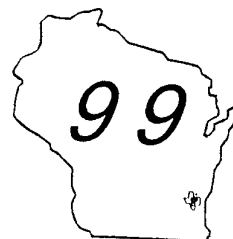




HOCUS



FOCUS

A MONTHLY PUBLICATION OF THE MILWAUKEE AREA 99/4A USERS GROUP

• SEPTEMBER 1994 •

SHOE by Jeff MacNelly



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GROUP MEETINGS
3rd SATURDAY MONTHLY
12:00 PM UNTIL 4:00 PM



WAUWATOSA S & L BANK
7500 WEST STATE STREET

OCTOBER 15
NOVEMBER 12 - TI - FAIR
NOVEMBER 19
DECEMBER 17 - XMAS PARTY

MEMBERSHIP DUES
INDIVIDUAL \$12 • FAMILY \$18



SOUTH SUB-MEETINGS
3rd TUESDAY MONTHLY
7:00 PM UNTIL 10:00 PM



FRANKLIN STATE BANK
7000 SOUTH 76th STREET

SEPTEMBER 20 - OPEN
OCTOBER 18 - OPEN
NOVEMBER 22 - OPEN
DECEMBER 20 - small XMAS PARTY

WHATS NEW? Well let's see now:

The big BI-CITY (Chicago - Milwaukee) International World's Fair, (CONVENTION), is coming up in another month or so, November 12th at the Holiday Inn, Gurney, Illinois. Be there or be square!

Tim Tesch, as usual, has done a superb job of upgrading the EXEC program for the GENEVE to go with his upgraded GPL, however, in so doing, has upset Barry Boone, EXEC's original author.

Plans are now being made for a super expanded, open to all computers, all you can eat, International World's Swap Meet (junk fest) here in Milwaukee in the near future. Ideas and/or suggestions are always welcome (needed, desired, requested, demanded, begged for).

The National Senior Olympics (all the sports for us old folks) will be held in San Antonio, Texas next May. This is an excellent opportunity for all to visit the revered Texas Instruments Schrine Temple while down there.



Please don't do it. She's not worth it.
She's only a vacuum cleaner

Modems

By Ted Zychowicz

Over the last several years I have been looking at all the different modems, offered for sale. This has caused me no end of confusion. Mostly, because I have had no idea of what was meant by the MNP5, V.32, or V.42bis. But just the other day I finally found out what they all mean.

MNP: This stands for Microcom Networking Protocol, an error control and data compression scheme designed by Microcom Systems. Most present day Modems use MNP. The MNP protocol has ten steps. Steps 1 through 4 are obsolete. MNP 4 covers error control and MNP 5 adds compression to the error control. Each step is backward compatible so MNP 5 includes MNP 1 through 4. MNP 6 through 10 are not found in most modems. In fact, MNP 10 for example, covers cellular communications.

V.22: This standard is part of virtually every 2400-bps modem on the market. It was set by the CCITT (Comite Consultatif International Telephonique et Telegraphique). The CCITT is an international body that sets the standards for telecommunications.

V.32: This is the standard for 9600-bps as set by the CCITT. According to what I read on this, beware of any 9600-bps modem without V.32, because they will not be able to talk to the majority of 9600-bps modems.

V.32bis: This is the standard as set by CCITT for 14,400-bps. Any 14,400-bps modem you buy should have this standard.

V.42: This is an error checking protocol for high speed modems. This protocol took over from MNP as the main standard. This standard was set by CCITT.

V.42bis: This protocol as set by CCITT is a data compression for use with V.42 error control. This protocol can increase online throughput by 40 percent more than MNP 5 can. Please note that some V.42bis modems are not compatible with other v.42bis modems, so shop carefully.

If buying a modem that runs at 9600-bps or faster, the bare necessities are V.42, V.42bis, V.32, and MNP 5. If you're buying a 14,400, you will also need V.32bis. If you're buying a 2400 bps, MNP 5 is essential while not necessary, V.42 and V.42bis are highly desirable. Other protocols that are coming soon are V.fast which is used for 28,800-bps. This should be approved by CCITT this year. Some companies have come out with V.32turbo which runs at 19,200-bps. V.fast should be the final protocol before our phone systems go digital, after which we will not need to modulate over the phone lines. Any other V.?? are proprietary to the company that makes it, and should be short lived.

P.S.

Before this article was given to our newsletter editor for the newsletter, I read about the following:

V.34 and V.fc: These standards at present are not approved by CCITT. These standards are for 28.8 bps. According to what I read, V.34 is better than V.fc. These modems can, with compression, exceed the abilities of your RS232 card. For this reason, consider getting an internal modem.

EXTENDED BASIC TIPS

----- by Stephen Shaw
from the TISHUG NEWS DIGEST, Sidney, Australia, Aug. 1993

When programming in Extended Basic, you do NOT have as much room as you may need for some exotic programs requiring large dimensioned arrays. Just try a program with one line - DIM P(8000) and run it !! It is however possible to have an effective array of 8000 cells (or less of course) as demonstrated below. . .

```
1 | HOW TO HAVE A NUMERIC ARRAY
2 | OF 8000 VALUES
3 | WITHOUT GETTING
4 | OUT OF MEMORY
5 | (just try a DIM A(8000))
6 |
7 | S SHAW OCT 1991
8 | STOCKPORT ENGLAND
9 |
11 | USES 8K LOW MEMORY
12 | IN 32K RAM EXPANSION
13 | which is required
14 | and assumes no machine code is loaded!
15 |
16 | set up with CALL DIM
17 | and used with
18 | CALL S(cell,value) to store
19 | CALL R(cell,value out) to read value
20 | eq instead of A=B(254)
21 | use CALL R(254,A)
22 |
96 | CALL INIT ALLOWS ACCESS TO 32K RAM
97 | only needed once, then even after RUN "DSK1.P"
   | provided you
98 | don't use it again, all the stored values are
   | available
99 | to program P.
100 CALL INIT
110 PRINT "SIZE OF ARRAY?" :: INPUT "FROM 0 TO ...?":HIGH
120 CALL DIM(HIGH)
121 | line 120 stores 0 values in the necessary addresses
122 | only need to use once or to reset whole array
130 INPUT "ARRAY CELL NUMBER?":ADR :: IF ADR>HIGH THEN 130
140 INPUT "Read OR Save?":AS :: IF POS("RS",AS,1)<1 THEN
   140
150 PRINT
160 IF AS="R" THEN 180
170 INPUT "ARRAY CELL VALUE ?":V :: IF V>250 THEN 170
180 IF AS="R" THEN CALL READ(ADR,V):: PRINT "VALUE IS ":V
   ELSE CALL SAVE(ADR,V)
190 PRINT "-----"
200 GOTO 130
210 SUB DIM(N)
211 | fill array with 0 values in blocks of 10 cells for
   speed.
220 IF N>8100 THEN DISPLAY AT(24,1)BEEP:"ARRAY TOO LARGE"
   :: BREAK
230 START=8200
231 | we have available addresses 8192 to 16384 actually!
240 FOR T=0 TO N/10+2
250 CALL LOAD(START+T*10,0,0,0,0,0,0,0,0,0)
260 NEXT T
270 SUBEND
280 SUB READ(A,V):: A=ABS(A)
290 IF A>8100 THEN BREAK
300 CALL PEEK(8200+A,V)
310 SUBEND
320 SUB SAVE(A,V):: A=ABS(A):: V=ABS(V):: IF V>250 THEN
   BREAK
330 IF A>8100 THEN BREAK
340 CALL LOAD(8200+A,V)
350 SUBEND
351 | values stored must fit into one byte,hence maximum
   value 2 8-1-255
```

Hot News on the Internet.

Virtually anyone who has logged onto the Internet knows that the hottest topics for bulletin boards have to do with sex.

The bulletin board most used is the rules for new users called *news.announce.newusers*— which drew 800,000 readers in a recent month. The next most popular bulletin board or newsgroup is *alt.sex.stories*.

Half a million Internet users logged onto that one to write, read or download onto their home computers explicit stories about every aspect of sex imaginable, according to a newsgroup list compiled by Digital Equipment Corp. The next most popular category was found by calling up

alt.binaries.pictureserotica.natoz: In this bulletin board, 450,000 readers requested the chance to scan or download explicit images. Next on the list was *alt.sex*, a discussion group in which people talk about sexual issues (440,000). And some 420,000 readers logged onto the *news.answers* bulletin board to learn about frequently asked questions. (Newcomers who ask these questions irritate the old timers, who will send them "flames"— messages in all capital letters meant as shouts that mean: "Don't waste our time!") Another 380,000 readers wanted jokes through *rec.humor.funny*, and 370,000 wanted more sex stories via *rec.arts.erotica*, which offers more literary and less graphic fare.

■ You can fool some of the people all of the time and all of the people some of the time, but you can make a fool of yourself anytime.

■ Experience is not what happens to you. It's what you do with what happens to you.

■ Another point to ponder: We all live under the same sky but we don't all have the same horizon.

■ Promises are like snowballs, easy to make but hard to keep.

PART II -- COMMAND and CONTROL

(1) Editor Modes



<ctrl-0>. In W/P the familiar word-wrap mode (solid cursor) and fixed mode (hollow rectangular cursor), and are essentially the same as set out in the TI-Writer manual to which you are referred.

In P/E mode the initial state is a modified and locked fixed mode with hollow cursor, and is set up for writing source code in languages such as c-99. Tabs are initialized to E/A editor settings. Word-wrap is disabled to prevent accidental reformatting of source files into one giant paragraph, and <cr>s are never written except by special character mode. <Ctrl-0> toggles to a new ASMode (with diamond cursor) for writing assembly source code. In this mode each line is partially parsed as assembler code before it is stored in the text buffer when the cursor leaves the line. The label, opcode, and operand fields are automatically up-cased as required by the assembler and some checking is done for common errors such as unmatched quotes or "." instead of "," in the operand field, and non-alpha characters in opcodes.

(2) New and Updated Editor Command Line

Text may be scrolled by line or page using the normal set of up/down scroll control keys. This allows the text to be inspected anywhere during command line entries, so that line numbers do not have to be remembered for large Copy/Move/Delete operations. The new entries are specified here by their English language version.

<T > -- for Tabs is not strictly new, but now brings up a second command line which asks TABSETS (1-3)? and indicates the current setting as the default entry. Tab records are saved with files by

the Word Processor and not by the Program Editor, but are recognized by both.

<H > -- for Help mode brings up a series of help screens which are loaded from the Funnelweb disk with paging between them by <Q,A> and exit by <ctrl-C>. See FWDOC/ED40 for details of preparing Help screens.

<QQ> -- for Quick Quit back to F'web. The editor maintains a "file-edited" flag, and if any text entry has been done since loading or saving the current file, a reminder to save the current work first will be issued. This warning also operates before Purge.

<LT> -- for LoadTemporary file. The temporary loadfile name may be entered directly, or marked in SD with <T>. This allows for inserting all or part of external files into the edit workfile without disturbing its name.

<DP> -- for set showDirectoryPrinter name. This allows the device name used by <c-P>rint Directory in SD to be preset to something other than the PF name. It is initialized to the PF print device at load time.

<MK> -- for Mark position in file. This sets a marker after line number entry, or else enter this with <ctrl-M> at the current top line, which may be scrolled to any line in the workfile while still in CMD mode. <fctn-;> in Edit mode is an alternative method.

<WC> -- for choice of WildCard character for use in FS/RS search strings. This initialized as the "*" character.

< > -- a blank CMD line. On the main CMD line this returns to the Edit mode at the original exit point.

<number> -- from the main command line a number acts like a Show lines command. "E" for EoF is not

recognized in this direct return as a letter may conflict with other commands. You can just use a big number, say 2222, instead of <E> but it is easier to use <S> for Show line.

Some control key presses now have new special functions in CMD mode, and mostly were of no function before. Where the new function also applies in Edit mode it will be listed in that section. For a summary of all key functions see the help screens supplied as HELP4A and HELP4B.

<ctrl-M> now writes the current top of page line number at the cursor position on the command line in insert mode. If you must have <cr> on the command line use <ctrl-8> or special character mode.

<ctrl-1> exits from command mode to the current top of page. It has the same effect as <C-M> followed by <enter>.

<ctrl-2> exits from command mode to the departure point from edit mode.

(3) Find and Replace String

Find/Replace String commands now take up to 3 numbers ahead of the string entry. Two numbers give the start and finish column for the search. For 3 numbers or 1 number the first or only number is the number of match occurrences to skip before stopping. This is similar to the E/A editor. In case you had not noticed, RS always worked like this. Also when no more matches are found, BOTH FS and RS give an audible bloop and stop where they are. The start position for the search is resumed with <ctrl-O>.

Any non-numeric character may be used as delimiter, so that /ABC/defg/ or -ABC-defg- or aABCdefga as RS string entry will all search for string ABC to be replaced with string defg. A wildcard character, set by <WC>, can be included in the search string. The search procedure ignores the character in the text line corresponding to each

wildcard occurrence in the search string. Neither delimiter or wildcard can be a regular part of the search string.

(4) New Edit Mode Functions

Changes have been made to the edit control keys so that many functions are available from the left hand in a compact block without stretching. Some keys were already in place such as the cursor diamond <ctrl-ESDX> which duplicates <fctn-ESDX>, and <ctrl-C> as shadow of <fctn-9>.

<ctrl-Q> pages towards the start of file (<fctn-6>).

<ctrl-A> pages towards the end of file (fctn-4).

<ctrl-Z> places the cursor after the end of the current line and is no longer the alternate Oops key which remains on <ctrl-1>.

<ctrl-H> shows the first page of the file.

<ctrl-J> shows the last page of the workfile.

<ctrl-B> breaks the current line at the cursor in all modes, but does not enable <cr>s with <enter> in word-wrap mode. In W/P fixed mode it replaces <fctn-2> which splits the line only in wordwrap mode.

<ctrl-R> rejoins lines that <ctrl-B> has broken. More precisely in wordwrap mode in the W/P it remains as an alternative key to <ctrl-2> as reformat. In all other modes it inserts the contents of the next non-blank line (blank includes paragraph break lines with <cr> only) into the current line at the cursor position. Leading spaces and trailing spaces and <cr>s are trimmed from the inserted material. If the effect displeases, just use Oops <ctrl-1> immediately. So there is now a way in the various fixed modes to insert material into a line

without having to retype it.

The redefined <ctrl-H,J> no longer duplicate <ctrl-6,4>. In Program Editor <ctrl-4,6> search, instead of for <cr>s marking paragraphs, for either asterisks "*" in the first column as marking assembly comment lines, or for the c-99 comment delimiter "/*" at the start of a line. Strictly speaking the search is for the first non-blank line following the target item. This substitutes jumping between comment lines in source code for paragraph jumping in W/P text. It also removes the annoyance of time consuming traversals to the start or end of source files if these keys are accidentally pressed in P/E mode.

<Ctrl-N> in Edit mode now inserts a New line to match usage on PCs, as in Borland editors.

<ctrl-F> freezes the bottom part of the screen under a solid line drawn across the screen on the line below the cursor. Horizontal windowing does not shift the frozen part in 40-column mode.

<fctn-;> sets a bookmark for the line at the current cursor line. It is equivalent to Marking in command mode.

<fctn=> effectively does a Show Line with the currently marked (<fctn-;> or Mark) line at top of screen. It is reasonably intelligent in the face of changing workfile contents, and if confused reverts to line #1. It has been disabled as the system reset key combo.

<ctrl-O> returns to the Original line after some operations such as <fctn=>, RS, and FS.

<ctrl-M> in the Program Editor only, inserts a blank line following the current line and places the cursor on the new line under the first character of the current line. If this line was blank the cursor stays in its current column. It retains its New Para function in word processor mode.

<ctrl-2> in the Program Editor

only, deletes the current line if and only if it is blank between the current left and right margins. This makes it a lot safer for deleting a bunch of blank lines than <ctrl-3> which can do real damage in careless moments. It remains as Reformat in W/P word-wrap mode (solid cursor).

{5) Performance Enhancements

(ii) The color selections using <ctrl-3> are the 10 configured in FUNNELWEB using CF/CG.

(iii) The printer device-name is read in from the main program and used as default for PF and directory <ctrl-P> printout in SD.

(iv) The current Funnelweb system workfile name is used as LF and SF default. At the initial Funnelweb load a default workfile name may be configured with CF/CG into FUNNELWEB. If left blank the default utility pathname or the pre-existing filename will be set. If your system has 32Kb RAM in battery backed form, as on some RAMdisks, it may well survive power cycling if not otherwise wiped out by programs such as MENU on HRDs. Use FW as your auto-boot program on HRDs.

(v) The <fctn => system Quit key (<fn-ctl=> in AVPC machines) remains disabled at all times while in the Editor, including SD.

(x) A right margin warning beep has been incorporated as a beep occurring 5 spaces in from the right margin during typing.

<Ctrl-;> converts a lower case letter under the cursor to upper case, and <ctrl-.> below it on the keyboard converts upper to lower case, with auto-repeat.

(xii) The End-of-File message has been replaced with a full width ruler line which shifts with window and line number selection.

<ctrl-Y> now gives full release on both left and right margins.

<ctrl-i> The Oops line recovery function remains unaltered.

XB MISCELLANY 36

By Earl Raguse

This time I am going to talk about graphics, specifically the redefining of a character to suit yourself. I have written an XB program called DEFCHAR, to allow you to draw a character on an enlarged grid using the arrow keys. You will also use the 1 and 0 keys to indicate print or erase, and the Enter key to say "I like it, save it".

When you hit the Enter key you will be shown the character in actual size, and asked if you want to Edit it some more, or Save it to disk. If you select Edit, you will be returned to where you left off.

If you select Save, you must have an initialized disk with at least two sectors available. If you elect to Save, you will be given instructions if you want them.

I will not list the program, it would just take up a lot of space, and no one would enter it anyway. Instead, I will have a copy on disk if you want one. The disk will self boot when put it in drive #1, and you select XB.

The program will show you and 8x8 grid, and instructions of how to draw on it. with the arrow and 1,0 keys to print or erase a dot.

I made it as painless as possible, but I can not make up for your lack of drawing skills, but I do automatically calculate the Hex number that represents your artwork. I also make it possible to save that Hex number in a merge file for subsequent merging into your program as DATA statements. Defining characters is a necessary part of making meaningful sprites, and next time I will show you how to convert your art to sprites.

Where I am going is to make a sprite to liven up LISTMAN. One of the advantages of sprites is that once created and started, they will do their thing while you are doing your thing. They do not need program attention to run all over the place.

I am including a small program here to show how to convert a set of data statements into a sprite. The DATA statements came from DEFCHAR.

Next time I shall explain how to put this guy into LISTMAN, and discuss sprites in more detail. In the following program, I have put some animation, which requires the computer's attention, so it can go on for a limited time only in LISTMAN, but the face can drift around for the whole program.

```
100 ! SAVE DSK1.SPRITETEST
110 ! By Earl Raguse 1994
120 CALL CLEAR :: CALL SCREE
N(15)
130 FOR I=1 TO 5 :: READ A$(
I):: NEXT I
140 FOR I=1 TO 5 :: CALL CHA
R(39+I,A$(I)):: NEXT I
150 CALL MAGNIFY(4)
160 CALL SPRITE(#1,40,2,40,3
0,0,4)
170 CALL CHAR(43,A$(4)):: CA
LL SOUND(200,1220,1,110,30,1
200,30,-4,1):: FOR I=1 TO
200 :: NEXT I
180 CALL CHAR(43,A$(5)):: CA
LL SOUND(200,1220,1,110,30,1
500,30,-4,1):: FOR T=1 TO
200 :: NEXT T :: GOTO 170
190 DATA 03071F3F7F7FFFFF
200 DATA FFFF7F7F3F1FOF07
210 DATA COFOFCCEFEFEFFFF
220 DATA 808080COFFFEFCF8
230 DATA FFFEFEFCFCFCF8FO
```


TINY TIP

by Mark Schafer
Bluegrass 99'ers

I finally got another tiny tip for you. This one was inspired from a tip I saw in another newsletter, but I intend to go a step farther.

It begins with the supposition that you have a line like this in your program:

```
100 ACCEPT AT(10,16) VALIDATE(DIGIT):H
```

This line prevents the user from typing non-numeric characters, so you might think you have prevented the STRING-NUMBER MISMATCH error from occurring. Well, you have, BUT you have still not prevented a WARNING, which would not only shake up your user but also will mess up your screen. This will happen if the user simply hits return without entering a number.

There are three ways to combat this. The first one is ineffective, but if you are the only person who will ever run your program, you don't have to sweat it. Let's say you want zero to be the default. You could do this:

```
100 DISPLAY AT(10,16):"0":ACCEPT AT(10,16) VALIDATE(DIGIT) SIZE(-4):H
```

This would put a "0" in the input field, so if the user hits return, H will be zero instead of a warning being issued. But if the user hits FCIN-ERASE before hitting enter, the warning will still be forthcoming. That isn't likely if the user doesn't have malicious intent. Still, this method also forces you to set a limit on the number of digits to be typed, in this case, 4. And it is some work. It could be less work if the default value could be added to the end of a previous DISPLAY AT statement where the question was put on the screen.

That leads us to the second way which was given in the article that I read. It suggests simply adding the following line to your program:

```
90 ON WARNING NEXT
```

This will prevent the warning by telling the computer to ignore them. If the user gives a null response, the computer

simply re-prompts him in the same place—no harm done.

But suppose you want the best of both worlds? That is you want there to be a default, like the first method, and you want it to be idiot-proof and flexible, like the second method. This is where my suggestion comes in. The following is the way I do it:

```
100 ACCEPT AT(10,16) VALIDATE(DIGIT):H$  
:: IF H$="" THEN H=0 ELSE H=VAL(H$)
```

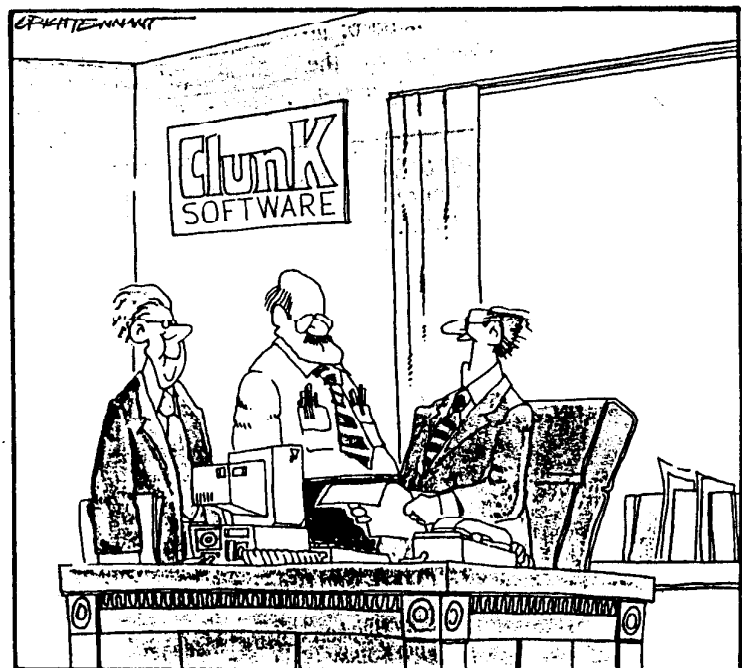
Now if the user only hits return, zero will be returned. This method can also be combined with the second method in those programs for which you want the user to be re-prompted sometimes and there to be a default in other times.

If you like to be cryptic in your programs, or you need to save memory, the line above can also be written as:

```
100 ACCEPT AT(10,16) VALIDATE(DIGIT):H$  
:: H=VAL("0"&H$)
```

Of course, this only works if you want the default to be zero.

You can also fix the problem of the first method by simply adding the line of the second method. The first and third methods can be combined if you want a null response to be interpreted as the default, AND you want the user to see what the default is. Lots of ways to go here. Pick one.*



"GENTLEMEN, I SAY RATHER THAN FIX THE BUGS, WE CHANGE THE DOCUMENTATION AND CALL THEM FEATURES."

■ Anyone who argues with his psychiatrist should have his head examined.

■ If lawyers are disbarred and clergymen defrocked, doesn't it follow that electricians can be delighted, musicians denoted, cowboys deranged, models deposed, tree surgeons debarked and dry cleaners depressed?

■ Now that the Brady bill has passed, should there be a five-day waiting period to buy a salad shooter?

■ Never buy anything with a handle on it. It means work.

■ A grandmother, they say, is a mother who has been given a second chance.

SHIFTING PARADIGMS

by Dr. Don Van Dyke

It's here! We're well into a new year and new possibilities. An opportune time to take a look at those New Year's resolutions you made. Most resolutions have a half-life of 11 days or less, whereas it takes approximately 30 days to create of change a habit. Many people find themselves uncomfortable in this. Have you already given up on making your life happier, healthier or more extraordinary? Perhaps your goals and aspirations weren't very lofty for fear of having your hopes dashed by cold reality. Yet you continue to yearn to make a difference, whether at home, at work, or in the community. Perhaps a voice from deep inside calls you forth to be powerful, influential, dynamic, joyous and fully self-expressed.

Ever have moments when a sense of possibility--something beyond the ordinary, is awakened within you? We all have glimpses of that fountainhead of possibility--life can be extraordinary.

Almost everything we have learned to date shows that success, wealth, power, fame, etc., is accomplished by skillfully building on past experiences. We build layer atop layer with our education, successes, failures, upbringing and cultural consciousness. This is so paramount in

our lives that we really can imagine a future distinctly different from the past. We fear our lives are predictable. Change is possible but to do so would require a shift in thinking in our basic beliefs. Altering the straight line of our life, transforming "unreachable" goals and desires into reality.

To experience a shift in our thinking, our particular way of seeing things, we have to be aware and acknowledge that everyone sees things through different perspectives. The first time I took my children to Disneyworld they had their pictures taken with the real, live Mickey, Donald and Cinderella while I saw actors in clever costumes. One evening on a camping trip, the question arose about the moon following us as we were hiking. After a brief lecture on astronomy, Jennifer, the oldest, simply got it. Martha was confused. She understood the facts but her experience seemed to contradict Dad's explanation. David, the youngest, was unperturbed. His experience of the matter was that the moon actually followed him and every time he looked up to check it was there.

Yes, you say, but these examples are about children and adults know better. Take a close look at Figure 1. Do you see VASES or FACES? The answer depends on what you perceive as the background--the black spaces or the white. Using silhouettes of real people, photographer Zeke Berman created a new version of a traditional perception puzzle. Last year, I attended a seminar called Nikken Silver Training led by the number one facilitator, Beverly Pepin, of Hartford, Connecticut. Bev draws on 24 years of MLM experience coupled with her profound communications skills to empower thousands of people both here and abroad. As part of a powerful exercise, she had half of her class close their eyes and observe a variation of Figure 2 below, emphasizing the characteristics of an old lady and de-emphasizing the young lady. Beverly then did the opposite with the other half of the class. Then she asked for a volunteer from each group. Showing Figure 2 to the entire group, Beverly then had one volunteer point out the old lady to the volunteer who had been shown the picture emphasizing the young lady and attempt to convince her that the picture was of an old lady. This was no simple task as each person was initially frozen in their own mindset of what they saw. A breakthrough finally occurred as one generated a willingness to look at another point of view and ask specific questions. Each side, with effort was able to see both faces. The young lady's chin became the old lady's nose, the old lady's mouth, a ribbon on the neck of the young lady. It illustrated to me how rigid some people can be in their belief systems. As you might have guessed, young people tend to see a young girl, older people, an elderly lady. Do we see the world as it is--or as we are?

This fundamental event, the shifting of our belief systems or paradigm gives rise to infinite possibilities. Without it, we are bound to continue our lives of quiet desperation each day looking a lot like the previous days, hope upon hope that somehow things will get better.

There are several ways to accomplish this shift in paradigms. Simply stated, the difference between who you are now and who you will become is directly proportional to: the books and tapes you study; the seminars and classes you take and the quality of relationships of people with whom you associate. There are a large number of resources from which you can choose. That which benefits what you are up to being. One way is to attend a one-day seminar led by the aforementioned Beverly Pepin and myself.

We both wish you well in whatever it is that you choose. What you elect to utilize for the paradigm shift will lead to a sense

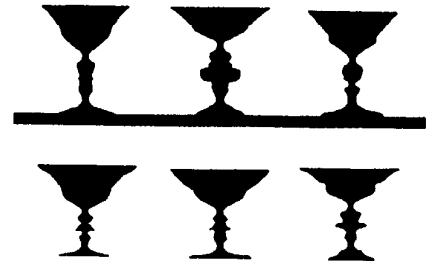


FIGURE 1

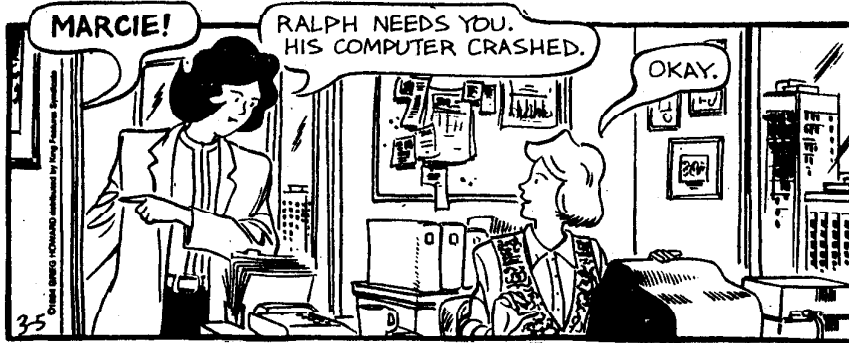
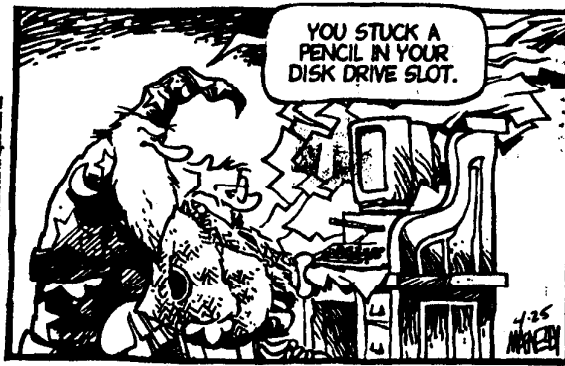


FIGURE 2

■ As a way to reduce government spending, how about longer congressional recesses?

■ Human nature: Something that makes you swear at a pedestrian when you're driving and at the driver when you're a pedestrian.

■ Employer: "I'm sorry I can't hire you. I couldn't find enough work to keep you busy."
Applicant: "You'd be surprised how little it takes."



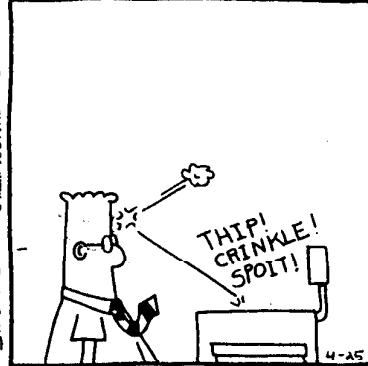
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howard and mac

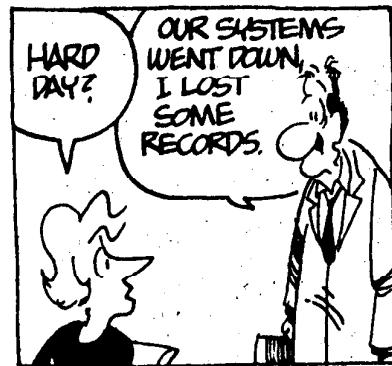
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