract is executed, North Star will send you a check for $300. Write to:

North Star Computers, Inc.
14440 Catalina Street
San Leandro, CA 94577
Attn: Aram Attarian

ADS Translated to Icelandic

NorthWord is now the only word processing software in Iceland that can accomodate that country's unique language, thanks to Rafras Ltd., in Reykjavik, Iceland. Rafras has used ADS to translate several North Star application software packages into Icelandic. The Icelandic language, which resembles Danish, includes several special characters and accents. The project of modifying and adapting the North Star ACCPAC™ for Iceland began last year and has resulted in the successful translation of NorthWord, InfoManager™ and ACCPAC General Ledger/Financial Reporting packages. According to Bjarnason, major work has included translation of all texts both in the ASP and application files, modification of modules to allow Icelandic character set and accented letters, change of terminal drivers for Icelandic terminals and printers, modification of SORT and DATE routines to comply with local specifications, recreation of menu and video forms and rebuilding of print files.

TSS/A 2.0.0 Released

TSS/A 2.0.0 is an upgraded release of the original TSS/A product. It provides support for 5 and 18 megabyte hard disk systems. Release 2.0.0 also corrects bugs which have been reported in the spooler and the disk directory. The part number and suggested list price for the new release are: TSS/A, 00153, $349. Shipment of this product is currently underway and copies of TSS/A 2.0.0 will be made available free of charge to all current users of TSS/A 1.0.0. Update packages will be shipped to dealers and distributors based on the quantities of TSS/A 1.0.0's originally shipped. North Star will continue to support TSS/A 1.0.0 until December 1982.

OrderEntry and Invoicing Available for Shipment

North Star's OrderEntry and Invoicing package, available for immediate shipment, provides the user with powerful order management and invoicing. It integrates with InventoryControl and Accounts-Receivable to provide wholesale and retail distribution companies powerful processing capabilities. Both the InventoryControl and AccountsReceivable functions integrate with the GeneralLedger under North Star's ASP operating environment.

The package is available in floppy disk version as well as single and multi-user hard disk versions. Part numbers and suggested list prices are:

Item	Part Number	Suggested List Price
OrderEntry Horizon Q	00491	$499
OrderEntry HD	00180	$499
OrderEntry Advantage Q	00961	$499
OrderEntry Documentation	00944	$75

Some of the features of the OrderEntry and Invoicing package are:

- Order processing - add, recall, change or cancel sales orders; print order confirmations or packing slips; add, modify or cancel standing orders.

- Invoice processing - recall orders for invoicing; print invoices or an invoice journal.

- Credit processing - enter returns or credit memos; print credit memos or a credit memo journal.

- Ship-to maintenance - add, modify or delete ship-to addresses.

- Inquiries - handle customer account or inventory item inquiries.

- Maintain different types of orders - standing orders, future orders, backorders, active orders, orders on hold.

- Handles up to five discount rates which are applied to the item's base selling price according to category or status of the customer.

- Value of orders and shipments entered for invoicing is added to customer's outstanding receivables balance and compared to his credit limit.

Technical Tips

* A new version of TSS/A, revision 2.0.0, has been released and the old version (1.0.0) is now in the process of being updated. Until you receive your update, you can use 1.0.0 and HDOS 2.0.0 in the following manner: When loading TSS/A revision 1.0.0 and using HDOS 2.0.0, be sure to run: GO REDIRECT and select the OLD format. (This will not hinder the running of other programs under TSS/C.)

* The multi-user version of InfoManager II™ requires the TSS/A 2.0.0 operating system.

* The "PROPAC™ Update Disk for TSS/A 1.0.0" must be loaded onto the multi-user system in order to run PROPAC on TSS/A 1.0.0. If you have TSS/A then disregard this notice.

* When running HD5TEST,1 on a 5Mb HORIZON or ADVATAGE computer, the following symptoms indicate a reversed 34 pin cable from the drive controller to the drive:

1. Level 1 test fails to run at all.
2. Level 2 test reports a 113 error and then requests level 3 to be run.
3. Level 3 reports a 113 error followed by continuous 120 errors.

If these are your symptoms, reverse the large connector and try again.

GERRELLS, LIGHT & ASSOCIATES, Bill A. Gerrells, owner, Bill Light, owner, 512 Fourth Street, Devils Lake, ND 58301, (701) 662-2197. GL&A, which sells North Star products exclusively, is presently working on applications for payroll and an interface program between accounts receivable and sales for newspapers.

ISLAND DATA COMPUTER CENTER, Michael King, owner, Post Office Box 275, 2116 20th Avenue West, Oak Harbor, WA 98277, (206) 679-3558. Island Data Computer Center uses ADS to develop custom interfaces to North Star's ACCPAC software. IDCC primarily customizes "canned" software according to customers' specifications, (sales tax computation, discount schedules, statement printing, etc.).

Owner Michael King anticipates the development of a real estate package with a property management system, and/or a package for produce companies.

MANAGERIAL COMMUNICATIONS, David Leppaluoro, 329 East 8th, Eugene, OR 97401, (503) 683-3503. New licensee - No information available at this time.

MICROCOMPUTER CENTER, INC., Bill Buckmaster, 3900 Broadway Avenue, Ft. Meyers, FL 33901, (813) 939-5444. New licensee - No information available at this time.

MICROCOMPUTER RESOURCES, Jim Walter, 6280 150th Avenue North, Clearwater, FL 33520, (813) 536-4765. Microcomputer Resources features two major packages, one for back-office for bond sales offices, and one for municipal bond underwriters. MR plans to expand the package to include general corporate bond sales and stock brokers. In addition, they have various custom terminal drivers, custom software and utilities packages for other ADS licensees.

MICROCOMPUTER SPECIALISTS, David S. Brown, President, 5 Eli Whitney Street, Westboro, MA 01581, (617) 366-9666. Microcomputer Specialists presently offers two application software packages: Recal Financial Forecasting and Manufacturing Inventory. MS has also designed an IEEE 488 interface board (GPIB) and an A/D converter for the North Star ADVANTAGE.

MIDWEST COMPUTER TECHNOLOGY, Edward P. Tokarski, Marketing Sales Manager, Richard Raymond, Vice President, 1018 Gilbert Road, Flint, MI 48504, (313) 733-1730. MCT, a North Star Authorized Dealer as well as an ADS licensee, has four software packages: Medi-Pac (medical billing), Job Cost System, Job Cost Payroll and Payroll.

Midwest's marketing strategy is to sell complete systems to end users in construction, medical billing, investments, education, laboratories, payroll, etc. The majority of these customers are CPA's and medical clients. All packages interface with North Star's ACCPAC, G/L and NorthWord, and Midwest offers complete computer services, custom software, training, marketing and sales.

RAFRAS LTD., Asgeir Bjarnason, Fellsmula 24-26, 105 Reykavik, Iceland, Telex: 858 2167, Phone 354 1 82980/82055. Rafras has completed the modification of ASP skeleton disks to acceptable Icelandic standards, installing NorthWord, InfoManager and General Ledger on floppy disk systems.

THE SIERRA GROUP, Stanley Glass, William Meyers, 235 Bon Aire Drive, Florissant, MO 63030, (314) 838-4549. The Sierra Group is presently working on three software packages: a 40K RAM memory spelling system for NorthWord, a legal word processing package for NorthWord, and a professional manuscript preparation package for NorthWord.

The Sierra Group specializes in customized software, selling the systems and software as a complete package.

SIMMONS AND ASSOCIATES, LTD., Don A. Simmons, President, 2711 West 183rd Street, Suite 206, Homewood, IL 60430, (312) 957-1383. This new ADS licensee has plans for application software geared toward professional service organizations such as small legal and accounting firms. Their time and billing accounting system will eliminate the need for manual data entry at the end of the business day, according to President Don Simmons. He also plans to expand on North Star PROPAC and/or modify it according to customer's specifications.

SOUTHWEST COMPUTER CENTER, Ronald Mozer, 121 Wyatt Drive, Los Cruces, NM 88001, (505) 526-2842. Southwest Computer Center is presently working on exclusive enhancements of ACCPAC for the large end-user base.