



PreAnnouncement - Niakwa to Support IBM AS/400

Mundelein, IL Niakwa is currently working with IBM in a cooperative development agreement to port NPL and NDM to the IBM AS/400. Niakwa's normal practice is to wait until a product is ready for beta test before announcing its support. However, we are preannouncing our port to the AS/400 so resellers interested in participating in the beta test will have adequate time to arrange for access to AS/400 equipment. A working prototype of this product was demonstrated at Niakwa's recent Passport to Profit Conference in San Diego, CA, last February.

Because our parent company, Bluebird Systems, is the most active US Managing Industry Remarketer (MIR) for IBM, they can help Niakwa Resellers acquire AS/400s. Along with distribution of both the AS/400 and the RS/6000, Bluebird offers a full range of services to Industry Remarketer Affiliates (IRAs).

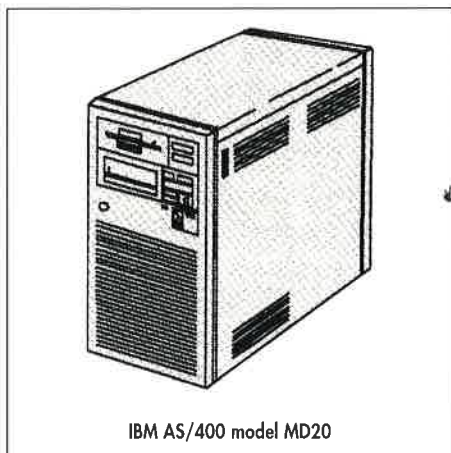
All Niakwa Resellers can apply to become IRAs. A big advantage that Bluebird brings to the table, as an IBM MIR, is they know how to work with IBM, cutting red tape and saving you time. In addition, as an IRA you are not required to meet the minimum dollar volume quota required by IBM for its IRs.

NPL, NDM, and the AS/400 - How Will it All Work?

Niakwa's AS/400 port will use the client server approach. This means a PC running MS-DOS or MS-Windows will process locally while utilizing the AS/400 as a database server. By using this approach, the programmer has the best of both worlds - the ability to write programs in NPL and the power of the powerful central relational database of the AS/400.

NPL applications running on the PC

access data stored on the AS/400 through an NDM external library. The NDM library communicates with a custom database server on the AS/400 through IBM's PC Support Router. The PC Support Router is used as the link, and on the AS/400 there is an NDM server and the IBM data base. The



IBM AS/400 model MD20

NDM server running on the AS/400 has been developed by Niakwa. Access to AS/400 files is accomplished via NDM calls. It is important to note existing applications using NDM will be compatible with the AS/400 port.

The power behind the client/server approach is that most of the processing is done on the local workstation, which keeps processing on the central server at a minimum, but still allows access to a central data base. This means more productivity on a smaller AS/400 than possible with more traditional approaches.

The AS/400 - Short Facts

- Over 200,000 AS/400s are installed worldwide.

- In 1993, the AS/400 will celebrate its fifth birthday.
- The AS/400 has produced over a billion dollars in profit in each full year since its introduction.
- The AS/400 contributed over \$15 billion in revenue to IBM last year.
- The AS/400 leads all other IBM products in revenue growth, profit growth, return on assets, quality, and customer satisfaction.
- If the AS/400 division of IBM was a separate company, it would be the 2nd largest computer hardware company in the world.

The AS/400 - Market Opportunities

The AS/400 is a business class computer installed in the same vertical markets Niakwa Resellers are already working in. That means a real opportunity exists for incremental add-on software sales and new revenue potential for Niakwa Resellers.

In addition, another short term opportunity is available - Wang 2200 upgrades. The Wang sales force has already targeted the Wang VS customer base to upgrade to the AS/400. As this upgrade potential slows down, the Wang sales force will be hungry for new AS/400 prospects.

With NPL available on the AS/400, the Wang sales force will have a conversion tool
Continued on page 6, see PreAnnouncement

INSIDE...

- Special Edition Included
- European Conference

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In this Issue

NEWS

- 1 PreAnnouncement – Niakwa to Support IBM AS/400
- 3 TSI Builds a Portfolio of Vertical Markets
- 4 Points of Interest
- 4 Motivity Gets a Head Start With SDK I
- 5 Our Success With NDM and Btrieve
- 6 NDM Your Way Out

PLATFORMS

- 7 DEC VAX 3.20 Has Arrived
- 8 Niakwa Drops and Freezes Obsolete Products
- 8 Platform Update
- 9 Current Product Revisions

ANNOUNCEMENTS

- 10 Niakwa to Support IQ 3.0
- 10 Marketing Bulletin
- 11 Good Bye NDM RunTime Fees
- 11 Niakwa Plans European Passport to Profit Conference
- 12 Niakwa Introduces the Cross Platform Exchange
- 12 Performing Media Size and User Level RunTime Package Exchanges
- 13 Welcome...
- 13 Niakwa and NSG Team Up for Orlando Conference

TECH CORNER

- 14 Ask Andy
- 14 BBS Update
- 14 Technical Notes

THE BACK PAGE

- 15 Do You Have a kNack for NIAKWANEWS?

PROFILE

- 16 Vekoma International

TSI Builds a Portfolio of Vertical Markets

Carmel, IN Today many NPL Resellers are expanding their horizons and their applications to include development in a variety of vertical markets.

Tom Foltz, President of Total Systems Inc. (TSI), has been exploring and developing new vertical markets for quite some time now and swears it's one of the best ways to maintain a competitive edge in the computer software business.

"We decided years ago not to limit ourselves to accounting applications," said Tom. Now, the possibilities are limitless with TSI touting a customer base in over a dozen vertical markets including, distribution and manufacturing industries, job shops, state government, various service industries, general accounting, point of sale, third party medical administration, insurance, unions, contact management, sales automation, and other specialized industries.

Reflecting upon his decision to diversify, Tom said, "It's reduced the impact of economic slow-down and turned out to be a fairly wise choice. As one business industry goes into a slow time, other industries are picking up."

A great deal of TSI's success with targeting new markets is due to "the extreme portability of NPL and flexibility of either developing software for existing packages or developing software packages from the start," Tom admitted. TSI's success is also due in great part to the company's ability to maintain its current customer base while targeting new vertical markets as well.

A quick glance at the history of TSI will illustrate the effectiveness of expanding applications to run on a variety of platforms and customizing existing software packages to work for new vertical markets.

Like most NPL Developers, TSI



originally wrote applications for the Wang computers. When Wang reduced support and enhancement of the 2200 line, the creation of NPL soon followed. Right away, Tom said, TSI began writing application conversions using NPL.

TSI "originally did some work for a state agency on a PC able to use Dbase and Dbase2; but, Dbase was a pain to work with," explained Tom. Then, "when Niakwa came out with Basic-2C, we suggested, to our customer, converting to TOM Software. The client jumped at the chance."

Since then, many more of TSI's customers have changed platforms. "After the Novell release, in excess of 60 to 75 percent of our customers have changed platforms because of the flexibility of NPL," stated Tom.

In the near future, TSI plans to begin writing NPL applications for the IBM AS/400 and RS/6000. Tom said conversions to these platforms will not only increase sales within TSI's current vertical markets but will most definitely open doors to new vertical markets as well.


Right now, TSI has a package which runs on the AS/400. Tom said a customer using that package "is looking for a language and database system to use on the PC and port to the AS/400." As soon as the NPL/IBM AS/400 project is complete, TSI will be able to provide those products as well. According to Tom, clients favor the "open systems" or "freedom" concept (the ability to run NPL applications on a variety

of platforms) because it allows them to decide which platform to run on.

Developing custom packages, such as the aforementioned, "also provides advantages for TSI," admitted Tom. Other companies using the AS/400 will immediately become potential customers.

One valuable tip Tom would like to share with other NPL Developers is "not to be focused on a single vertical market." By keeping an open mind, TSI is able to actively seek "people with an interest in what we do and an interest in having one of our software packages customized to fit their business needs," said Tom. "We get into vertical markets in which currently the products aren't NPL based. However, we anticipate needing to use NPL to fulfill the needs and requests of the vertical market. In that case, we're a bridge builder. We build bridges between our software applications and the customers' systems using NPL."

Quite often, TSI doesn't even have to seek out these prospective customers. Because of the company's reputation for quality software packages, potential customers often approach TSI. "Many of the people who come to us aren't in the same vertical market as any of our other customers but they want a package similar to one we've developed for someone else. In that case, we simply restructure the files and rename the menus. We structure pretty dynamic and flexible applications."

One last word from Tom, "Basically, with the flexibility and portability of NPL, NPL Resellers are able to develop software packages for just about anyone. The recipe for succeeding in new markets is simple - you need a commitment to developing quality software and the motivation to sell your product." 

POINTS of INTEREST

Scarsdale, NY Strategic Planning Services, Ltd. has developed a library program that adds Dynamic Data Exchange (DDE) capabilities to NPL. This library using DDE, allows the transfer of data from NPL to MS-Windows applications as well as the transfer of data from MS-Windows applications to NPL applications.

Germany/USA D&D, Germany, and A.M.I.S., N.J., have completed development of an Optical Storage and Retrieval system to complement their highly sophisticated Archive Management system. In the two months since its completion, 15 customers have elected to add this new package to their locations, and 5 new sales have been closed.

Windham, N.H. Hydratech Inc., of Windham, N.H. is currently updating their fire sprinkler system design application to use the Niakwa Data Manager. After clients' systems have been updated with this new version, work will begin on an updated version using Release IV.

France SCIA France has already begun intensive development with Niakwa's SDK I release. They are writing a new application which will generate new sales as well as be an add-on package to existing sites. They have hired two new programmers with no prior training in NPL. One, with a Pascal background, is able to be immediately productive utilizing the new Release IV structured programming design.

Motivity Gets a Head Start With SDK I

England Motivity is one of the many Niakwa Resellers who have elected to take a closer look at Niakwa's pre-release of Release IV. Niakwa's Software Development Kit (SDK I) has a substantial amount of the features to be included in Release IV... enough that a programming house could begin early development under this release. And that's exactly what Motivity is doing.

Motivity is in the vehicle leasing vertical market - also referred to as Fleet Management. This is a very substantial and competitive market in the UK, since many companies either provide a company car, or allocate a certain fee to an employee specifically for the employee's company car. However, it is often the employee who can choose this car.


With all of the new cars and changing government regulations, this is a fast changing market. Motivity has to keep up with all of the new information, and does so by providing updates as often as quarterly to their various packages. This means a constant programming effort is taking place. A definite need exists for a language which can be modified easily and often, and by various programmers.

Motivity has been providing these constant improvements and updates with the Niakwa Programming Language since 1989. Some of the programming staff are very familiar with the Niakwa Programming Language (NPL); however, when new programmers are hired they must learn the NPL language before becoming productive. This was one of the primary reasons Motivity was interested in

MOTIVITY

Release IV. According to David Culy, Managing Director, "We have used *long identifier names* and *structured constructs* which should make the programs much easier for new programmers to understand."

There is another benefit which Motivity has already gained by adding code using the early version of Release IV. Many of their potential customers are large organizations who have not heard of the NPL language. Those customers say they want an easily changeable and maintainable language. Now Motivity can show them the Release IV code which is very "English-like" due to the *long identifier names*. The code is very readable and the clients feel much more comfortable with it. Not only can the client understand it, but "it shows them that NPL is a modern language."

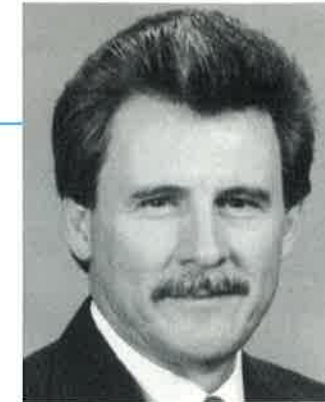
According to David, "We are planning to make use of the enhanced Release IV features, but being a small company, we do not want to have too many versions of our code to support. Fortunately, all of our existing customers are running under MS-DOS and Novell Netware, and we will be looking to upgrade them all to Release IV when it goes on general release. Congratulations on the development of Release IV and the SDK program. Keep up the good work! We are looking forward to receiving SDK II." 

Our Success With NDM and Btrieve

Norcross, GA When we first received the Beta version of the Niakwa Data Manager (NDM), we opened the package with great anticipation. We poured over the documentation to try to figure out how this product worked. How do you access the external subroutines? Do we need to change our existing data file names? How are alternate index files handled? What do we do with our existing data definition files? How are we going to convert our existing clients' data? We began our initial testing of the NDM by evaluating the examples that Niakwa included with the NDM Beta package. We realized, that in order to use NDM, it would be necessary to change our current access method in favor of NDM and Btrieve. At first, we limited ourselves to stand alone programs designed to give us a better understanding of how the product worked. We soon discovered that NDM worked very well.

Our existing data file access method was based upon the hashed index method employed on the old Wang Laboratories IDEAS development package. We used separate data definition files to define our data, and separate key definition files to define the structure of each alternate index. We were limited to three data elements for each index. Each data file and index had to be pre-allocated and initialized prior to being used. The data definition files contained the address for the file. Since all of our applications are multi-company with separate data files for each company, we were required to maintain duplicate copies of the data definitions for each company. We discovered that the design of the NDM Data Description Files (DDs) and Key Description Files (KDs) was very similar to our old definition files.

After our initial experimentation with NDM, our conversion plan began to take shape. We decided we would build our own utility to convert our existing data definition and key definition files to DDs and KDs. We were already using marked subroutines in our application RunTime for all calls to our old data file access method. We realized that we could simply replace this code with the calls



Michael J. Louviere

to the appropriate NDM external subroutine. Since NDM automatically updates all indices when a record is added or changed, we were able to eliminate our old code for performing this function. We modified our open routines to automatically create any data file when first used. This turned out to be a tremendous advantage over our old method of pre-allocating each and every data file before running any application software. As with all successful conversions, more time was spent planning the necessary changes than actually developing the code.


We also developed a conversion utility program to convert our existing definition files. Once this was successfully completed, we were up and running. We chose our internal accounting files as our first project. We used our generic export and import utilities to export the data to ASCII data files and import it into the NDM data files. One of the first files converted was a Zip Code file containing over 40,000 zip codes and cities. We were amazed at the performance improvement. A single look up by city using our old access method took twenty seconds. The same look up with NDM and Btrieve took less than a second. In a single afternoon, approximately three hours, we converted all the data files for accounts receivable, accounts payable, general ledger, and payroll.

Once we had finished testing NDM in-house, we proceeded to convert our existing clients. We chose a furniture manufacturing company, Georgia Chair Company, as our first client conversion. All accounting applications were converted including order

entry/invoicing, accounts receivable, accounts payable, payroll, general ledger, and inventory control. The data conversion took approximately six hours. The results were extremely impressive. Since the data files were no longer pre-allocated and no longer contained in diskimages, we saw a savings in disk space of approximately forty percent. Mr. Harry Bagwell, General Manager of Georgia Chair, reported that a particular payroll weekly update, which used to take approximately twenty minutes to process, was completed in six minutes. A typical update and post for order entry, which took approximately thirty minutes under the old method, took less than ten minutes under NDM.

Our application software is based upon on-line, real-time updates for files maintenance and transaction processing. We attributed the improved performance in updates to the fact that only one diskimage now exists on the system. This diskimage contains the application software. All data files are contained in NDM/Btrieve files. Our old access method used the \$OPEN and \$CLOSE constructs of the NPL language to hog the diskimage every time a data record or index was updated. This meant that two users updating different files stored in the same diskimage were contending with each other and waiting their turn to hog the diskimage. This waiting time no longer occurs. With NDM, there is no need to hog a file.

We have been installing NDM and Btrieve for the past nine months with great success. While there are some features we have not used, we have found no problems. The benefits have been too numerous to cover at one writing. We have, however, been able to broaden our stable of offerings by making use of MS-DOS and MS-Windows based software products such as, Microsoft's ACCESS to further enhance access to our application data files.

For further information, please contact Michael J. Louviere, President; MICA DATA SYSTEMS, INC.; 6101 Oakbrook Parkway; Norcross, GA 30093; (404) 441-2343. 

NDM Your Way Out

by Russ Fairchild

Tukwila, WA For many of us, we've lived within the confines of the WANG/BASIC-2 world for so many years, we accept limitations by these products as "normal," a part of life. The WANG platter/diskimage was a clever and useful idea that has seen its day. It is now a liability to virtually every BASIC-2 software product. The days of fixed length files and fixed length records and fixed length fields and fixed length just about anything is soon to be forgotten.

For those of us BASIC-2 software developers still shackled to the "fixed" world, there is a way out. The ideal solution is to use one of the many third party DMS products available on DOS (Btrieve), DEC (RMS), and UNIX (C-ISAM) platforms. Thanks to Niakwa Programming Language (NPL) product release 3.20 or greater, the way out is accomplished in one of two ways:

- write external "C" routines to the DMS
- use Niakwa Data Manager (NDM)

Of these, NDM is my solution of choice. With NDM, everything but data is 100% portable across hardware and operating system platforms. One of the largest portability issues is data integrity. Certain types of data are physically stored in a different format across different platforms. For example, DOS machines swap integer bytes but most UNIX machines do not. Niakwa has supplied a set of utilities with its NDM product that allow you to quickly and easily transfer data from one platform or DMS to another.

Another issue is data transfer between NPL

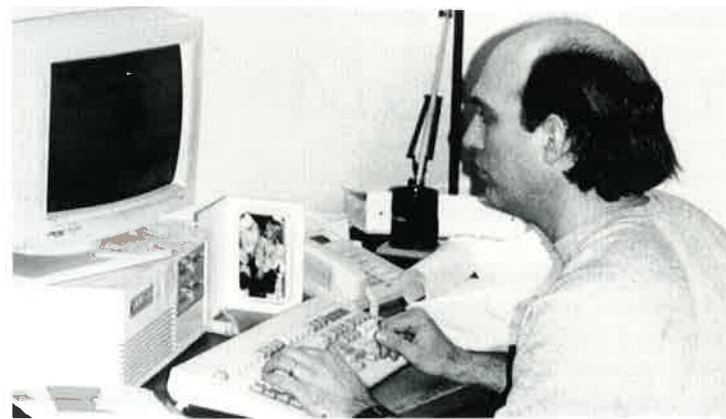
and the DMS. NPL data is stored in memory differently than it is stored by the DMS on the disk. Any "C" routines used to interface with the DMS would have to account for this, resulting in code that is platform specific. Consequently, transfer of data between NPL

and the DMS could quickly turn into a translation nightmare. NDM handles data translation automatically, quickly, and transparent to you the developer.

Lastly, interface with the DMS must be easy to implement. Here again, NDM is the optimal choice. Unless you are a "C" guru experienced with the data issues mentioned earlier, writing a "C" interface will result in what we call in the industry "a learning experience." The speed at which you can implement NDM is virtually limited only to the time it takes to read the manual. The NDM manual is well written, easy to follow and easy to implement. You can easily have something working in NDM within a week.

Another plus to using a third party DMS is they're fast. Novell Btrieve can access data two to four times faster than a DMS written in NPL.

We at NSG have implemented NDM as



Russ Fairchild, NSG

well as our own native file proprietary DMS (NSG DMS) in release 2 of FourD. No matter how much we fine tuned our own DMS, Novell Btrieve using NDM still accessed data over twice as fast.

NSG DMS accesses native files that dynamically allocate more space as needed. Because this DMS is proprietary, the data is 100% compatible across all platforms. This is an advantage to some. The disadvantage to using NSG DMS is that it is proprietary. It cannot be accessed by any third party product. In this age of "open systems," it's nice to say to a prospective customer "yes, your data is accessible by other products."

Release 2 of FourD gives you the best of both worlds, and at the same time! You can pick and choose which files use NDM (Btrieve) and which use NSG DMS.

There is a way out. ☺

PreAnnouncement Continued from page 1

available to open up some exciting new prospects in the 2200 base.

With the addition of the AS/400, NPL will run on all the major IBM platforms, including PCs, the RS/6000, and the AS/400. Because of that coverage, the IBM marketing muscle can be tapped into should you choose to become an IRA of Bluebird Systems. The IBM marketing capabilities

available to its IRAs include:

- A large direct sales force
- An on-line and printed software directory
- Sales offices with demonstration facilities
- Trade show and seminar participation
- Special target marketing programs for vertical markets

As mentioned before, Niakwa is in the

prototype stage of the AS/400 port. The subject is being introduced now so Niakwa Resellers can prepare for both the market opportunities and beta test participation. Act now.

Don't delay, contact your Niakwa Sales Representative at phone (708) 634-8700 or fax (708) 634-8718 — discuss the brand new avenues opening up before you. ☺

DEC VAX 3.20 Has Arrived

by Brian Funke

Niakwa is pleased to announce Release III, Revision 3.20 for the Niakwa Programming language on the DEC VAX under VMS.

Enhancements

The Revision 3.20 DEC VAX product contains all major features found on other Release III, Revision 3.20 products, plus several additional minor enhancements and bug corrections. Here is a detailed list of some features found in Release III, Revision 3.20 for the DEC VAX.

The most significant feature Release III brings to the DEC VAX/VMS is a dynamic user partition. Programs are no longer limited by the standard 56K user partition. The size of the user partition is only limited by the physical or logical amount of memory made available by VMS. Niakwa no longer distinguishes between memory used for program text and memory used for variables.

Another significant enhancement in Release III is capability to develop subroutines and modules in "C" while accessing them from your NPL program. NPL programs can "call" the external subroutine by using GOSUB' statements. These GOSUB' statements can transfer control to the external subroutine and pass the address, type, and length of all parameters specified by the GOSUB' whenever an external subroutine is present. This enhancement paves the way for the development of the Niakwa Data Manager for the VAX.

The "TMO=Y" clause in the \$DEVICE statement enhances serial communication. With this clause, enabled programs will no longer hang if no data exists in the serial port on a \$GIO statement. When no data is present at a serial port, the program will "time out" and return zero bytes to the program. The most important feature is that program control returns to the program for further operation.

Performance of disk operations can improve with the DATA LOAD BM and DATA SAVE BM statements. These



statements allow a program to read or write raw unformatted data of any length to a specified diskimage. The performance is enhanced by allowing VMS rather than NPL to handle the pre-read operation. In addition, multiple sectors can be read or written in one physical operation.

Release III, Revision 3.20 for the DEC VAX supports background partitions. These background partitions do not count toward the user limit.

Device tables are no longer limited to 16 entries. Using the /D option at the startup of the RunTime enables device tables to have up to 255 entries.

Revision 3.20 will support three times as many unique line numbers as the previous version of the Niakwa Programming Language. The new range of unique line numbers is 0000-27999.

Revision 3.20 will support five times as many unique variable names as the previous version of the Niakwa Programming Language. Niakwa extended the numeric component of the variable name to a maximum value of 49 (A33, B24\$, X49), and so on) for all classes of variables. This yields thirteen hundred unique variable names per class.

The SELECT LOG statement will allow

programmers to direct keyboard input to ASCII files. Files generated from SELECT LOG can then be used together with \$DEMO to help build a macro facility in user programs.

A modified form of the multi-program LOAD statement loads programs from different diskimage files.

Performance Considerations

Niakwa performed NPL Revision 3.20 benchmark testing for the DEC VAX under VMS. The tests were performed on MicroVAX II and VAX 4000-60 (a low end system in the DEC VAX current product line). The benchmark testing has yielded CPU performance significantly slower than the Revision 2.01. However, on the same low-end model, the VAX 4000-60, actual application tests resulted in less than a 5% degradation in overall performance. Therefore, the Release III enhancements and the rewriting of the NPL DEC VAX programs from assembler to C seem to have had a minimal effect on overall application performance. The effect could be more significant on very old systems such as the MicroVAX II or for applications that are CPU intensive.

Availability

Release III, Revision 3.20 for the VAX will be available in early summer. Please contact your Niakwa account manager for further information. ☺

TOP SECRET!

Don't look until you've tested your knack for NIAKWANEWS. This box contains the solution to the puzzle on page 15. Simply turn this page upside down to read.



Niakwa Drops and Freezes Obsolete Products

We're cleaning house in preparation for the coming of NPL, Release IV.

In doing so, we've identified a number of products which have received little or no NPL Reseller demand in recent years.

Those products must go...to make room for the new NPL, Release IV products.

How do we intend to do this? Well, we're "dropping" (removing) some of these products from the product list and "freezing" (halting further development of) others.

We may drop a product for one of several reasons, but the main reason is that the technology has been deemed obsolete by the market.

If you're still using one of the products we're dropping, don't worry. We will continue to provide replacements and technical support for two years after you purchased the product.

The following is a list of dropped products and the last date they will be supported or replaced:

- Wang PC/APC for MS-DOS - January 22, 1995.
- Wang APC/Xenix - January 9, 1994.
- Altos Xenix - September 22, 1994.
- NEC Astra - April 15, 1993.

We may also **freeze** products for several reasons, but the main reason is that the market demand has been steadily moving away from that specific technology.

Again, if you're still using or interested in purchasing one of these products, don't worry. Frozen products can still be ordered as new, replaced if damaged, and will be fully supported by our technical department. Because these products are frozen at a certain revision level, they will not be upgradeable.

The following is a list of frozen products:

- SuperDOS Real Mode Revision 3.20 (Release IV will be available for SuperDOS Protected Mode).
- All Motorola 68000 UNIX based platforms at Revision 3.01.07:
 - Bull XPS-100
 - Bull DPX/2
 - NCR TOWERS

Continued on page 15, see **Obsolete Products**

Platform Update as of May 5, 1993

Shared Logic Systems

ALTOS 686, 886, 1086, 2086, 3086
 ALTOS SERIES 2000
 ALTOS 400, 500, 600, 700, 1000, 2000, 5000
 BLUEBIRD SL/DH/TW SERIES
 BULL XPS 100
 BULL DPX/2 200
 BULL DPX/2 300
 BULL MICRAL 600/ix
 DEC MICROVAX II
 DEC VAX SERIES
 IBM AT & 100% COMPATIBLE* 286
 IBM PC, XT, AT
 IBM PS/2 SERIES
 IBM PS/2 SERIES
 IBM 100% COMPATIBLE* 386+
 IBM 100% COMPATIBLE* 386+
 IBM RISC SYSTEM/6000 SERIES
 NCR SYSTEM 3000 SERIES
 NCR TOWER 32
 WANG 280
 WANG 380
 WANG APC
 WANG APC
 WANG DX 2000 (DYNAMIX)
 WANG PC 300/33C SERIES
 WANG PC 480/25C
 WYSE PC 286 SERIES
 WYSE PC 386 SERIES
 WYSE 5000

XENIX 3
 XENIX V
 SYSTEM V
 SUPERDOS
 UNIX V
 BOS
 BOS
 BOS 386
 VMS
 VMS
 SCO XENIX V 286
 SUPERDOS
 SUPERDOS
 SCO XENIX V
 SCO UNIX V/386, 486
 INTERACTIVE 386/ix UNIX
 AIX
 AT&T UNIX (NCR)
 SCO UNIX V
 SCO XENIX V 286
 SCO XENIX V 386
 XENIX 3.0
 XENIX V
 SCO UNIX V/386
 SCO UNIX V/386
 SCO UNIX V/386
 SUPERDOS
 SUPERDOS
 AT&T UNIX (WYSE)

Distributed Logic Systems - Client/Server (Networking)

IBM & 100% COMPATIBLE*
 IBM & 100% COMPATIBLE* with MS-WINDOWS
 IBM & 100% COMPATIBLE* with PHAR LAP 386

NOVELL NETWARE ELS I
 NOVELL NETWARE ELS II
 NOVELL NETWARE ELS 386
 NOVELL ADVANCED
 NETWARE
 NOVELL E/TI NETWORKING
 SPERRY USERNET

Single User MS-DOS

IBM & 100% COMPATIBLE*
 IBM & 100% COMPATIBLE* with MS-WINDOWS
 IBM & 100% COMPATIBLE* with PHAR LAP 386

MS-DOS
 PC-DOS

* Niakwa no longer performs testing on PC compatible systems due to the high level of compatibility of the Niakwa Programming Language in the PC compatible marketplace and the tremendous infusion of compatibles on the market.

NPL RELEASE IV

The Momentum Builds

"Any Programmer worth his weight in salt should be able to work with NPL right away."

Craig Freeman (Software Systems Company)

"I have played around with long identifier names and some of the structured constructs, and I am really excited about the way everything works. It seems as though we now have the best of Pascal & C as well as Basic."

Mike Griffiths (Sunrise Data Systems)

"I'm considering using [Release IV] to rewrite everything; 15 years of prior development."

John Grady (John Grady, Inc.)

...SUCCESS WITH SDK.....

Release IV - Our Language

by Mike Griffiths

For many, if not most of us, it started with Wang Laboratories and their Basic or Basic-2 programming language. Some of us had formal training in computer programming, and some of us just kind of fell into it when a company we worked for, or were associated with, bought its first computer, and it was a Wang. However it happened, we were all hooked by the ease and quickness of programming in Wang's Basic. In a word or source code, compilers and linkers, Basic and Basic-2 were like a breath of fresh air. You could type something, hit return, and either something would happen, or a little message would tell you what you did wrong! Either

Just as we started to contemplate the rigidity of C and study the structure of Pascal, Niakwa has come like a white knight to the rescue.

way, it beat typing in a bunch of code only to find out some time later if you got it right or wrong.

As the years went by, we developed our applications; some totally on our own and some with the help of application development software. We ignored the PC for a long time; but, we started to worry when our customers commented about how fast their "useless little spreadsheets" (our opinion) seemed to be running. We were overjoyed when Niakwa showed us pac-man running on a PC faster than anyone could possibly play it. Although it took a while for multi-user solutions to come along, it wasn't long before we were all firmly entrenched in the Niakwa camp.

Niakwa brought us more years of programming bliss as it gradually added more features to OUR language. Soon, however, the pangs of doubt started to creep into our mind. First, it was our programmer associates who made fun of the "basic" aspects of our programs. The next cause of our concern came when we tried to teach a new person how to maintain our programs. We knew how good our programs were; we knew how fast we could add a field to a file, or modify a printout;

but, when the new guy spent three hours just trying to figure out the flow of the program, the nagging concerns started to surface.

Just as we started to contemplate the rigidity of C and study the structure of Pascal, Niakwa has come like a white knight to the rescue. With Release IV of NPL come the structures, the libraries, the variables, the modules, and many of the other features that allow us to program with whatever amount of structure or sloppiness we choose to use. Now, we can all come out of the closet and stand proud with OUR language. *u*



Mike Griffiths

About the Author:

Mike Griffiths, owner of Sunrise Data Systems, currently resides in Fresno, CA with his lovely wife Kularb and their three children Matthew 11, Nicole 7, and Marcus 4.

Born in Salt Lake City, UT, Mike later moved to Las Vegas, NV, where he attended the University of Nevada at Las Vegas and then started his computer software business. Three years ago, Mike moved his family to Fresno and business to Kerman, CA.

When Mike founded Sunrise Data Systems (originally Griffiths Data Services) in 1980, the company was quite diversified. Now, Mike says he's concentrating on one vertical market, Independent Telephone Companies, and hopes to install more systems throughout California and the West Coast in the near future.

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San Diego Conference Kicked Off Passport to Profit

NPL Reseller's found their passport to profit with Release IV at Niakwa's February conference held in San Diego, California.

Conference attendees, informed Release IV wouldn't take place until mid summer, were delighted to discover the Software Development Kit (SDK). The SDK Program consists of two pre-release versions of the NPL, Release IV product, of which Niakwa provided demonstrations during the three day conference.

"Harry sat down on-line and demonstrated structures and other features of Release IV. It almost felt hands-on," commented NSG's John Harris. "It was much more real than seeing a piece of paper with a bunch of words." The technical product demonstrations, given by Research and Development Director, Harry Cohn, were so successful in San Diego, Niakwa later took them on the road to four national and international roadshows.

The demonstrations provided NPL Developers an opportunity to receive an in-depth introduction to Release IV without spending a lot of time pouring over the documentation. Wes Lockard from CBSI says he "held off on involvement in Release IV until the conference" so he could get a thorough orientation to the product from Harry's discussion. Directly after the conference, Wes ordered SDK I. Then Wes, like all NPL Developers who participated in SDK I, received SDK II updated documentation in May. Now, he's looking forward to Release IV, the General Release.

Niakwa didn't stop with Release IV though. General Manager, Dick Drew, was already looking to the future; post



Alan Johnston, President of Hydratech, Inc. (center), Donovan Burkhart, President of Business Data Resources Ltd. (left), Richard Brown, Vice President of Data West Corp. (right), and several other NPL Resellers tune into a technical discussion.

Release IV. Which will be the next product on the agenda? He said the conference presented the perfect opportunity to investigate what type of products NPL Developers would be interested in following the Release IV roll-out. "This type of feedback is invaluable because it helps us to serve our resellers better," said Dick. "Whenever NPL Resellers can justify the need, we will research and develop the suggested products." Release IV is a prime example. NPL Resellers requested a modularized language in which line numbers and variable names wouldn't be a major concern. Niakwa developed NPL, Release IV. Wes was ecstatic, "That's something that I've wanted for a long time and now it's here. I'm definitely happy about that."

NPL Developers also jumped at the chance to show off their goods at the "Showcase of Products." NPL Developers said it was a great way to not only demonstrate their products, but also to investigate other products in the field. Products displayed in the showcase included: Northwest Source Group's 4D, VCR's AIMS, EDEF's MARCO, Cardinal Data's Wiseman, and Software System's software products. Niakwa was pleased with the "Showcase of Products" success and will probably expand showcases in future conferences.

If you were unable to attend, not to worry. Niakwa has two more conferences coming up soon; The European Passport to Profit Conference to be held in Cologne (Köln), Germany in September, and the Niakwa/NSG conference to be held in Orlando, Florida in October. We hope to see you there. ❧

The Modernization of NPL

Loaded with exciting, time-saving features and benefits, Release IV aims to significantly improve programmer productivity and modernize the Niakwa Programming Language (NPL).

Most importantly, Release IV maintains the powerful development environment, portability, and application execution speed that NPL is known for.

"Just as we started to contemplate the rigidity of C and study the structure of Pascal, Niakwa has come like a white knight to the rescue." (Mike Griffiths, Sunrise Data Systems).

Due to the SDK Program, NPL Resellers have had the opportunity to work with Release IV code and develop NPL Libraries since February. From NPL Resellers, participating in SDK, we've heard wonderful comments regarding the new Release IV features, benefits, and Niakwa Library Program.

"I have played around with long identifier names and some of the structured constructs, and I am really excited about the way everything works. It seems as though we now have the best of Pascal and C as well as Basic." (Mike Griffiths)

The very nature of these features enables new programmers to quickly understand and identify specific lines of code, which is very important to most NPL Resellers.

"We have used long identifier names and structured constructs which should make the programs much easier for new programmers to understand." (David S. Culy, Motivity)

Who has the time to explain to a new programmer exactly how applications were written and how to decipher the code in order to make adjustments? With Release IV code, someone other than the person who wrote a specific application will now be able to maintain it.

"Release IV will allow us to take old code and turn it into another form so other inexperienced people can deal with it." (Craig Freeman, Software Systems Company)

In addition to long identifier names and structured constructs, NPL Developers are also excited about Release IV's modular technology.

"Niakwa gives us the ability to test software at the modular level. And, for the first time we're able to have two programmers working on one project at the same time." (Craig Freeman)

Modules also allow for the development of NPL Libraries which definitely save on development time. Libraries allow NPL Developers to use functional sections of code written by

other developers rather than developing the code themselves. "We're planning to use Release IV to change our software system architecture and so participate in the Niakwa Library Program." (Paolo Raggi, TEP)

Depending upon the routines submitted to the NPL Library Program, it's quite possible, "The sum of all of the libraries will be a complete operating environment..." (Craig Freeman)

This "operating environment" (Niakwa Library Program) will be developed entirely by and for NPL Resellers.

Many NPL Resellers say they're very excited about being able to use routines written and perfected by other NPL Developers.

"It may be a hunger to go out of our shops to use other people's ideas. It may be that we want to see something new; to see what exciting things other people have done with the language." (Larry Pack, Cardinal Data)

"The Niakwa Library Program offers the greatest potential for the language because it allows you to get routines from other developers." (Jay De Young, De Young and Associates, Inc.)

With the Niakwa Library Program, you won't just see exciting routines... you'll be able to use them; incorporate them

into your applications.

"The big thing is being able to take all our routines and put them into little chunks so-to-speak and use them and, when the libraries become available, being able to take other people's code and use it without worrying about variable name and line number conflicts." (John Farr, Springfield Computer System)

NPL libraries will provide a great service by "saving a lot of development time and labor on enhancement and maintenance of existing programs or development of future applications." (Emmanuel Rego, Computer Work Systems, Inc.)

Just think, NPL Resellers will be able to share the latest technology with one another. Working together, NPL Resellers will be able to build a very powerful operating environment.

All of these Release IV features - long identifier names, structured constructs, and the Niakwa Library Program - provide NPL Resellers the competitive edge needed in order to get ahead in the development world today. This, however, is merely a preview...Release IV also contains many additional time-saving features. For more information, see the SDK I and SDK II Booklets. ❧

NPL, Release IV ... it's not basic anymore.



Larry Pack of Cardinal Data (center) clowns around with Craig Freeman of Software Systems Company (left) and Niakwa Sales Manager, Frank Ehrhardt (right), after lunch at the San Diego Conference.

.....ROADSHOWS.....

NPL Resellers Experience Release IV at Roadshows

NPL Resellers explored Release IV in a series of roadshows boasting exciting technical presentations and discussions.

Following the Passport to Profit Conference in San Diego, California, Niakwa received a number of NPL Developer requests for Release IV presentations. Most of the requests came from resellers unable to attend the conference. In addition, many conference attendees enjoyed it so much they wanted other developers from their offices to participate in the Release IV presentations.

So, Niakwa put together a mini presentation with the most popular topics and took it on the road...to Chicago, New Jersey, Germany, and the Netherlands. Turnout was phenomenal.


Niakwa went on the road to Chicago, New Jersey, Germany, and The Netherlands.

Director of Research and Development, Harry Cohn's technical presentation was a hit. Paul Felton, from Strategic Planning Service, said, "Harry provided examples of actual

Release IV code. It was like a tutorial." Paul said the discussion helped him to "pick up things that weren't easy to understand just from reading the documentation."

The Chicago and New Jersey roadshows also included guest speakers from NSG and VCR. Charlie Knox and Russ Fairchild from NSG demonstrated 4D at both the Chicago and New Jersey roadshows, and Tim VeArd demonstrated AIMS in Chicago.

In addition to Release IV, the European Roadshows included an introduction to the Niakwa Library Program featuring demonstrations of Strategic Planning Service's DDE under MS-Windows and Rudolf Klostermeyer's Dialogue Box using MS-Windows resources.

Niakwa was proud to provide a condensed version of the technical overview and product announcements for NPL Developers unable to attend the Passport to Profit conference in February. Now, Niakwa is looking forward to the fall conferences in Cologne (Köln), Germany and Orlando, Florida. 



Dick Drew, General Manager of Niakwa, Inc., discusses Niakwa's plans for the SDK Program and Release IV.


Release IV & NDM Training

At the Passport to Profit Conference and Roadshows, many NPL Developers expressed an interest in receiving Release IV and NDM training.

Niakwa favors that idea and will definitely plan some training sessions if a substantial number of developers express an interest. Anyone interested in participating in Release IV and/or NDM training, should contact a Niakwa Distributor or Sales Representative.

NPL Reseller feedback will not only enable Niakwa to determine whether special training sessions are warranted, but also how many are needed and where the training should be conducted.

When responding, NPL Resellers should indicate any preferences regarding location or training format. Would resellers prefer one-on-one training either at their offices or at Niakwa? Perhaps, NPL Resellers would enjoy a group training session similar to the Roadshow technical demonstrations and discussions. Resellers may have other ideas as well. Niakwa would like to hear them.

Of course, it may not be feasible to act upon all reseller requests; but, Niakwa will definitely take all ideas into account when planning the training schedule. 

Release IV Benefits NPL Resellers

Niakwa is very proud of NPL, Release III and the portability and flexibility it provided. But, there comes a time to move on; to develop even greater features which will allow NPL programmers to develop even more modern applications...

It's time now for NPL, Release IV and a whole new spectrum of modern features and benefits.

With Release IV, Niakwa significantly improves programmer productivity and modernizes

NPL while maintaining the powerful development environment, portability, and application execution speed that NPL is known for. Release IV does much more than catch up to the competition...Release IV surpasses it.

Niakwa believes the features introduced in Release IV will make NPL one of the most productive and modern languages available to serious application developers.

Release IV of the Niakwa Programming Language is designed to improve programmer productivity in four primary functional areas:

1. **Libraries** - Release IV supports the development of library products, written in NPL, which can be easily integrated into NPL applications - both new and existing applications. Using the Release IV "module" feature and function interface, existing routines can easily be converted to libraries.

Release IV does more than catch up to the competition... Release IV surpasses it.

2. **Project Management** - Release IV greatly simplifies development of large projects in NPL by eliminating the need to manage line number and variable usage.

3. **Ease of Maintenance** - Release IV features such as Long Identifier Names, Structured Constructs, and Modules will greatly simplify maintenance of complex applications.

4. **Ease of Learning** - Release IV features such as Long Identifier Names, Function Interface, and Structured Constructs will make programmers, trained in other modern, structured languages such as C or Pascal, feel right at home.

NPL, Release III provided great flexibility and portability. Now,

Release IV provides even greater benefits. Why not give yourself the competitive edge and upgrade to Release IV? It will be completed and ready for shipping this summer; but, you don't have to wait until then to realize its benefits.

NPL Resellers have had the opportunity to develop in Release IV since the emergence of SDK I in late January. Additional Release IV features became available with the advent of SDK II in May. Now, Release IV is scheduled to become available this summer. However, you may still participate in the SDK program now, if you like, and receive a credit toward your purchase of Release IV when it becomes available. ❗

Release IV Memory Requirements

Due to the addition of several new features, NPL, Release IV now requires more memory than Release III. This doesn't have to cause anyone a problem, though. Both the 386/DOS-Extender and MS-Windows products compensate well for the increased memory requirements and are therefore excellent NPL, Release IV programming choices.

Using the 386/DOS-Extender and/or MS-Windows products, Niakwa Resellers will be able to exceed the 640K barrier that exists in a standard MS-DOS environment.

For example, Niakwa's 386/DOS-Extender product (available for MS-DOS or Novell NetWare) is fully compatible from the application point of view. No additional programming is required - the application will simply work as it did under MS-DOS or Novell NetWare. However, there are two positive exceptions:

1. No more memory restrictions.
2. Improved performance by as much as 20% on CPU operations.

In brief, the 386/DOS-Extender version of the Niakwa Development and RunTime Packages is a true 32-bit imple-

mentation that provides unlimited memory and improved performance while retaining full compatibility with the standard MS-DOS and Novell NetWare versions. This version also allows NPL Developers the ability to develop external subroutines that can utilize extended or virtual memory.

For NPL Resellers wishing to move from standard MS-DOS or Novell NetWare to the 386/DOS-Extender version, Niakwa is developing an upgrade path to coincide with Release IV. Further details will be released as available.

The General Release of NPL will be available in phases, the first of which will include MS-DOS, Novell NetWare, MS-Windows, 386/DOS-Extender, and SuperDOS platforms. Currently, Niakwa anticipates future platforms to be phased in as follows:

- MS-DOS, Novell NetWare, MS-Windows, 386/DOS-Extender, SuperDOS
- Intel Xenix/UNIX
- IBM RS/6000
- DEC VAX ❗

Release IV Technical Effects

Release IV will effect the compatibility and performance of NPL applications in the following ways:

Upward Compatibility - Applications, developed using Release III (or earlier) versions of NPL, will be fully upward compatible to Release IV and will execute with no changes or recompilation required.

Downward Compatibility - Applications, developed or modified with Release IV, will operate with Release III RunTimes as long as no Release IV specific syntax is utilized.

Execution Performance - Release IV will have no significant adverse effect on execution performance.

Load/Resolution Performance - Use of Release IV features can have both a positive and negative effect on load/resolution performance. Use of modules can significantly improve load/resolution performance since an overlay in one module does not require resolution of other modules. Use of

Long Identifier Names can slow down load/resolution performance. The net effect will be highly application dependent.

RunTime Code Size - The NPL, Release IV RunTime will be significantly larger than previous versions. Our current estimate is that it will be about 64K larger. For most developers this will not cause a problem, but developers who make extensive use of external routines and who are coming close to the DOS 640K barrier may want to start considering use of NPL for MS-Windows or NPL for 386/DOS Extender (Phar Lap). Both of these options provide a solution to the DOS 640K limitation.

Application Code Size - Applications that utilize Release IV features will, in general, require more code space than previous versions of the application. In particular, use of Long Identifier Names will increase code space requirements (the amount of increase is equal to the space required to store one copy of each Long Identifier referenced at execution time). ❗

Sample Module

The modular nature of NPL, Release IV now allows for library creation.

The use of modules represents a radical change from prior versions of NPL or any Basic-2X based language. Modules are basically subdivisions of the "user partition." The number and size of modules is controlled implicitly by the application.

The module concept, in conjunction with the new FUNCTION/PROCEDURE interface, allows development

of true "black box" routines. Once a group of functions is fully developed and debugged, it may be incorporated as a module into any application without causing identifier name or line number conflicts. The calling application simply needs the entry points and the calling conventions (parameter lists and return values). Thus, the ability to develop true application-independent libraries written entirely in NPL is now available. ❗

The following is an example of a module:

```
0010 ;FACT - Module "FACT"
0020 FUNCTION 'Factorial(Value)/PUBLIC ;; Declare 'Factorial as Public
0030 DIM Answer ;; This is a recursive variable
0040 IF Value<0 ;;test for valid parameter
    :RETURN (1)
    :END IF
0050 IF Value<=1 ;;This ends the recursion
    :RETURN (1)
    :END IF
0060 Answer=Value* 'Factorial (Value-1) ;;Recursively calling itself
0070 RETURN (Answer)
0080 END FUNCTION
```

The following is an example of application code using the module:

```
0010 DIM X
0020 INCLUDE T "FACT"
0030 INPUT X
0040 PRINT 'FACTORIAL (+)
```


...NIAKWA LIBRARY PROGRAM.....

NPL Library Technology

NPL Release IV now provides NPL Resellers the opportunity to share technology through the development of NPL Libraries.

The concept is really rather simple. Release IV introduces the concept of Modules. This allows for the integration of "black box" routines, which eliminate variable name and line number conflicts. This modular technology opens the door for integration of NPL Libraries into new or existing applications.

Because libraries allow NPL Programmers to quickly integrate standard programs, routines, and subroutines into applications, programmer productivity can be significantly increased. Also, the NPL Libraries can be referenced from any NPL, Release IV program, without concern for line number or variable name conflicts. Features like these will make the NPL Libraries very accessible and easy to use.

Niakwa has designed the Library Program to collect all libraries developed by NPL Developers. Niakwa will act as a clearing house for all NPL Libraries by offering a catalog of available libraries to resellers. This catalog will include libraries developed by Niakwa, Niakwa Resellers, and possibly by other third parties.

NPL Libraries may be submitted and distributed in a variety of manners. A rainbow of categories separates the libraries according to whom submits and distributes them. Each category is named after a color:

- Blue Library - Niakwa developed, tested, supported, and distributed.
- Red Library - Distributor developed, tested, supported, and Niakwa distributed.
- Pink Library - Distributor developed, tested, supported, and Niakwa BBS distributed.
- Orange Library - Distributor developed, tested, supported, and distributed.

- Green Library - Third party developed, tested, supported, and distributed.

So far, reseller commitment to the Niakwa Library Program has been very strong. Many Niakwa Resellers have expressed an interest in using NPL Libraries submitted by other resellers, and many have committed to submitting NPL Libraries of their own. Craig Freeman of Software Systems Company said, "The Niakwa Library Program is a reseller's 'dream come true'. A list of the benefits for its participants could fill a book (or a BBS) ..."

The Niakwa Library Program benefits Niakwa Resellers by:

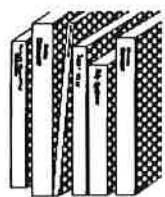
- Increasing programmer productivity
- Decreasing development time
- Potentially increasing revenue
- Building a stronger Niakwa network
- Providing the opportunity to create unique routines to benefit the entire Niakwa Community

All NPL Libraries will be listed on the Niakwa Bulletin Board System (BBS) and in a printed NPL Library Catalog. The catalog, which will be published and distributed periodically, will include listings of each library, pricing, systems supported, and support and distribution policies.

While all NPL Libraries will be listed on the Niakwa BBS, only those that can be downloaded will be available through the BBS. Those NPL Libraries which need to be physically distributed can be purchased through the appropriate developer/distributor.

Niakwa will kick off the Niakwa Library Program with a printed catalog at the time of Release IV, if the number of NPL libraries submitted warrants the printing of a catalog. In other words, if you have a completed NPL Library, send it in now. Remember, the sooner you send in your NPL Library, the sooner you will realize the revenue gained from its sales. ❗

Development Begins With Library Program Charter Members



How would you like to become a Charter Member of the Niakwa Library Program and go down in history as one of the primary influential players in the development of this revolutionary program?

The Niakwa Library Program has great potential, and Niakwa is eager to get the program off the ground.

To fuel immediate interest in library development, Niakwa has created the Niakwa Library Program Charter, and is eager to honor NPL Resellers with Charter Memberships. Only

the first fifteen NPL Resellers to submit libraries will achieve Charter Member status and be awarded special recognition and incentives.

First of all, library submitters will receive a coupon for one free MS-DOS upgrade to NPL, Release IV. This upgrade coupon is intended to inspire further development in Release IV leading to the creation of additional libraries. After realizing the personal and financial rewards of submitting libraries, NPL Resellers will most likely want to submit more.

Charter Members will also receive special recognition in

Continued on next page

When You Wish Upon A Star

by Craig Freeman



An ever expanding list of development tools and application software products distributed by an international network of VARs is about to become a reality. The Niakwa Library Program is a reseller's "dream come true." A list of the benefits for its participants could fill a book (or a BBS) but here are a few of the highlights:

- **Better Software Through Cost Sharing:** It is hard to imagine a programmer who could not benefit from an enhanced tool kit including display and data manager, HELP systems, communications packages, report writers and more. But writing utilities takes considerable time and effort, which might be better spent writing applications and selling products. The Niakwa Library Program will provide a convenient means of spreading development cost across a potentially huge number of resellers - permitting the faster development of better software with less investment. NPL's "plug-and-play" structure with an active Library will make new development easier than ever before.
- **Electronic Software Distribution:** Resellers will soon be able to obtain fully documented demonstration software with just a single phone call! Niakwa has effectively created an international distribution system with virtually no front-end investment! Products that were uneconomical to distribute "onesy-twosey" can be given a facelift and distributed through the Niakwa Library Program to create new sales and profit opportunities for all.
- **More Products For Remarketers:** Software remarketers will have their pick of potentially hundreds of vertical market products - enough to serve the needs of virtually every prospect. Listen closely because the sounds

you hear will be cash registers ringing!

- **A Expanding Universe:** Niakwa's network of resellers represents many thousands of man-years of software development effort. An active NPL Library will attract other VARs desirous of tapping this unique resource.

For my part, I am SOLD on the library concept. SSC has developed context-sensitive HELP, on-line manual software, a dBASE export interface, and many other utilities which we will distribute through the Niakwa Library Program over time. Our real estate vertical market applications are just waiting for wider distribution. And, we have already invested considerable effort in new "black box" applications designed for sale as upgrades to both our own and our competitors' users.

Do you have any software products to sell to this expanding reseller base? Are you looking for new markets? The potential for growth and profits staggers one's imagination. All it takes is a "library card" from Niakwa. ❗

About the Author:

Craig Freeman, President of Software Systems Company, resides in California with his wife Kathleen and four-year-old son David.

He received a Bachelor of Science degree in finance from Cal State University at Northridge, CA and later became interested in the computer software business. Craig participated in the original Niakwa Basic-2C beta test and virtually every other NPL beta test since then.

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Development Begins With Library Program Charter Members (continued)

the premier edition of the library catalog. In the beginning of the catalog, Niakwa will include a historical description of the library program and Charter. The Niakwa Library Program description will explain why Niakwa developed the program and what its expectations are. Niakwa will also include a list of the Charter Members with a brief description of their companies and the libraries that earned them the honor of Charter Membership status.

That's not all...labeled with the Niakwa Library Program logo, Charter Libraries will be easily recognized, in the premier edition.

NPL Resellers must act now to:

- Receive a coupon for one FREE MS-DOS upgrade to

NPL, Release IV.

- Be recognized as a Charter Member in the premier edition of the library catalog.
- Have your NPL Library labeled with the Niakwa Library Program Logo in the premier edition.

You won't want to forgo this opportunity because, as a Charter Member, you'll play an integral part in the progress of the Niakwa Development Community. NPL Resellers will also realize the potential to generate added revenue through library sales.

Now, it's up to you. Get involved! Be a driving force behind the program to revolutionize the Niakwa Programming Community. Submit your libraries! ❗

Current Product Revisions

The following is a complete list of the current Niakwa Development Environment products and their respective revision numbers as of May 5, 1993. If your version is not current, contact the Niakwa Sales staff for an update.

NOTE: New releases since the last NIAKWANEWS are shown in bold.

PRODUCT NUMBER	PRODUCT NAME	DEVELOPMENT PACKAGE REVISION NUMBER	RUN TIME PACKAGE REVISION NUMBER	REVISION DATE
1A	WANG MS-DOS	2.01.20 3.00.02.00.W	2.01.20 3.00.02.05.W	7/15/88 5/15/89
1A-DEM	WANG MS-DOS Demo	NA	3.00.05.05.W	7/15/88
1A-SCD	WANG MS-DOS SCD	NA	2.00.00	7/15/88
2A+B	IBM MS-DOS	2.01.20 3.20.02.00.I	2.01.20 3.20.02.00.I	7/15/88 10/1/92
2A+B-DEMO	IBM MS-DOS Demo	NA	3.20.02.00.I	10/1/92
2A+B-SCD	IBM MS-DOS SCD	NA	2.00.00	7/15/88
3A	WANG APC XENIX 3 or V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
3A-SCD	WANG APC SCD	NA	2.00.00	7/15/88
4A+B	Novell NetWare	2.01.20 3.20.02.00.I	2.01.20 3.20.02.00.I	7/15/88 10/1/92
5A	ALTOS XENIX 3	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
6C,D,E	DEC MicroVAX	2.01.02	2.01.02	6/15/87
7A+B	SuperDOS	2.01.17 3.20.02.00.S	2.01.17 3.20.02.00.S	5/15/88 9/9/91
8A	Bull XPS-100 - frozen	3.01.03.04.U	3.01.03.04.U	8/1/91
9A	ALTOS 2000 XENIX V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
10A+B	SCO XENIX V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
13A	WANG APC XENIX V	Merged with 3A	NA	NA
15A	ALTOS 600, 1000, 2000	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
16A	ALTOS 400, 500, 700	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
18A+B	SCO System V 386 UNIX	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
19A	Bull DPX/2 - frozen	3.01.03.04.U	3.01.03.04.U	8/1/91
20A+B	INTERACTIVE UNIX	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
21A	NCR TOWER 32 - frozen	3.01.03.04.U	3.01.03.04.U	8/1/91
22A	ALTOS 5000	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
23A+B	AT&T UNIX (Intel)	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
24A+B	MS-Windows/ MS-DOS	3.20.02.00.I	3.21.07.00.N*	3/1/93
24A+B-DEMO	MS-Windows/ MS-DOS Demo	NA	3.21.07.00.N*	3/1/93
25A+B	MS-Windows/ Novell NetWare	3.20.02.00.I	3.21.07.00.N*	3/1/93
26A+B	DOS/386/ MS-DOS	3.20.02.00.I	3.20.15.00.P	10/1/92
27A+B	DOS/386/ Novell NetWare	3.20.02.00.I	3.20.15.00.P	10/1/92
30B	IBM RS/6000	3.20.15.11.U	3.20.15.11.U	8/26/92
102A+B	Replaced by 124A+B			
103A+B**	NDM for Intel UNIX	1.00.12	1.00.13	6/29/92
104A+B	Replaced by 125A+B			
124A+B**	NDM for MS-Windows/ MS-DOS	1.00.12	1.00.18 1.00.04	12/21/92 1/15/92
125A+B**	NDM for MS-Windows/ Novell NetWare	1.00.12	1.00.18 1.00.04	12/21/92 1/15/92
130B**	NDM for the IBM RS/6000	1.00.12	1.00.15	10/30/92
202A+B	IQ for MS-DOS	1.00.00	1.00.00	10/1/92
204A+B	IQ for Novell NetWare	1.00.00	1.00.00	10/1/92

* NPL MS-Windows Update is now available on Niakwa's BBS.

** NDM RunTimes will be shipped (free of charge) until the unsecured version of the NDM Pak is available.

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Niakwa to Support IQ 3.0

We are proud to announce we will soon support Intelligent Query (IQ) 3.0.

IQ, one of Niakwa's Development Tools since December of 1991, allows NPL end-users the flexibility to create ad hoc inquiries and customized reports using Niakwa's Data Manager (NDM).

As you may know, we're currently supporting IQ 1.0 under MS-DOS and Novell Netware only. You may be wondering how we intend to jump from Release 1.0 to Release 3.0. We'd like to explain:

Our Revision 1.0 of IQ is really IQ Revision 2.67.

When we began supporting IQ in December of 1991, we made a few adjustments to the product and added our own documentation. The adjustments ensured 100% compatibility of NPL and IQ.

We called our adjusted version "IQ 1.0" because it was, in effect, the first release of the NPL version of the product.

Now, IQ Software is releasing IQ 3.0 and compatibility adjustments won't be necessary. Therefore, when you purchase IQ 3.0, you'll receive IQ Software's IQ 3.0 documentation, a Niakwa specific addendum, and either the IQ Platform Specific Development package or the RunTime Package.

Now that we've cleared that up, we'd like to tell you all about IQ 3.0.

First of all, with IQ 3.0 we will be adding support for two long awaited platforms - Intel UNIX and IBM RS/6000 (DEC VAX is planned as well, but at a future time).

IQ 3.0, which will be available later this year, provides many new features including:

- New Output Types
- Performance Enhancements
- Report Writer Enhancements
- New Temporary Field Functions
- Additional Features and Functions

Note: Our NDM Utilities will also be upgraded to allow easy conversion of NDM Data Dictionaries to IQ.

IQ now features several new output types.

The label (multiple-up) output provides built in support for producing multiple-up labels. Next, the matrix (cross-tabulation) output allows IQ to automatically produce a completely formatted matrix report. Finally, columnar types of output now include: detail, detail with subtotal, subtotals only, and grand totals only.



IQ performance is significantly enhanced with improved use of sorting keys, search on key, new data dictionary format, and configurable display interval for record counts.

With the addition of several report writer enhancements, such as report writer template, new subheadings and page footing areas, word wrap, and font attributes, users

can now enjoy greater freedom to design custom reports.

The temporary field functions include new menu-driven substring and concatenate functions; PROMPT and MOVE; and INITIALIZE commands.

In addition, the new configuration options include configurable keys and screen labels and simplified and enhanced printer definition.

All of these features and dozens more will be available in IQ 3.0.

IQ 3.0 pricing will be available later this year. However, you can expect your overall cost to be lower because the NDM, required to run IQ, is now sold with non-secured, unlimited use RunTime packages.

For further information on the new NDM Paks, consult Marketing Bulletin No. 47-NA, No. 46-I, or No. 46-S.

As Release 3.0 of IQ draws nearer, Niakwa will mail Marketing Bulletins outlining the upgrade path, pricing, and availability.

Note: Existing IQ customers will be provided an upgrade path to IQ 3.0.

For further information, contact your Niakwa Sales Representative. ☎

Good Bye NDM RunTime Fees

Niakwa bids farewell to the NDM RunTime fees.

Your wish is our command. In March, we took your advice and eliminated the Niakwa Data Manager (NDM) RunTime fees. The motivation behind this decision was simple. We aim to provide quality products at a reasonable price. From your feedback, we ascertained the NDM was a well received Niakwa product although a bit pricey.

To remedy this situation, we've dropped the RunTime fees. The NDM is now available in unsecured, copyable packages (NDM Paks) for a one-time only fee.

The NDM Pak replaces the NDM Starter Kit, NDM Development Package, and NDM RunTime Package and includes the following enhancements:

- No copy protection or user level checks on NDM RunTime Packages.
- New Block Read function to improve performance.
- Support for more than 24 index segments per file (where supported by native ISAM).

- Use of named function when used with Release IV.
- Release III and IV fully supported.

You may purchase one of two types of the NDM Pak - a full NDM Pak if you're a developer new to NDM or an NDM Pak Update if you're currently using NDM, and therefore already have an NDM Starter Kit.

The full NDM Pak includes:

- NDM Development Software
- NDM Development Documentation
- NDM RunTime Software (unsecured/copyable)

The NDM Pak Update includes:

- NDM Update Software
- NDM Update Documentation
- NDM RunTime Software (unsecured/copyable)

The NDM Paks, available to all Niakwa Developers, will be sold on a per developer rather than per company basis. Therefore, your company will need to order one NDM Pak for each developer who intends to use

the product. Manuals and Software will not be sold separately.

To accommodate developers with multiple programmers, we are producing a variety of cost saving packages; an NDM 1-Pak, 2-Pak, and 4-Pak.

You may also purchase the NDM Paks for a single platform or for a group of platforms. The platforms will be grouped in the same manner as NPL Release IV when it becomes available:

- MS-DOS/Novell NetWare/MS-Windows/386/DOS Extender (when available)
- Intel UNIX
- IBM RS/6000

If you currently have an NDM Starter Kit, you will receive a full standard credit for your Starter Kit toward the purchase of a like NDM Pak Update.

To order the NDM Pak, please call or fax your Niakwa Sales Representative. ☎

Niakwa Plans European Passport to Profit Conference

This September Niakwa will provide NPL Resellers the opportunity to explore a host of new Niakwa products at the European Passport to Profit Conference in the historic city of Cologne (Köln), Germany.

The fourth annual European Conference is scheduled to take place at the Excelsior Hotel Ernst in Cologne (Köln), Germany September 13-14, 1993.

During the three day conference, attendees will encounter:

- Release IV, the General Release - Explore the vast array of new features NPL, Release IV introduces.
- Niakwa Library Program - Discover how you can gain added revenue and

simultaneously help build a robust Niakwa Development Environment.

- IBM AS/400 - Delve into new markets with the upcoming NPL/IBM AS/400 port.
- IQ 3.0 - Experience IQ Release 3.0... report writing is now easier than ever.
- DEC VAX 3.20 - Celebrate the long awaited DEC VAX enhancements now available in Revision 3.20.

Join Niakwa in Cologne to examine these topics and many more.

In the meantime, start thinking about the types of routines you could turn into NPL Libraries...money makers. Also, make a list of the libraries you'd like to obtain from the Library Program. While at the conference,

you can give and gain valuable feedback as to which libraries are available and what types of routines are in demand.

In addition, Niakwa will most likely include another "Showcase of Products" since the last one was so successful. Exhibiting your products in the showcase is an excellent way to generate interest and promote sales. If you're interested in being a showcase exhibitor, contact Lesslee Dort, Niakwa's Marketing Manager.

Further details regarding the conference schedule, travel, and lodging will be made available through Marketing Bulletins as the date draws nearer.

Don't delay. Join the excitement...order Release IV, and make your Passport to Profit Conference plans now! ☎

Marketing Bulletin



NORTH AMERICAN

- 47 **March 31, 1993**
Niakwa Eliminates NDM RunTime Fees
- 48 **March 31, 1993**
NPL Release IV - Product Effects
- 49 **April 8, 1993**
Cross Platform Exchanges
- 50 **April 8, 1993**
RunTime Package Exchanges

INTERNATIONAL

- 46 **March 31, 1993**
Niakwa Eliminates NDM RunTime Fees
- 47 **March 31, 1993**
NPL Release IV - Product Effects
- 48 **April 2, 1993**
Niakwa Release IV - International Roadshows
- 49 **April 8, 1993**
Cross Platform Exchanges
- 50 **April 8, 1993**
RunTime Package Exchanges

Marketing Bulletins are mailed to Resellers of NPL. If you are not a Reseller of NPL, but would like to receive a specific Marketing Bulletin, please contact an authorized Niakwa Reseller, or Niakwa directly.

Niakwa Introduces the Cross Platform Exchange

We're pleased to announce the availability of RunTime Package (RTP) exchanges between platforms.

We instituted the cross platform exchange policy, in March, in response to your requests for an end-user oriented upgrade path.

Until now, such an exchange wasn't possible; therefore, the end-user had to purchase an entirely new RTP. We'd like your end-users to know, when changing systems, their initial RTP investment is still working for them.

With that in mind, we're offering a trade-in credit. We believe this policy provides more flexibility and is right in line with our mission to provide true portability and total customer satisfaction. The cross platform exchange policy simply reaffirms our commitment by

providing your end-users the ability to perform logical exchanges at a reasonable price.

In order to make this possible, we're offering a 30% dealer credit on the old language RTP applied toward your purchase of a new language RTP. Your 30% dealer credit is based on the cost of the old language RTP if you were to purchase it new today. Following our suggested pricing, your 30% dealer credit would equate to an end-user discount of nearly 20%.


Although the guidelines to perform a cross platform exchange may differ slightly from those to perform a user level or media size exchange, they're really rather simple.

- We offer a new language RTP provided the old language RTP is returned undamaged with security intact.

- Your RTP trade-in must be at a currently sold release level (or be upgraded at the time of the cross platform exchange).
- We will issue a return merchandise authorization (RMA) number for the return of your old RTP.

Cross platform exchanges will be available for all products except for the following:

- Altos Xenix
- Wang PC
- Wang APC
- SuperDOS

If you have questions or would like to perform a cross platform exchange, please contact your Niakwa Distributor or Niakwa Sales Representative. 

Performing Media Size and User Level RunTime Package Exchanges

In an effort to encourage more flexibility, Niakwa is lowering the service fee associated with media size RTP exchanges. We're not changing the policy; just the price.

Media Size Exchanges

You will now receive a 100% credit on the old RTP plus a reduced service charge for the media size exchange.

Media size exchanges may be made either for an NPL or Niakwa Development Tool RTP. Of course, if your trade-in RTP isn't at a currently sold revision level, you'll need to upgrade it first. Also, you'll receive a return merchandise authorization (RMA) number in order to return the old RTP. However, if the old RTP isn't returned, you will be billed the full amount.

Media size exchanges may be made provided:

- The product type remains the same.
- The RTP trade-in is at a currently sold revision level.
- The user level remains the same.

To encourage more flexibility, Niakwa is lowering the service fee associated with media size RTP exchanges.

Neither the pricing nor the policy for the user level exchanges has changed; however, we'd like you to have a summary of that policy as well.


To encourage more flexibility, Niakwa is lowering the service fee associated with media size RTP exchanges.

User Level Exchanges

The user level exchange includes a 100% credit on the old RTP and a service charge to perform the exchange. As with the media level exchanges, the RTP must be at a currently sold revision level or upgraded at the time of the exchange. An RMA number will also be issued in order for you to return the old RTP. Of course, if the old RTP isn't returned, you'll be billed for the full amount.

User level exchanges may be made provided:

- The product remains the same
- The RTP trade-in is at a currently sold revision level.

Questions or requests for RTP exchanges should be directed toward your Niakwa Distributor or Niakwa Sales Representative. 

Welcome...



Shawn Baker rejoins Niakwa's Research and Development office in Winnipeg, Canada after a seven month stint in the world of big business computer consulting.

He is "thrilled to be back in an R&D environment, especially one with good people and an emphasis on quality."

Shawn graduated from the University of Manitoba in 1984 with a Computer Science Honors degree. Since then, he has worked primarily on IBM PCs programming everything from dBase and C applications to ROM code and device drivers. He also spent four years teaching Computer Science to University students, both in Canada and Australia.

While previously at Niakwa, Shawn's main responsibility was the programming and maintenance of NDM. He also participated in the NPL C port. Since returning to the R&D department, Shawn has primarily been implementing support for NetBIOS.

Shawn is a confirmed bachelor and computer geek. He spends much of his time at home writing MS-Windows programs and listening to loud rock music. He very vaguely remembers what a woman looks like.



Amy Swab joined Niakwa in the beginning of March as a Marketing Associate. She earned her Bachelor of Arts degree in journalism - broadcast news from Northern Illinois University in 1992. To Niakwa, she brings a year-and-a-half of writing experience and tons of enthusiasm.

As a Marketing Associate, she'll assume responsibility for the Niakwa Newsletter, product announcements, and marketing bulletins; therefore, you'll constantly be receiving communications from her.

She says she's also very eager to hear from you, "I'd love to receive letters from NPL Resellers to help me understand their business needs, wants, problems, whatever. I'm constantly looking for customer letters

and quotes to include in our marketing pieces. These types of communications not only help market our products but they promote the resellers' products as well. The way I see it, it's a win, win situation. Besides, I don't like looking at an empty mailbox. So send me letters! Please."



Lucy Nemtsev joined Niakwa in April as a temporary Associate Quality Assurance Analyst and will be very involved in our new products testing. Lucy is

a recent graduate of DePaul University, with a Masters degree in Computer Science. She likes to play chess and tries to teach her two sons to be bilingual. Originally from St. Petersburg, Russia, she and her family will soon be moving from Chicago to Evanston, IL.




Michael Albert joined Niakwa in April as a temporary Product Analyst. His previous work experience includes electronic specialist (U.S. Navy),

programmer (IBM AS/400 and macros), documentation, and testing. He is looking forward to putting his diverse background to work at Niakwa.



Mark Balitsky joined Niakwa's Research and Development office in Winnipeg, Canada in April as an Associate Systems Programmer.

Mark began programming computers ten years ago in high school and presently has a Bachelor of Science degree from Brandon University in computer science. An avid bookworm, he spends much of his spare time reading and plans to pursue a masters degree in the near future. 

Niakwa and NSG Team Up for Orlando Conference

If a trip to Germany for Niakwa's European Conference isn't in your plans, don't worry. Another conference in sunny Orlando, Florida will soon follow.

Niakwa in cooperation with NSG, is planning a three day conference to be held in Orlando, Florida this October 13 - 15.


The conference will be separated into two one-and-a-half day sections.

The first section, hosted by Niakwa, will feature Release IV presentations and technical discussions. Also included in the one-and-a-half day Niakwa portion, will be DEC VAX 3.20 and IBM AS/400 presentations, and future product

development plans.

The second section, hosted by NSG, will feature presentations and round table discussions regarding 4D Release 2.0, the new System 5 application, and new documentation.

If you aren't able to attend the European Passport to Profit Conference, you won't want to miss this. It'll be an opportunity many of you have been waiting for; the chance to learn more about NPL Release IV.


Stay tuned for more information regarding conference plans and registration. 

ASK ANDY

Q: My system, running NPL 3.20, was just upgraded to MS-DOS 6.0 using the DoubleSpace utility. Now, the security fingerprint appears to be missing and the RunTime prompts to insert the GoldKey diskette. Do I need a field-level reset?

A: No. MS-DOS 6.0's DoubleSpace detects the presence of security fingerprints and preserves them on the uncompressed portion of the hard drive. Unfortunately, the RunTime does not easily locate the fingerprint since the uncompressed volume is assigned a different drive letter. To fix this, simply use the NIAKWA_RUNTIME environment variable to point to the drive on which the security is installed, such as "H:". **Note:** This assumes NPL is started from the drive where the \BASIC2C directory is located, and all NPL files are in the \BASIC2C directory. Consult Niakwa Technical Note No. 57 for more details.

Q: I print a lot of reports with my application using the MS-Windows RunTime and print them directly to a printer connected to LPT1. Sometimes, when the printer runs out of paper, or I take the printer off-line, I lose some of the report. Where did it go?

A: The portion of data output to an off-line LPTx port was lost due to a bug in the print handling of the Revision 3.20 MS-Windows RunTime. This affects only output directed to a local port (printing using the MS-Windows Print Manager or a network spooler is not affected). MS-Windows Revision 3.21.07 corrects this problem. RunTime Packages shipped as of March 1, 1993 have the updated revision. An update is available free of charge on the Niakwa BBS, or from Niakwa directly. Refer to Niakwa Technical Note No. 56 for more details. 

BBS Update

This month, we're introducing a new column to keep you apprised of the Niakwa Bulletin Board System's (BBS) progress and new postings. The primary goal of the BBS is to encourage the exchange of information and enhance communications within the Niakwa Development Community. The BBS Update column will keep you up to date with activity on the BBS by documenting changes, updates and additions that have occurred in each conference on the BBS since the last NIAKWANEWS.

Developers Conference

Let this serve notice to all NPL Distributors. This is your stage for information exchange. Express yourself! Looking for ideas on how to interface a specialized routine? Any interesting tips gathering dust in your archives? Got a hardware problem? Drop a line in the developers forum.

Bug Reports Conference

NPL Release III Bug Reports #5, #6 and #7 are now on-line. In addition, Bug Report #1 for the Niakwa Data Manager has been added to the Bug Reports conference. Niakwa will be publishing bug reports on a quarterly basis. New bugs will be appended to the most current bug report until it is officially distributed. For example, Bug Report #7 is now on-line. New bugs will be added to it until it's eventual distribution. Once it is officially distributed, all new bugs will be accumulated on-line into Bug Report #8.

Patches Conference

SCO UNIX System V 3.2.4 console driver patch is now available. Novell NetWare 3.11 security patch files are now on-line. Version 1.12 of NDMUTIL.BS2 is now on-line. SDK I PATCH.TBL is now available. NPL for MS-Windows Revision 3.21.07.00.W is now on-line (RTIWIN.EXE and RTPWIN.EXE).

Tech Notes Conference

Tech Notes 42 through 57 are now available online. All Tech Notes may be downloaded individually. In addition, all Tech Notes are bundled in the file TECHNNOTE.ZIP

SDK Conference

This is a new conference introduced specifically for the support and interaction of all NPL Developers participating in the SDK program. NPL Developers are encouraged to report any SDK I or II problems or just share your thoughts on your SDK experiences.

If you weren't an SDK I participant, it's not too late. SDK II is available now. Take advantage of this program. Acquaint yourself with the new and powerful features of NPL Release IV.

Coming Attractions

We're setting up several levels of NPL Library Conferences to coincide with the impending rollout of NPL, Release IV. These conferences are being developed to assist NPL Developers with the distribution and acquisition of NPL Libraries. Why should you use a library? Simply put, "To avoid re-inventing the proverbial wheel." Why spend valuable development

Continued on page 15, see BBS Update

Technical Notes

- 56 February 26, 1993
NPL MS-Windows Update
- 57 April 23, 1993
MS-DOS 6.0 and NPL

Technical Notes are mailed to Resellers of NPL. If you are not a Reseller of NPL, but would like to receive a specific Technical Notes, please contact an authorized Niakwa Reseller, or Niakwa directly. Tech Notes are available on Niakwa BBS (708) 634-NBBS.

Do You Have a kNack for NIAKWANEWS?

A R S T U W O Q V N X M C E K B D B
H F E A R G I S T C L I U O S B Z I
O Y R E W N Q N O P S E R Y M S D K
L D N O C E S J T C L U C Y A U A K
J D F R T Y O M I C H A E L O P X Q
I O S O F Y F B M I O F Y T M D L L
F T Q U A R T E R L Y I I D C A C Z
S T T U R L W T B L O D N D M T X R
L M F V U T A A M Y B V X O E E I U
I O R Q A D R N I K M O K O D C D U
O D O U B L E S P A C E T A I S T E
U T Z E A M H O R U V D E R A X Z T
F G E G R A M K O B V C D S S A S S
K L N N W M G K J L O P E I I X Z I
B H G N K I L U T V X R T O Z S X Z
C R O S S P L A T F O R M O E A T R
K R L T Y G H O L A M I A M I G O S
J U O N E S A Y P A L A F R A N E S
P O C O S I T R I S A T W K R Q I O

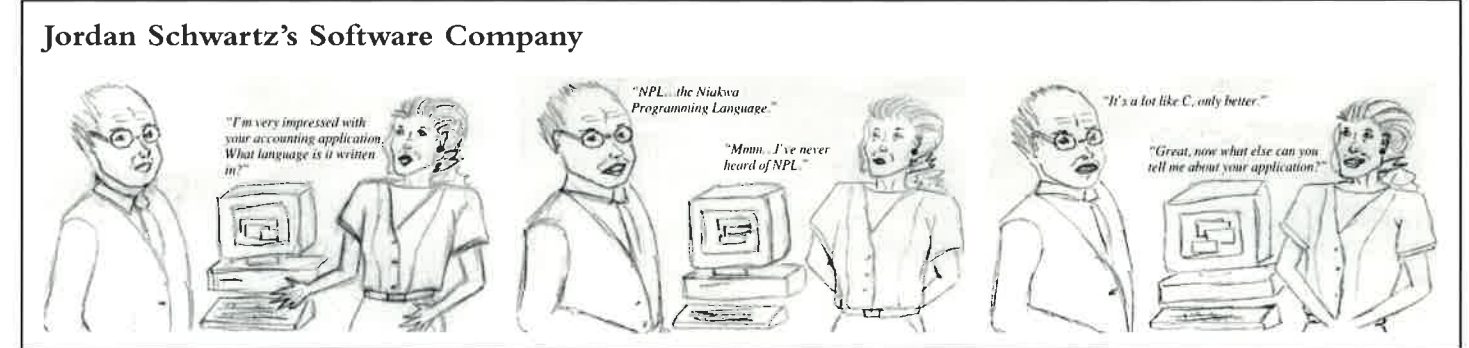
- | | |
|----------------|------------|
| AMY | MEDIA SIZE |
| BBS UPDATE | NDM |
| BETA | NDM PAK |
| COLOGNE | NSG |
| CROSS PLATFORM | QUARTERLY |
| DOUBLE SPACE | SECOND |
| FROZEN | SHAWN |
| SOFTWARE | TEN |
| LUCY | TSI |
| MARK | VEKOMA |
| MICHAEL | |

How well do you remember what you've read? Here is a chance to find out. Below are twenty-one questions about different articles within this issue of NIAKWANEWS. Also included is a list of the answers, in alphabetical order (not question order). Simply fill in the correct answers to each question. When you've finished, go ahead and try the word scramble, too. Each of the twenty-one answers appears in the box of letters you see before you. Good luck, and have fun. You can find the answers on page 7.


Word Search

- If the IBM AS/400 were a company in itself, it would be the _____ largest computer hardware company in the world.
- According to Russ Fairchild of NSG, _____ is your way out.
- Because the Fleet Management market changes so rapidly, Motivity provides software updates as often as _____.
- A typical update and post for order entry, which previously took 30 minutes, NDM now accomplishes in _____ minutes.
- _____ began with accounting applications and now develops software in over a dozen markets.
- NPL Release 3.20 for the DEC VAX is currently in _____ test.
- A _____ product is a product on which further development has been halted.
- With IQ 3.0 you will receive documentation written by _____.
- The _____ replaces the NDM Starter Kit,

- NDM Development Package, and NDM RunTime Package.
- The European Passport to Profit Conference will be held in _____, Germany.
- The _____ exchange will provide your end-user an affordable upgrade path.
- Niakwa has lowered the service fee associated with the _____ RTP exchange.
- _____ Baker recently joined the Niakwa Research and Development department in Winnipeg, Canada.
- _____ Swab is the newest addition to Niakwa's Marketing Department.
- In April, _____ Nemsev joined Niakwa as a temporary Associate Quality Assurance Analyst.
- _____ Albert joined Niakwa's Technical Department as a temporary Product Analyst.
- The newest Associate Systems Programmer in Niakwa's Research and Development office in Winnipeg, Canada is _____ Balitsky.
- Niakwa is teaming up with _____ for a conference in Orlando, FL this October.
- MS-DOS's _____ detects security fingerprints and preserves them on the uncompressed portion of the hard drive.
- This month, Niakwa introduced this new newsletter column _____.
- _____ went from producing agricultural machines to designing exciting amusement attractions.




Obsolete Products Continued from page 8

With NPL, Release IV, we will be making other product changes as well. Our SCO, Interactive, AT&T, and Altos UNIX products will be combined into a single Release IV product for Intel UNIX. SCO XENIX will be renamed and available as a product for Intel XENIX. Please direct your questions regarding frozen or dropped products to the Niakwa Sales Department. 

BBS Update Continued from page 14

time writing a routine that may already exist? These libraries will be easily incorporated into your existing routines and provide the ability to adapt your applications quickly to changing market conditions. We're excited about this conference and looking forward to working with all developers interested in library development. To access the BBS, call 1-708-634-NBBS

(1-708-634-6227). Set your communication parameters to 8 bit, no parity and 1 stop bit. The BBS adjusts automatically to baud rates up to 9600 baud. First time users should login as GUEST and leave a message to the SYSOP requesting a personal login and password. Your personal login and password will be provided to you by fax or phone during normal business hours. 

Vekoma International

Introducing Vekoma International

Vekoma International, located in the Netherlands, was founded in 1925. Originally Vekoma produced agricultural machines, and later on became a steel construction manufacturer. In the seventies, the President of Vekoma, J.H.M. Houben, decided it was time for a change. Since then, Vekoma has been an active and leading participant in the amusement industry offering work to about 160 people. The company has dedicated itself to designing, producing, and installing amusement attractions for amusement parks all over the world. One of their latest projects has been the realization of Thunder Mountain and Phantom Manor at Euro Disney, Paris.

Software History

Throughout the years, computer programs written in the Niakwa Programming Language (NPL) have become an important pillar for Vekoma in designing roller coasters and other attractions.

Starting out in 1977 with a Wang T4 micro computer, the engineering department soon moved on to a WANG

*Niakwa and Vekoma...
dedicated to consistently
offering quality, innovation,
and above all, safety.*

MVP using software to calculate forces which occur when riding a roller coaster. This software, like SPACE, FRAME and PLATE, was developed in Niakwa's NPL



Vekoma's "Tornado" roller coaster in Summerland.

by SCIA bv, Netherlands. As a matter of fact, a large amount of the programs were written by Vekoma employees.

Keeping Current

In the eighties and nineties, it became clear that it would be almost impossible for Vekoma to maintain its position on the world market without automating. Gradually, a local area network was implemented using not only NPL, but also CAD and other office software. At the moment, Vekoma is using a LAN of 60 Compaq workstations and two Compaq Systempro servers. This offers employees the necessary tools to develop roller coasters and other attractions. As you can see, a great deal has changed since Vekoma first used a computer and Niakwa software...but not everything.

The Niakwa Fit

One thing certainly hasn't changed: programs written in the Niakwa Programming Language are still being used. NPL is still a very powerful tool for developing software. Errors are easily traced to their source; error messages are very

clear. Besides this, it's fast, bugs are rare, and the documentation is very complete. Although most employees of Vekoma are not "computer freaks," they have no problems working with the Niakwa software. In short, Vekoma is very pleased

*Designing wild, new roller
coasters with NPL-based
applications.*

with its decision to use Niakwa's Programming Language for developing software and is planning to keep on using it well into the future.

Like Niakwa, Vekoma is dedicated to consistently offering quality, innovation, and above all, safety.

According to Mr. Ulen, Staff Engineer at Vekoma, and Mr. Sipko, System Manager, "We are pleased to say that we can recommend Niakwa's NPL software to everyone who is looking for an easy-to-use and reliable software development environment." 