

FRIDAY, OCTOBER 26, 1984

THE ALL NEW FRONT PRESS

ISSUE 19

ICAL SERVICE INCORPORATED
A SUBSIDIARY OF
AS INSTRUMENTS
INCORPORATED



MOODIE DRIVE, MALLORN CENTRE,
NEPEAN, ONTARIO K2H 9C4

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MR LED BINKOWSKI
PROGRAMMER
NABU NETWORK CORP
~~1051~~ BLASTED RD A 22
OTTAWA ON CANADA

1051 Baxter



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PARKS & RECREATION



CORPORATION OF THE CITY OF NEPEAN, 1701 WOODROFFE AVE., NEPEAN, ONTARIO K2G 1W2, 226-6554

CW -> Admin Buss

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QCJ 3 1984

October 2, 1984

Mr. John McArthur
President
Nabu Network Inc.
1051 Baxter Road
Ottawa, Ontario
K2C 3P2

Dear Mr. McArthur:

The computer camp held by the Nepean Parks and Recreation Department in conjunction with Nabu Network was tremendously successful this summer. Interest in the program grew from the previous year with programs extending themselves for individuals 3 years to 14 years, and retired adults. Feedback was positive and the interest is still there for any further possibilities in computer day camping for the summer.

To offer successful events takes skill, flexibility, strong communication and quick efficiency towards tasks at hand. All of these were characteristics of Mary Kay Marsden of your Customer Support Group. Mary Kay was the perfect liaison between our department and Nabu. Her response to our needs and her support during our program development was excellent. Her "people skills" and task "oriented nature" are well respected by our staff here. Although Nabu is going through a readjustment period at present, I wanted to note our favourable impression of your computer systems and your liaison person, Mary Kay Marsden.

I am hopeful for a strong recovery at Nabu, and a future involvement next summer. Best wishes.

Sincerely,

Mary Lynne MacKay

Mary Lynne MacKay
Recreation Programmer

MLM/dp

c.c. Mary Kay Marsden



Minister of State

Ministre d'État

Science and Technology
Canada

Sciences et Technologie
Canada

Ottawa, Canada
K1A 1A1

October 18, 1984

Dear NABU Network Employees,

Thank you for sending me a copy of your September 18, 1984 letter to the Editor concerning the problems facing the NABU Network.

Certainly I hope that the NABU Network technology will be kept in Canada and that the associated jobs will be preserved. However, in the absence of a formal representation from the company and in view of the possibility of private sector financing for the firm, it would be premature for me to indicate any degree of support for government financial assistance to the NABU Network.

Still, my Ministry has been monitoring this matter along with concerned Members of Parliament from the Ottawa area, and we will continue to do so.

In this regard your letter and input was most welcome.

Yours very truly,

The Honourable Tom Siddon, P.C., M.P.

Canada

THE GRUNT PRESS

THE EDITOR'S SAY

Hello. My name is Edmond Hum.

I'm back from Florida, and yes, thank you, I had a really great time. I can now join the ranks of the unemployed confident that I at least have a tan.

Guess who I met when I was waiting for a plane in Toronto to go to Ottawa? John McArthur. He was there on business in meetings all day. I asked him about NABU's state of health ("We're getting awfully close to the deadline, but I'm still optimistic") and whether or not I still had a job to go to on Monday ("Yes. We'll see you in the office Monday"). He had had a long day and was looking forward to the weekend. I later sat about seven rows behind him on the plane.

On Tuesday, rumours were buzzing about an executive meeting in the boardroom. What could emerge from the big pow-wow? Then we got a piece of paper from Marilyn Smith. "What does this mean?", asked everyone when they received the slip of paper signed by John Kelly and John McArthur. "Can you translate for me?" What it meant was that some people in Head End were getting job offers with NABU again. The rest of us were not (at least for now).

Tracy O'Keefe is planning to go to Florida on the 12th of November. Do you think she knows something the rest of us don't?

Next deadline (Yes, Virginia, there really will be another Grunt Press coming out): Tuesday, November 6!

FROM THE SCHOOL OF HARD KNOCKS
(the Q.A. department)

By Rob Smith

Had a hard week at the office? Kids got you down? Can't seem to put a dent in that VISA bill? Well stop moaning, because there's someone who is worse off than you. That's right, me. It's my turn to pout in public.

Like many other employees here at NABU, I was working in order to finance my education. I was getting along fine until a few weeks ago when J. McArthur informed me that I no longer had a job. This made it very difficult for me to pay for school, not to mention eating. But, the school dilemma was soon to be solved; the teachers went on strike. At least now I don't have to worry about tuition.

more...

THE SCHOOL OF HARD KNOCKS - continued

When I was younger, so much younger than today
I never needed anybody's help in any way
But now those days are gone and I feel so insecure
Now I find, I'm unemployed, I've been thrown out the door

Help me if you can I'm going broke
And my bank account's beginning to be a joke
Help me get my feet back on the ground
Won't you please please help me, help me, help me (sob, sob)

That's it for this week. I hope this hasn't been too
depressing for you. I promise a thoroughly upbeat article next
time... if there is a next time.

MORE NOTES

By Q.A.'ers, Kiwi and Helena

Well, Rob Smith's not the only one who wants publicity in
the Grunt Press. We didn't realize that he was an aspiring
songwriter as well as being unemployed and uneducated. We take
back the unemployed now that he's reminding us that HE'S on
contract here at NABU and HE can wear jeans to work. Welcome
back Rob.

Sincere apologies are extended to our reading audience for
not contributing to the last issue. With Ed Hum basking in the
Florida sun, we just didn't get the usual encouragement (i.e.
arm-twisting) from Ian Rae and Karen Shaw. If memory serves
correctly, it was also rollout week! So much for excuses.

Now, onto the news for this issue.

The NABU Network has hit upon an innovative way to increase
revenues through a projected increase in games controller sales
-- just try Track and Field I, now available on Sel 2.

Ed Hum has suggested that a message be placed on the
Standard Opening Instruction Screen warning that playing this
game may have serious consequences on the health and welfare of
your games controller, not to mention your wrist. He also claims
that he can hear the controllers' resonant tones (& semitones,
pardon the pun) drifting through the corridors all the way to his
office.

All of Q.A. has been witnessing Jim-Bob's growing affection
for Tim Horton doughnuts (not to mention a particular female Tim
Horton doughnut salesperson). Just keep those Tim-bits coming
and we'll keep those suggestions pouring in, Jim!

more...

MORE NOTES - continued

We just can't keep Kent Heatherington out of Q.A. these days. Kent is moving on to COGNOS Inc. as a Q.A. Analyst and we figure that he's trying to pick up some tips while he's still here! Best of luck, Kent -- you'll never figure out what we do around here. We don't think that they'll have Heavyweight Boxing over there on Slater Street. Maybe you can talk them into subscribing to the NABU Network seeing that DRIE employees are now playing ZORK as part of their computer awareness program.

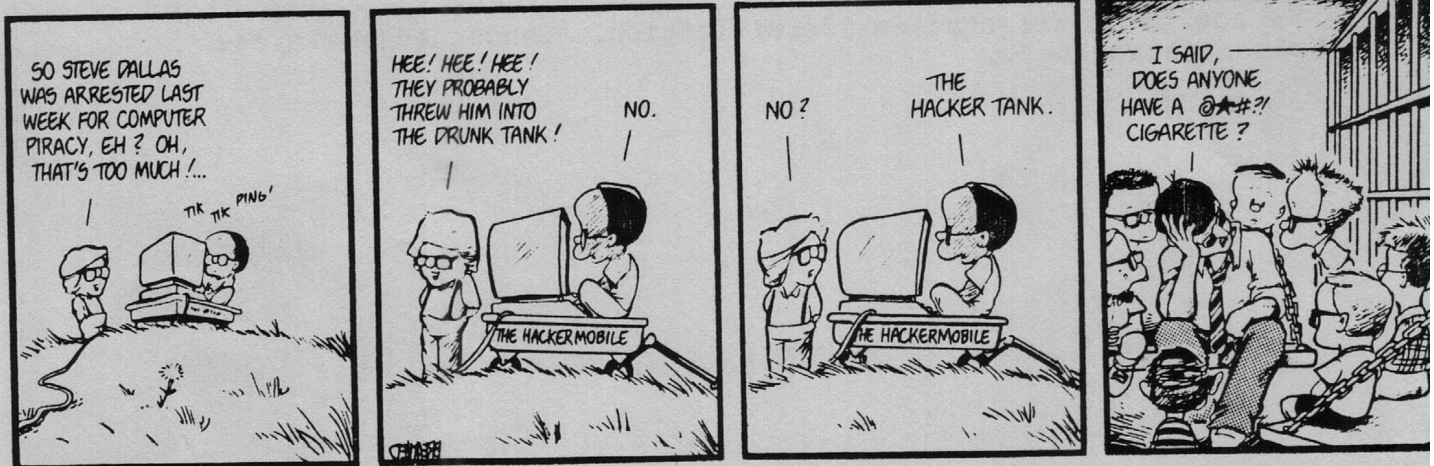
Another regular visitor to our Sel 2 units is Rick Mitchell, an avid Mummy's Tomb player. In fact, he even Q.A.'ed our last version, seeing that he's the only one to be able to pass the 100,000 point mark. Rick is now moving on to Wiztype Tutor and is trying SO hard not to look at the keyboard when he's typing. Rick, you won't be able to get 100,000 in Wiztype Tutor, but you could go for a perfect score!

Carol Pietrantonio, another visitor, has finally caught the video game bug. She was caught in front of a Sel 2 unit on Monday playing Zipper. It's about time, Carol!

Seeing that two members of the Facilities staff have been frequenting Q.A., we're now anxiously awaiting the next member to come down -- maybe it's you, Laurie Mitchell!

And now, we really should clarify the facts surrounding the mysterious injuries sustained by Anna-bob in the past few weeks. That black eye and those multiple facial lacerations were not the result of her being caught in a raid at the Lafayette Hotel, nor were they inflicted by an irate Applications Development manager. The real story has something to do with flying over the handlebars of her bicycle. But we'll let you draw your own conclusions...

At this point, we'd like to extend some special thanks to former Q.A. members Anna Dupont and Andrea McGrath, and all our other visitors, for their continuous support and encouragement in keeping the spirit alive in Q.A.!



FROM THE DESK OF DAVE ALLAN...

"As It Happens" tonight comes to you from the luxury liner R.M.S. NABU. The well publicized holing of the ship occurred last month when it collided with the much larger S.S. Campeau. The Captain of the 'Campeau' has admitted fault in the collision.

Despite the fact that the crew of the NABU is valiantly trying to nurse their battered ship into harbour, it seems to be business as usual here on the NABU. Last week several lifeboats of crew members pulled away and have now disappeared from sight, but most of the crew are still on board. Surprisingly few boats of passengers have left and in fact boatloads of passengers have continued to steadily arrive. To talk to us about this we have P.R. Officer Tracy O'Keefe:

Tracy, why are all these people coming to the NABU?

"The quality of service on the NABU is legendary: many people would like to experience it while it's still there."

'Don't you find it unusual that a sinking ship is still advertising for next year's cruise season?'

"Ask me that again in a few weeks time"

There are signs that the crew's determination to go down with the ship seems to be flagging. Mate Mary K. Marsden, who with a burst of publicity tied herself to the mast when the ship was holed, has now untied herself and announced that a winter's skiing on Pogey might not be such a bad thing. Chief Steward Gregory had to be restrained from leaping overboard when the planned Papal visit to the ship did not materialize.

Helicopter-loads of Bounty Salvagers have been hovering over the ship waiting for the opportunity to pounce on the salvage rights, but so far Captain Kelly has waved off any offers of assistance that involve surrendering the ship.

Recent developments... wait... there seems to be a commotion on the boat deck, passengers and crew members are pointing and sounding very excited...

We now pause for station identification. Concerned employees please stand by...

we were shattered, we were, but we rebuild.

life goes on, it's amazing how we can survive again

the spirit fights back; the past is rejected and the future
is raised;

we cut our hair and the paper streams out

and the old void is refilled again, we chatter and laugh

and dream again.

trade dreams like bubblegum cards,
marvel at what we never knew.

and so we go our separate ways, leaving only a few behind

to sit on the doorstep

drink champagne and celebrate

raise a glass to the ghosts

and wait.

michelle couture

MEMORANDUM

TO: Laurie Mitchell
FROM: Carole Pietrantonio
DATE: October 24, 1984
SUBJECT: Status Report on Message Centre

=====

As requested I have compiled a list of files related to my position. They are located in the bottom of my desk drawer. They include the following;

1. Bell Attendant Administration Package
2. Outgoing Telex correspondence
3. Incoming Telex correspondence
4. Postage Meter Correspondence & Instructions for operating the Electronic Scale and Meter.
5. Parking File
6. Telephone Directories
7. Security Card Access File
8. Registered Mail Book
9. SL-1 Phone Information Booklets
10. Memos
11. Outgoing Courier Transfer Log
12. Telex Information & Log Book

cont'd

The keys for the postal machine and for my desk are located in the top drawer.

Security cards, visitor and parking badges are also in the top drawer.

All telex paper and tape for postage machine are located underneath postage machine along with laminating machine.

Swift way bills, inter-office envelopes, telex directories, postal code directories and phone books and other miscellaneous goods are below the table used for sorting mail.

Board room reservation book is located in middle desk drawer..

All of my office supplies i.e. pens, pencils, clips, stapler, memo pads are on top of desk or in desk drawers.

I'm taking with me my two calenders, family photo of the MULRONEYS and fond memories of NABU.



A NOTE FROM SACS . . . FOR THOSE OF US THAT ARE STILL HERE

by Amelia Giamberardino

I am glad to see that the faces I meet when I come in to work are bright and smiling; and people are really pleasant, easy-going to be and to work with. It doesn't seem like we have such a short time left to be together. A sad but sincere farewell is sent to all those that are no longer here at NABU. I have been told (and I believe this from experience) that we had, and still have to some extent, something unique and special. It's not every high tech company that can boast of such closely-knit working relationships. Would you believe I looked forward to getting up and coming to work? Now that speaks for itself.

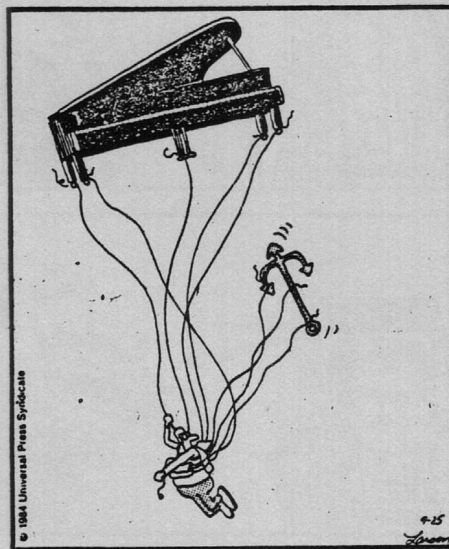
You may have noticed I said "looked" forward to getting up; well I still do, but there's a different light shed on things now. Rollout time is not only during the mid-month. It happens every morning. In my expectant and growing state I have had to learn how to strategically roll out of bed and land on my feet! No wonder I feel like I've already done half a day's work by the time I get to the office. The work in SACS is still as busy as ever --- it's just that I can't move as fast as I used to.

Working with two very special people like Betty Cameron and Andrea McGrath is a real treat; such buoyant personalities and Betty's wry sense of humour overshadow the atmosphere. Life at NABU has not been the same since Betty and I were thrown together when SACS was relocated. I'm very glad it was!

But --- all this is to end soon. It's becoming awfully quiet and more lonesome around here. I suppose it's all part of what we have to cope with.

My best wishes go out to all NABUites.

The Far Side



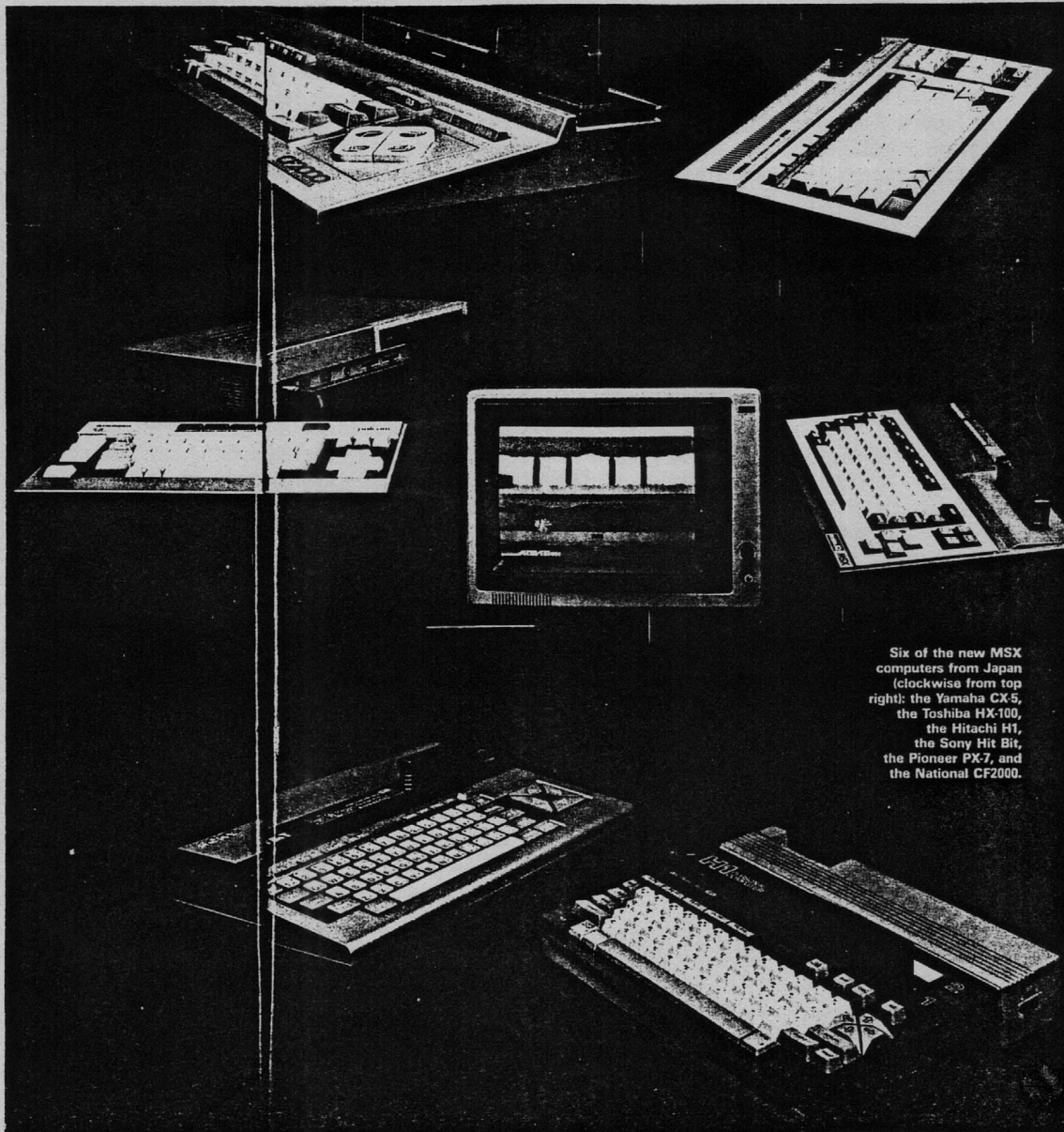
Murray didn't feel the first pangs of real panic until he pulled the emergency cord.

NOV. 13!

THE FUTURE OF MSX

*Will the home
computer market explode
with an invasion
of mass-produced machines
from the Far East?*

More than 10 of Japan's largest electronics firms stand poised on the precipice of the United States home computer market. They are gambling that with low prices their computers could become as widespread as stereos. The companies and their new machines are united under a single banner—MSX. MSX is not to be confused with the missile, though its introduction may resemble a commercial salvo. It is an industry standard, like that created by the IBM PC and its work-alikes, except MSX stems from common agreement rather than imitation.



Six of the new MSX computers from Japan (clockwise from top right): the Yamaha CX-5, the Toshiba HX-100, the Hitachi H1, the Sony Hit Bit, the Pioneer PX-7, and the National CF2000.

The Japanese giants have agreed on the MSX standard and plan to market computers that will cost between \$200 and \$400 at first and soon possibly \$50. Yet MSX offers no technological innovations. Rather, it consists of certain uniform basic specifications for hardware and firmware, which manufacturers can expand upon as they wish:

- a Zilog Z80A 8-bit microprocessor
- a Texas Instruments TMS 9918A video chip
- a General Instruments AY-3-8910 audio chip, which can produce eight octaves and three voices
- 32K bytes of ROM
- an updated Microsoft BASIC resident in ROM
- 8K bytes of RAM (16K recommended)
- 40-column display
- 16-color capacity
- support for cassette storage
- expansion slot for software cartridge or disk add-on
- different keyboards for Japan, Korea, Europe, and the United States
- joystick port

The major Japanese electronics firms have wasted little time in issuing MSX machines. At last count, the following manufacturers had developed computers: Canon, Hitachi, Toshiba, Sony, Matsushita, Mitsubishi, Sanyo, Yamaha, JVC, Fujitsu, Pioneer, Kyocera, National, and General.

The MSX standard has also spread beyond the low-end Japanese market. Three Korean companies—Goldstar, Daewoo, and Samsung—have adopted MSX. The large Dutch corporation Philips (maker of Magnavox and Philco products) and the German firm Siemens have also licensed the right to manufacture MSX-based computers.

Moreover, several of these companies are marketing the computers in conjunction with certain of their specialties. JVC's HC-6 will help the consumer edit videotapes. One of Yamaha's computers will have extended music support within the BASIC and offer an optional synthesizer that will clip to the bottom of the machine. Pioneer's PX-7 will integrate laserdisc frames into a video game or educational program. And smaller companies have introduced devices that take advantage of the MSX interrupt capacity to control lights, microwave ovens, heaters, and other household items.

But MSX raises a number of questions, the answers to which currently shimmer through a curtain of speculation and rumor where they are perceptible at all. What impact will MSX have on our lives? Some say its low price and broad software base will revolutionize our homes, filling them with computer networks and digi-

tally controlled appliances. Others say MSX is merely a blunt wedge into a tight market.

When will MSX appear in the United States? Some say this fall, others by Christmas, and still others by 1985. Why hasn't MSX reached the United States already? The Japanese manufacturers have remained closemouthed about their plans. But some cite the daunting presence of the Commodore 64. Others suggest that the Japanese wish to bolster MSX with enough software and commercial momentum to guarantee a successful breach of the market. And, finally, some experts believe the Japanese are being overly cautious. This school holds that MSX can compete in the United States today and that its makers are letting a rich field lie fallow for no real reason at all.

Birth of a Standard

The father of MSX is Kazuhiko "Kaye" Nishi, perhaps best known in the United States as a vice president at Microsoft, of Bellevue, Washington. But Nishi's post at Microsoft is actually an outpost, for his real career has taken place in Japan. He is a clever engineer, designer of the "lap" computer built by Kyocera and sold here as the Radio Shack Model 100, perhaps the most successful Japanese computer in the United States thus far. More important, he is an astute and energetic entrepreneur. He is cofounder of ASCII-Microsoft, Japan's largest supplier of both microcomputer software and magazines. An affiliate of Microsoft rather than a subsidiary, ASCII has grown by cutting prices. It offered cassette software for 3200 yen (\$14) and ROM-cartridge software for 4800 yen (\$20) long before such prices became common in the United States.

One might expect such bargains to have spurred the Japanese industry as a whole. However, it has suffered from severe product incompatibility. Every Japanese computer manufacturer, it seemed, was issuing machines from its own magic kingdom without regard to any of the others, and by mid-1983 you could find a single video game in 14 different formats in one Ginza store. Since the availability of software in large part determines the value of a computer, sales began languishing. Nishi realized that the industry desperately needed standardization, and certain manufacturers, such as Matsushita (known here as Panasonic), soon agreed.

But standardization presented sensitive problems. Nishi knew that he could not propose the computer of one company as the model, for every other manufacturer would balk. At the same time, he could not propose an original standard because he would then have to promote his creation throughout the country, and in Japan, such efforts smack of self-glorification. He was thus very interested when a small American startup company called Spectravideo contacted Microsoft in August 1982,

Prime mover of the MSX standard Kaye Nishi (left) and Bill Gates of Microsoft, supplier of MSX-DOS.

seeking software for the inexpensive computer it had designed.

Spectravideo emerged from the ruminations of two watch importers in New York City, Harry Fox and Alex Weiss. "We could see that the way the technology was going," Fox recalls, "the product we were importing was going to cost six cents. And there would be no way you could continue making money on it." In business, however, the death knell of one venture can be the birth chime of another. The two importers understood that the same technology that was driving watch prices into the ground would also cut the cost of truly useful home computers. They calculated that in Hong Kong they could build a computer based on the Z80 chip, with graphics, sound, and keyboard, for about \$30. Even with the cost of marketing factored in, they could sell it for \$100 and make an acceptable profit.

They commenced operation and, perhaps seeking a little legitimacy, set out to engage Microsoft to write the system software for Spectravideo. Fox began making long-distance calls to Bellevue from Hong Kong. "It took about two months to get them to take us seriously," he says. "Then finally I got through to Kaye Nishi, who asked me to send him our specs. He got them and he was all excited. Within about ten hours he was on the plane to Hong Kong."

Nishi took charge at once. "He looked at our plans and he began saying immediately, 'Change this here, change the pinouts over here, make this bigger,'" Weiss recalls. In two days at Spectravideo headquarters, Nishi increased the computer's ROM to 32K bytes, remodeled its keyboard after the one on the Radio Shack Model 100, and set up an easily programmable interrupt system so that the machine could monitor home security devices at the same time that it was helping children with schoolwork. He also made it much more expandable, so it could have up to 256K bytes of RAM, an 80-column display, and access to disk drives. The final result cost \$80 to manufacture rather than \$30, but as



Four months after the standard was announced, the first MSX machines appeared in Japan.

Nishi told them, it could now handle business applications, it was commercially durable, and it would benefit from falling overhead as the technology advanced.

Nishi then began to circulate among the leading Japanese electronics firms, promoting the "standard." By March 1983, Nishi had returned to Spectravideo as a negotiator for most of the major Japanese hardware firms seeking to license the design. Fox and Weiss found themselves in an uncomfortable bargaining position. Reasonably, and perhaps legally, Nishi already possessed certain rights to the configuration. In addition, tiny Spectravideo was attempting to treat with a united front of some of the largest electronics companies in the world. In the end, Fox suggested that Nishi devise a slightly different standard, similar enough that an adapter could make Spectravideo machine-compatible with it, yet distinct enough that Nishi would not need a license from Spectravideo.

The MSX standard was announced in Tokyo on June 17, 1983. On stage at the proceedings sat Bill Gates, chairman of Microsoft. Microsoft stated that it would take two years for MSX computers to equal or surpass established competitors. Within four months, the first MSX machines appeared in Japan.

But if MSX was to vie in the international market, it needed a disk drive, and a disk drive needs an operating system. Because MSX is based on the Z80 microprocessor, CP/M, an operating system with no close competitors in the 8-bit realm and, consequently, with a vast library of programs seemed a reasonable choice. Yet

Microsoft saw a chance here to elbow CP/M away from the MSX niche by developing a new operating system that should be able to run the same programs that run on CP/M, read data created on the 16-bit IBM PC (that is, on Microsoft's MS-DOS), take advantage of MSX video and audio features, and, finally, reside in ROM, so the computers will boot themselves automatically.

Microsoft contracted the MSX-DOS job to Seattle programmer Tim Paterson, president of Falcon Technology and developer of the original MS-DOS for the PC. Paterson received the order in August 1983 and set to work. He says there are two ways to conceptualize the final result: as a CP/M-compatible operating system with an MS-DOS disk format, or as a Z80 version of MS-DOS, "basically MS-DOS 1.25." He expresses confidence that programs designed for CP/M will also run on MSX-DOS, although the difference in disk format may require software companies to alter their programs slightly.

ASCII-Microsoft officials in Tokyo had predicted to the press that MSX systems with disk drives would be shown to the public by January 1984. But MSX-DOS was not finished until April 25. Meanwhile, ASCII staff members complained that Gates and Microsoft haven't pushed MSX vigorously enough in the United States. At the same time, however, they admit that ASCII convinced Microsoft to accept MSX royalties substantially lower than it gets from sales of Microsoft software in Apple, IBM, and Radio Shack systems.

The announcement of MSX a year ago caused a spurt of panic at Digital Research, which sells CP/M. Microsoft had previously nudged Digital Research to one side in the 16-bit field with its MS-DOS. Now it was encroaching on DR's private preserve, the 8-bit market, the basis of its fortune, and Regis McKenna, head of DR's public relations firm and a member of its board of directors, had to intervene to calm people down.

Today, Digital Research views MSX, the standard, more serenely. "I think it's a good thing," says Gary Kildall, chairman and author of CP/M. He appreciates the long-term virtues of its low cost and uniformity. But he is conceding nothing to MSX-DOS, the operating system. Like Microsoft, his company has its own arm in Japan: Digital Research Japan, which markets Personal CP/M, Kildall's version of the MSX ROM, extensively to the manufacturers.

MSX-DOS has the advantage of its close ties with the product, while CP/M has the established reputation and the tremendous software backing. While MSX-DOS may

have the lead right now, few people are predicting the outcome.

While the competition between DR and Microsoft seems to be heating up over MSX, Kildall has another interest in MSX. He recently issued Vidlink, an inexpensive device that enables home computers to control laserdisc players. (See "The Videodisc Connection," September, page 64.) A single laserdisc can hold the equivalent of 180 rolls of microfilm and control such vivid games as Dragon's Lair. If the price of laserdisc players in the United States comes down to around \$350 (the current cost of the Philips VP600 in Britain) MSX and Vidlink could usher laserdiscs into the home and transform domestic entertainment. According to Kildall, the Japanese understand the commercial possibilities of such interactions well. "They want to make sure," he says, "that when you see MSX together with other products, you're interested." Bill Gates agrees. "It's an innovative home computer," he says. "It'll be combined with other products. People have seen only a glimpse of what can happen."

So it is conceivable that the Japanese have kept MSX away from the United States to await introduction of items such as mass-market laserdisc players, which could give the entire promotional campaign for MSX an

entrancing, futuristic air. A home computer shown as the cockpit for Dragon's Lair would stir much more excitement than one shown as the setting for spreadsheets.

The absence of MSX from the United States market has sparked a variety of other explanations. For instance, some observers close to MSX

assert that the machines are selling so well in Japan that manufacturers have not had time to venture into untapped markets. Between 150,000 and 500,000 MSX computers have been sold in Japan, and the Japanese are clearly buying them in quantity. However, local success normally hastens expansion rather than retarding it, and it seems incredible that every Japanese firm could be too busy filling orders in its front yard.

Market Rivalry

The more realistic approach considers the competition. In Japan, the competition is Japanese, and MSX can mature there without established computers blocking off the light. In the United States, MSX would face Coleco, Atari, and Commodore. Coleco's Adam uses a Z80 chip and thus could feasibly be converted to MSX. However, "MSX would knock Atari out of the market," ASCII consultant Bill Bates says. "The only

Why are the Japanese keeping MSX out of the U.S. market? Speculations abound.

FROM THE HOTLINE

The NABU Hotline (523-NABU) has been receiving an increasing number of callers asking about the future of the company. Dean, who answers the calls that come in, says people will invariably ask the following three questions:

1) Are you going off the air?

And the answer is no.

2) Are you going to be laid-off?

This question is asked by people who have gotten to know Dean by their many phone calls to the Hotline. She'll make a joke about it, but sadly, Dean, like the majority of us, will have to look for other employment.

3) Is there anything we can do as customers to help the company out?

Dean was stymied by this question, which has been asked by a steady stream of people recently. After consulting Connie Nield, Dean has been telling people they might write a letter to Bob Carroll at Campeau who handles the NABU portfolio, John McArthur here at NABU or their Member of Parliament.

"People are asking me, "Given that I don't have 10 million dollars to give you, how can I help?", says Dean. She estimates about 10 percent of the calls mention this, and the frequency is going up.

THE WAY IN

(From the book, "Guerrilla Tactics in the Job Market" by Tom Jackson)

Regardless of who you are, what your level, your discipline, your age, sex, or race is, the standard job campaign looks like this:

NO NO NO NO NO NO NO NO
NO NO NO NO NO NO NO YES

That's exactly the way it is. The job campaign, by its very nature, consists of people not being in, not returning your calls, not inviting you back, not wanting to talk to you, and so forth. What you must know in advance is that NO is what you should expect, and that this is not a comment on your worth as a human. Rejection is a basic part of the employment process. The way to get your campaign really going is to accelerate the speed at which you are told no. Literally get the nos to happen faster. Feel excited and rewarded when you knock three more nos off the list! You are that much closer to the Yes.

To fellow NABUites:

As many of us go through the door to meet new opportunities and challenges, it is with a warm feeling in my heart (at least not a pit in my stomach anymore!) that I can reflect on the past three years at NABU.

I have had the good fortune to share in many exciting accomplishments and successes with the most dedicated, talented and genuinely human group of people that I have ever had the pleasure of working with.

I'm not saying good-bye because I know we'll meet again (much to the chagrin of the games programmers I'm sure!!).

Best of success to everyone,

Andrea McGrath

P.S. If I start hearing pregnant grape jokes again, I'll know the origin!

FAREWELL TO NABU

By Ian Rae

Well as the commercial, with the old couple eating dinner outside their covered wagon, and an Indian arrow pierces their coffee cup, said, "Well Ma, looks like we'll have to eat dee-zerts somewheres else."

(Actually the arrows have stopped at the NABU covered wagon right now. There is just silence and waiting for a clue that the Indians have gone.)

Just or not, my desserts are at Imapro Ltd (not pronounced "I'm a pro"). As someone said (Leo?) "I used to want to be a programmer, now I am one. Isn't Canada wonderful..."

It's been a long time since I arrived at NABU's Mary-area working alongside Mary (Bermel), Mary (K. Marsden), Mary (-a Cioni), Mary (-a Erasmo) and Merry Chris Wallace (actually I didn't meet Chris till later) as an unemployed geologist. A lot has happened since then, but simply put, NABU has been the best company I've worked for, and a company is it's people. Now I guess it's my duty to add a few memories to this growing record that will be known in a hundred years as... THE Grunt Press:

-Laurie Shusterman's cheesecake

more...

FAREWELL TO NABU - continued

-Chris Wallace explaining on the phone to Japan the entire NABU development strategy, business plan, and market summary in about 47 words. Now that's eloquence.

-the Q-Bob A-Bob department, and Helen's 'taste' in men's underwear.

-2:30 am, Fri. Oct. 11 -- "Is Know-it-all working yet?"

-"Aquarius" and "Cat People" by Maestro Yves on his 3-channel Stratavarius GI sound chip.

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NEXT DEADLINE:
TUESDAY, NOVEMBER 6!

