The MAJOR NEWS

Volume III, Issue 1 • For Operators of The Major BBS • Summer 1992

Promoting Your BBS with Marketing, Advertising, and P.R.

As the system operator of a BBS, you are an entrepreneur. You may not think of yourself as one, but according to the Random House dictionary, an entrepreneur is "a person who organizes, manages and assumes responsibility for a business or other enterprise." It doesn't matter if you operate a BBS that's a "pay-for-play" entertainment system, a communications tool within your corporation, or a non-profit hobbyist board, catering to sports car owners. You're still the person solely responsible for actively marketing and promoting your BBS, and attracting more callers.

Chances are, you've never really thought about those responsibilities; you've been pretty busy as it is approving files, replying to E-mail, and chatting with your users. But in order for your BBS to succeed, you need to have an idea of what your goals are and how to achieve them. A marketing plan will serve that purpose.

I imagine you shudder at the thought. But a marketing plan doesn't have to be a fifty-page, bureaucratic report that's an engraved-in-stone, do-or-die blueprint of marketing procedures. It can be as uncomplicated as a two or three paragraph outline, a *guideline* to marketing, advertising, and/or public relations approaches. It should include your goals, analysis of the market, problems and opportunities, marketing strategies and tactics. This may seem impossible to state in three paragraphs or so, but you don't have to spell out specific details in your plan, only ideas.

Goal Setting

The first step in designing your marketing plan should be to set your goals and decide on a time frame in which to achieve them. Try to make your goals as specific as possible, but keep them realistic and attainable. For example, your goal might be that you want to have "x" number of new user accounts, that last longer than 30 days, by the end of the year. Your object here is not only to attract new users, but to keep them, too.

The next step is analyzing and targeting your market — finding your "niche" as they say. Your market can be as broad or as narrow as you like, but it should focus on the folks you think will be interested in calling your BBS. If you run a technical support system, for example, you'll want your current customers to call, as well as prospective ones, and maybe even employees or the press.

Who is Your Target Market?

Ask yourself some questions about who it is you're targeting: Is your BBS general purpose or special interest? Do you have nationwide access capabilities or is it primarily for locals? Is the BBS directed at kids, businesspeople, or the college crowd? Do you charge for time online or is it free?

With a large target market, you use the "shotgun approach" to marketing. You design ads and promotions to reach a big group of people, and hope that the law of percentages works in your favor.

Segmented marketing narrows down the group somewhat. You can target by locale, by age group, by income level, by occupation... the list of specifics is endless. For example, if your BBS is located in Chicago, you might target people inside Chicago city limits, people inside the (312) area code, or within the four states of Illinois, Wisconsin, Indiana, and Michigan. If you're a retail store, you could target existing customers who have spent over $1000 with your company, but haven't made a purchase within the past twelve months. With a smaller target market, you are taking a chance by promoting to fewer people, but those people may be much more likely to respond than Joe Blow off the street.

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And the Winner Is...

Congratulations to the three winners of the Customer Marketing Survey contest that was kicked-off in the last issue of The Major News. The winners are: Mike Baumann, Debbie Gale, and Steve Marsh. They each have won a $300 gift certificate good towards any purchase of Galacticomm software.

BTW, we got a fantastic response to the survey. Thanks to all of you who responded. For those who made suggestions for future development — we're listening! We want to continue to offer you the best multi-user communications software and hardware in the business, so keep those comments coming in!

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Promoting Your BBS, con't.

Low-Cost Advertising

Promoting your BBS involves both advertising and publicity. You should include both in your promotional strategy. Here are a few ideas for advertising; tactics will be different depending on the type of BBS that you run.

The most direct way to attract BBSers is to reach them on *other* BBSes. Post messages in the forum areas or in the classified listings. Offer free credits if users mention they saw your BBS number posted on another system. Check with the Sysop first, though to see if he objects to "competitive" advertising on his system. Maybe you can persuade him to let you advertise with a credit bartering agreement. Give him some free live time on your system in exchange for advertising space.

BBSes with dial-out capabilities are great advertising vehicles. Users can connect to your BBS through the "host" BBS, without accumulating long distance charges. If your BBS is listed, users can dial-out to your BBS, free-of-charge, to try it out.

If you run a BBS for your company, make sure your employees know about it. Send around memos every few months reminding them about the BBS, explaining how to connect to it, and listing the features you have to offer them. New employees are usually given an information packet which contains details on company policies and benefits available. Prepare a "New Users Kit" for the personnel office to include, to help promote the BBS to new hires.

If your company has a Novell LAN, consider making the BBS accessible to all the nodes. Here at Galacticomm, we use the Advanced LAN Option to connect to the Demo System so that everyone can log on right from their desks. Employee time online has increased, even by non-technical support staff, since we made it more convenient for everyone.

If you run a corporate customer support BBS, see if your company's marketing department can list the BBS number in its advertising. Find out if you can include a "New Users Kit" when products are shipped to customers, and let the sales force know to promote the BBS to existing, as well as prospective customers.

There are a bunch of advertising opportunities for entertainment or special interest BBSes, also. Take advantage of free or low-cost BBS listings in magazines such as *Computer Shopper*, *BBS Callers Digest*, *Online Access*, or *Boardwatch*. There are also BBSes out there that specialize in compiling lists of BBS numbers. Make sure yours is included on those boards, because that's one of the first places enthusiastic users look for new numbers. Authors of books on BBSes and telecomputing (John Dvorak and John Hedtke, to name two) also look for lists of BBS numbers to publish.

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Don't ignore community newspapers or special interest publications, either. Study them for a month or two to see who they're targeting. If there are sections devoted to computer equipment or services, they would be ideal.

There's an old advertiser's maxim that goes something like, "For every twenty-seven ads placed, only nine of them get noticed. And out of those nine, only three are acted upon. From those three that are acted upon, only *one* results in a sale." The moral of the story is: If you're going to run print ads, make sure they run enough times to get noticed.

Flyers and brochures can also give you a lot of mileage. They're relatively inexpensive to design and reproduce and you can distribute them in a wide variety of places. There are four things to keep in mind: they should be typeset, they should be visually appealing, they should be of good print quality, and they should be memorable.

If they're posted in a public place, cut the bottom into "fringes," so that people can take the number with them. Make sure you put the BBS name and number, baud rates, and comm parameters on the fringe.

Pass out coupons that can be redeemed for credits. As a trial offer, have new users sign-up as non-live, and then send in the coupon for some live credits. The free live time may encourage users to become regular, paying contributors.

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701 Stokes Road, Medford, NJ 08055
Richard Paquette, Publisher/Advertising Director
John Carcione, Associate Publisher/Editor
Advertising/Editorial: (609) 953-9110
BBS: (609) 235-5297
Fax: (609) 953-7961
Subscriptions: (800) 822-0437

BBS Press Service, Inc.
8125 SW 21st Street, Topeka, KS 66615
These are the guys who provide the BBS listings for *Computer Shopper*. List your BBS number by registering it on their BBS.
Voice: (913) 478-3157
BBS: (913) 478-3088 or (913) 478-9239

Boardwatch Magazine
5970 South Vivian Street, Littleton, CO 80127
Jack Rickard, Editor
David Hakala, Advertising Sales/Marketing
Advertising/Editorial: (303) 973-6038
BBS: (303) 973-4222
Fax: (303) 986-8754
Subscriptions: (800) 933-6038

Computing Canada Online
#703, 2 Lansing Square
Willowdale, ON, Canada M2J 5A1
Martin Slofstra, Editor
Carmen Girard, Sales Manager
Voice: (416) 497-9562
BBS: (416) 497-5263

Dvorak's Guide to PC Telecommunications
by John C. Dvorak and Nick Anis
c/o PC Magazine, One Park Avenue
New York, NY 10016
Voice: (212) 503-5255

Information Today
Learned Information, Inc.
143 Old Marlton Pike, Medford, NJ 08055
Patricia Lane, Editor
Michael Zarello, Advertising Director
Advertising/Editorial: (609) 654-4888
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2271 North Lincoln Avenue, Chicago, IL 60614
Robert Jordan, Publisher/Advertising Director
Tracy Weisman, Associate Editor
Voice: (312) 935-1400

Using Computer Bulletin Boards
by John V. Hedtke
c/o Management Information Source, Inc
P.O. Box 5277
Portland, OR 97208-5277
Voice: (503) 282-5215

Using MenuMan: Where can you place the cursor?

Have you ever wondered how to put the cursor in a specific place once you've created your ANSI-graphic menu? Many times, the cursor is left at the lower, left-hand corner of the screen. New users may get lost, not knowing exactly where their menu selection will be displayed. They may think that because there's no cursor prompt, maybe there's more to the screen, or they're missing something.

There's an easy solution to this problem. Once you've created your menu, simply bring the menu up using any type of editor like KEdit or QEdit. Next, go to the location where you want to place the cursor. You'll need to input the escape code for a left arrow ("<–" is ASCII code 27). By simply adding a "[s" behind the arrow, your cursor prompt will now be saved at that location. Once you've finished designing your menu, go to the last ASCII code on the screen, and add the escape code for a left arrow again with a "[u" to restore the cursor back to it's original "save" position.

Take a look at the example below. Notice that the cursor is "saved" right behind the colon where the user will input his choice from the menu. The "<-[u" at the end of the menu will place the cursor where you indicated it should be saved.

By adding these two simple codes to your menus, your users will be able to recognize where their keyboard input will appear on the screen.

Anne Skurnick

Example of how your menu might look:

```
<-[31;40m
<-[31;40m
<-[31;40m
<-[31;40m
<-[31;40m
```

```
<-[32mSelect an option or ? for help:<-[s
```

```
<-[0;1m<-[u
```

What your user sees:

```
Select an option or ? for help:__
```

__ = cursor position

GALACTICOMM

4101 S.W. 47th Avenue, Suite 101
Fort Lauderdale, FL 33314

Modem: (305) 583-7808
Fax: (305) 583-7846
Voice: (305) 583-5990

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Technical Editor ..... *Scott J. Brinker*

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Please direct all calls and other correspondence regarding the purchase, service, and support of these products to the companies you bought them from. If you call Galacticomm technical support to report a bug or defect, we may ask you to remove all third-party software from your machine, and then to try to reproduce the problem with software only from Galacticomm.

Public Data Network: BBS Marketing at Work

Targeting the right market, advertising, promotion, and customer service are all key factors in making any BBS successful and profitable. Tony Javoric has done all that and more with the Public Data Network, a 64-line BBS located in Grants Pass, Oregon. Public Data Network (PDN) is a low-cost, multi-line, multi-user system, that offers a little bit of everything to several thousand paying customers.

Javoric realized the importance of attracting a large audience if his BBS was to become profitable. One way to accomplish that was to offer an easy, inexpensive way for users from all over the country to have access to the system. The answer: through an X.25 packet-switched network (see related article on page 16). Public Data Network (PDN) went nationwide with The Major BBS in November of 1988 and now has local access numbers in over 500 cities.

The system is currently operating on a 386-33mhz computer, with 380Mb of hard disk space, several CD-ROM drives, and two modems for local use. Surprisingly, about 5% of the system's total use is local. For a tiny lumber town in the middle of southern Oregon, that's quite a lot. "They don't use the system as much as the national callers, but if we wanted to expand our local availability, we could probably fill up four or five [modem] lines pretty regularly," says Javoric. "The total daily hours of use on the system vary from about a hundred hours on a very slow day to four or five hundred on a normal one."

Javoric chose The Major BBS because he wanted to run at least 32 lines, preferably 64. But the deciding factor was the X.25 capability. "We set up PDN on the X.25 network two years ago and its been running flawlessly ever since," Javoric explains. "The PC XNet™ Card from OST is all the additional hardware we needed."

PDN subscribes to SprintNet, one of the three biggest X.25 carriers in the country. But prudence was Javoric's key to becoming profitable. "We started out with US West's regional network, before we went nationwide. Then we signed a contract to gateway into AT&T's network, and three months ago we negotiated a great deal with SprintNet (formerly TeleNet)... We didn't start off with a full-blown PAD or a 56K connection; we built the system up gradually," he explains.

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Computing Canada Online
#703, 2 Lansing Square
Willowdale, ON, Canada M2J 5A1
Martin Slofstra, Editor
Carmen Girard, Sales Manager
Voice: (416) 497-9562
BBS: (416) 497-5263

Dvorak's Guide to PC Telecommunications
by John C. Dvorak and Nick Anis
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Using Computer Bulletin Boards
by John V. Hedtke
c/o Management Information Source, Inc
P.O. Box 5277
Portland, OR 97208-5277
Voice: (503) 282-5215

Flash Duel

Experience real-time multi-player space combat as up to six players battle across an entire solar system.

Features

-EGA/VGA Graphics (IBM PC or compatible req)
-PC Sound Effects
-Players Can Form Fleets
-Chat During Game Play
-Send Coded Messages To Fleet Members
-Realistic Gravity And Inertia
-Weapons Include Torpedos And Smart Missiles
-Large Battle Area

Call For A Free Demo Disk! (Requires Entertainment Edition)
SYSOP Copy (Registered to your BBS, unlimited copies) $159.00
Single Player Copy (Runs on any BBS, cannot copy) $15.00

JAGware 604 North Main Boerne, TX 78006 VOICE: **(512) 249-8393**

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Consultation services provide you with an alternative to the look and feel other Major BBS's have...

If you have an interest in receiving more information on more specific types of services offered by MagiComm, please indicate so by checking areas of interest from below. Mail or FAX the completed information to MagiComm. See our full page ad on the back cover.

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Hardware additions ____ Other _____
Add me to your mailing list ____

Please supply us with the following information:

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Company Name _____ Work Phone _____
BBS Name _____ Fax Phone _____
Street Address _____
City/State/Zip _____

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Promoting Your BBS, con't.

Business cards are prolific, yet they're seldom thought of as advertising tools. You can get about a thousand business cards printed for under $25. They can be posted on message boards, placed in stores, sent out with letters, and passed out at business meetings or social events. (Always be sure to ask permission from the resident governing body before you do any distribution or promotion in schools, stores or other public areas.)

It's important to keep track of where your new users come from. Tracking helps determine what works and what doesn't. If you've spent $25 on a classified listing, but it hasn't brought in even one new user, your money would probably be better spent elsewhere.

If you're posting flyers with fringes or sending out coupons, code them so that you know where they came from. For example, if you're leaving coupons with different user groups, print them on different colored paper, so you can separate them when they're sent in.

Word-of-Mouth Advertising

As part of your sign-up procedure, ask new users how they heard about your BBS. A popular answer may be "from a friend" or co-worker, etc. That's called word-of-mouth advertising and it's very powerful.

You may remember the shampoo commercial from a few years ago that claimed people raved about their product to others. "You'll tell two friends, and then they'll tell two friends, and so on, and so on, and so on..." This kind of referral will bring many new users to your BBS. Word-of-mouth advertising works the best and costs the least and all it takes is some effort on your part to keep your BBS "referable."

If users compliment you directly, use it to your advantage. Devise "they say" advertising campaigns; collections of favorable comments and quotes from existing customers can encourage and attract new ones.

In addition to paid advertising, start to enhance your publicity efforts as well.

Front Page News

Publicity is the most effective form of promotion your BBS can have. The key to getting publicity is to offer an interesting or unique, yet newsworthy story idea for reporters to write about.

News is a very powerful weapon. Publicity about your business carries with it an inherent credibility. It's certainly seen as more believable than ads written by gushing copywriters. There are drawbacks to publicity, though. You really have limited control over the placement, content and sometimes, even validity of what is published. You can have some control if *you* provide the news in the form of a press release.

A press release should follow a standard format that's preferred by most media. It should be typewritten, double-spaced, and on 8 1/2 x 11 paper. Include the date, your name, and your voice and BBS phone numbers. Also include the date of release ("For Immediate Release," or "For Release On May 1, 1992," etc.) Ideally, it should be kept under one page, but if it does run over to two pages, type "-more-" centered, on the last line of your first page. In the top, left-hand corner of the second page, identify your story with a header that's related to the story, such as "BBS Goes Online." At the end of the page, the symbols "###" or "-30-" should be centered, on the bottom line.

Be sure your press release includes all the relevant facts. You should try to get the *who*, *what*, *where*, *when*, *why*, and *how* into the first paragraph. You only have about ten seconds to catch an editor's attention, so make the first paragraph a kicker. Keep your sentences concise and to the point. Don't use flowery, exaggerated descriptions that make the story read like an ad. Your ten-dollar words and phrases will probably wind up on "the cutting room floor," if the story gets published at all.

Send your press releases out to local newspapers, special interest tabloids, book publishers and even industry magazines. Try to find out the one or two people at each publication who will be most interested in the type of story you're offering. Saturation doesn't always work. Don't feel like you have to send a release about your BBS to the sports, food, and obituary columnists, as well as the computer, business, or feature writers. It's much more effective if you pitch a story to a reporter that you know will be interested, rather than one who will be annoyed that you wasted his time.

Good PR

"Public relations" refers to the communication between your business and the public. Good PR is intended to gain the public's recognition, understanding, and acceptance. PR is ideally a two-way street; you provide information to the public and they provide feedback to you. PR is affected by the way you run your business and how you interact with existing and prospective customers.

When customers deal with a business, they leave with one of three impressions: satisfied, dissatisfied, or indifferent. They react accordingly. Satisfied users may tell two or three people how great your BBS is. Dissatisfied users will probably tell about eight or ten people about their horrible experience. But if you turn a dissatisfied customer around — through your patience and careful attention, make someone who was initially dissatisfied, became satisfied — he's the one who will tell as many people as he can how you solved his problem.

Here are a few things to think about when trying to keep your users happy:

- Technical problems — Most Sysops have experienced a system crash at one time or another, due to flaky hardware, electrical quirks or horror of horrors, software errors. The best thing to do is to correct the problem as soon as possible, and send a message out to your users apologizing for the downtime. This lets them know that you've taken care of the problem and they'll appreciate knowing what's happened.
- Make your presence known — It's beneficial for you to be available online as much as your schedule allows. If the Sysop handle shows up, users know that they can easily chat with you or page you if they have questions or problems. This is really important for new users. They may be new to BBSes in general, and will really benefit from any initial

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Tessier Technologies, Inc.

3600 SOUTH STATE ROAD 7, SUITE 245, MIRAMAR, FLORIDA 33023
Voice: (305) 370-6281 Fax:(305) 476-3786 BBS Demo: (305) 964-6100

The Horse Track (c)

The hottest game on the market with over 30 copies sold in just one month. This game has reported record breaking usage and on the average pays itself off in less then one week. The Horse Track is a full ANSI graphics game with actual horse movement during the race and an announcer for those without ANSI. It comes with a full betting window, top ten list, mini-teleconference, ability to use system credits, keeps track of total bets vs. total winnings and much more. ***C Source Code Included.***

Price ..... $ 150.00

Tournament Chess (c)

The very best chess game on the market with full ANSI graphics and actual piece movement. Up to 500 simultaneous games can be played in this state of the art chess module. Games are stored to hard disk using the Btrieve format. This chess game checks for all illegal moves and uses the real National Chess Federation rating points. Features include list of moves, interactive chat, top ten master players list, flip board, and much much more.
C Source Code Included.

Price ..... $ 75.00

Global Action (c)

One of the most widely used commands on our demo system. Users can kiss, hug, smile, etc. to each other from anywhere on the BBS to anywhere on the BBS. Also comes with the Global Generic Action. Now users will not be limited to just the teleconference for actions and generic actions. Also includes Adult Action words and an adult access flag for each individual user. Actions are added directly online by anyone with a Sysop Access or anyone given Global Action access. ***C Source Included.***

Price ..... $ 50.00

Trivia Forum (c)

The most popular trivia game available for Major BBS owners. Up to 99 different trivia categories each configurable by the Sysop. Sysop options include type of hints, number of hints, credit prizes, adult access, creating & modifying categories, reset of individual category scores, import questions from a text file, and much more. Other features include a top ten list for each category and an overall top ten list. One of the only games that never dies out.
C Source Code Included.

Price ..... $ 189.95

Other software sold by Tessier Technologies, Inc.

Jumble Madness	Card Sharks	Payline
MicroMind	Utilities Plus	BBS Listing
Yahtzee	Log Master	Instant lotto
Vocabulary	Chat on Demand	DelMail
Compress	Login CD	BBS Mods

We also sell the entire Galacticomm Product Line

Full BBS Integration at $25.00 / hour
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☐ Please put me on your mailing list.
☐ Please inform me of any new products.

What can you do with your BBS?

Galacticomm has a very wide target market for The Major BBS. Even as you read this, executives are distributing memos to key employees; salesmen are online with their laptops updating their product pricing; men and women are analyzing the latest news from Wall Street; children everywhere are meeting new people — talking, laughing or playing games with them; and people with visions are starting revolutionary new businesses... all with The Major BBS. As an owner of The Major BBS, you may not be aware of all the people out there, using the same product you do, doing so many diverse things. I thought you might find it interesting to explore some of the ways you can use The Major BBS, and find out how people are doing it...

A customer support system is an application The Major BBS is often used for. It's as easy as setting up different SIGs for different products and letting your customers know what your BBS number is! Customers can call in, day or night, look through the SIGs for information, download updates or bug fixes, post messages asking for help or suggesting changes, or leave E-mail to get one-on-one help. If you'd like to see this kind of support in action, just call into the Galacticomm Demo System. Or, if you need this kind of support for any of your Symantec, Gateway 2000, Central Point Software, Intel, Zeos, AST Research, QMS, Sierra On-Line, or Maxtor products, just call into *their* Major BBS systems. (These are just a few of our customers...)

A corporate, in-house BBS is something that the LAN capability of The Major BBS really caters to. In Level-2 configuration, you can set the number of channels on which to allow non-live users to "zero." No more new users logging on without permission. By logging on at the main console, employee accounts can be created and posted credits so that they can log on. Over the Novell LAN (on direct IPX channels or, if you have the Advanced LAN Option, virtual IPX or SPX channels), employees can log on from their own desks at previously-unheard-of baud rates. Using distribution lists, writing a memo is as easy as typing it up and telling the BBS to distribute it to a select group of people (or even to everyone). By sticking a modem or two next to the LAN card, employees can log on from their home computers or terminals, having the same power they did from the office. If given access, employees can grab files off the LAN, work on them, and then put them back. The possibilities are endless.

A pay-for-play entertainment system is yet another use of The Major BBS. Many years ago, it was the absolute thrill of playing the game Phazuul that drove me to BBSes. Not much of a game-player, I was amazingly entranced by the people I met online Phazuul. It was a world of its own: I talked with these online people, I hugged them, I stole from them, I pushed them from room-to-room — I played the game *with* them. The whole concept of online entertainment is something that has enthralled thousands of people. The Entertainment Edition of The Major BBS has a teleconference that allows users to talk to each other, hug each other, kiss each other, kick each other, and even cry with each other. As Sysop, you can add any actions you would like your users to be able to do. Also in the Entertainment Edition are some games for the users to play, both real-time graphics and text-based games. There are also a ton of games out there by both Galacticomm and third-party developers. Hi-res "Flash" games, super-complex and detailed text adventures, and old favorites like "Battleship" are just a few. Kids love this stuff, and if you call into our for-profit entertainment system, the Isles of Shae, you'll see first-hand that adults love it too! If you charge for online credits, a pay-for-play system can pay for itself and even become a very profitable venture. You can post credits to users that have sent in checks, collect orders for credits online with the Online Shopping Mall, and with 976-BBS, your users are only a phone call away from more time online.

These are only a few of the possible uses of The Major BBS (all I could fit in one article). The best way to illustrate some of these uses is through case studies. These are little profiles of people that are using The Major BBS; some, in truly revolutionary ways. (You'd be amazed at how many great ideas people are dreaming up every day!) You'll find a case study in this newsletter, and a few in the one before it. If you're interested in seeing some other case studies that have been written, just give us a call. If *you're* doing something remarkable with The Major BBS, and you wouldn't mind being the subject of a case study, please give Sheri Robert (Galacticomm's marketing manager, and my wife) a call... I'm sure she'd love to hear from you.

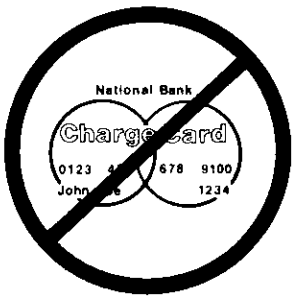
Chris Robert

976-SHAE

"Hi, you have reached the Isles of Shae, thank you for your purchase. Your code number is ... "

This has become a familiar message to my users. It's the middle of the night. One of my users, "Aslan" is really getting into the new game I've installed on the Isles of Shae when suddenly it happens. He runs out of credits. What can he do? Simple, he just picks up the phone, dials 976-SHAE, logs back on the BBS and within a minute has credits posted and continues the game.

It's now possible to make the credit-purchase process easier for systems running The Major BBS. The 976-BBS package allows the Sysop to set up an easy payment system for his bulletin board service. And it works!



On the Isles of Shae, payment traditionally was made either through the mail or in-person. By mail, a user had to write out a check or get a money order, find an envelope, address it, stamp it, seal it, put it in the mailbox, and then wait anywhere from two days to two weeks before credits were posted to his account. In-person delivery of a check or cash was quicker, but not easier, if long distances are involved. While both systems work, neither is very efficient.

With 976-BBS all a user has to do is pick up the telephone, dial a 976- or 900-number and get a redemption code that he uses to instantly post himself credits on the BBS. The charge will appear on his telephone bill. No hassles and he can get the credits when he wants them.

Since we've installed the 976-BBS module on the Isles of Shae, most of our income has been derived through the 976-service. Usage has increased over 100% since the installation of 976-SHAE, and users find it much more convenient than traditional payment methods.

The 976-BBS package includes the software and a voice card that's installed in

Continued on page 23

This here teleconference ain't big enough fer the two of us...

The place goes deadly silent as everyone waits your move. BadClown, the fastest gunslinger this side of a 9600 bps modem, has called you out. You check your items: Colt45, Smith and Wesson, and a shotgun. But you've got a sneakgun in yer boot and you just might be able to drop him before he gets his revolver out. Suddenly, someone busts a chair across BadClown's back and the place goes berserk. Hold on to yer hat, pilgrim, your BBS just erupted into a barroom brawl!

GUNFIGHTER

The rootin'est tootin'est game in town!

A sure-fire hit on any system. Gunfighter is an action-packed game of role-playing in the wild west. Starting off with a couple of guns and some ammo, players can develop improved fighting abilities as they rise the ranks from "Greenhorn" to the lightning fast draw of a "Gunslinger". Best of all, it happens right in teleconference! One minute, the same boring chit-chat, the next, a full fledged brawl. And at just $149, it's a dad-burned bargain!

Infinetwork, P.O. Box 1241, Laurel MD 20725 BBS (301) 498-6183 Voice (301) 498-6352

INFI∞BASE

Process on-line forms on your MajorBBS!

Introducing the most flexible product on the market. InfiBase (*Infinite Database*) the GENERIC database. Features include automatic notification of new posts at logon and a very friendly menu-driven interface that guides your users to topics that interest them. Best of all, its ability to allow for on-line form entry gives it the power and flexibility for a host of application. Implement a Credit Card processor or an Insurance claim handler, you are only limited by your imagination, because InfiBase is NOT APPLICATION SPECIFIC! Implement an on-line jobsearch network, a mail-order catalog, a BBS lister, loan applications, or airline reservations. Anything that can benefit from a structured question and answer form. With a little ingenuity, you can create forms for a wide range of application. Here are just a few:

POWER CLASSIFIED

Is your classified making you money? The problem is that readers must check them constantly, or plow through reams of irrelevant material, so as you know, most don't bother. The solution, an Electronic Classified. Your users are guided through a top-down menu interface, leading them to specific areas of interest. "Automatic notification" tells them at logon if new ads have been placed under topics of interest to them. Combine this with the ability to process an on-line order entry form for the ideal electronic newspaper.

IMPROVED USER REGISTRY

Ask your computer for a date? You build the registry - any way you want! Best of all, you can change the form at any time, without effecting the current entries. Furthermore, you can build a tree-structured search tree (ie, sex, age, interests, etc) to make it easy for your users to find people with similar interests and ideas - and each area can have even it's own unique form! Automatic notification by topic, most recent listed first, and private email responses to posts are all available. Check out the "Personality Profile" on our BBS.

JOB SEARCH DATABASE

Ask your computer for a job! Electronic databases offer employers a cost-effective method for recruiting employees, and offers your BBS a *profit*-effective service to provide. Automatic notification informs users of any new positions open in their area of interest. Form entry can even prompt them each question of an on-line job application!

We invite you to stop by InfiNetwork (301-498-6183 BBS) and explore the capabilities of InfiBase for yourself. When you consider what it would cost to purchase all these features separately, it's the ideal investment at $295. You may never need another MBBS product again.

OTHER PRODUCTS BY INFINETWORK

The Auction Block..... On-line Bidding
RingMasters ..... On-line Boxing
The MajorBBS Jail ..... On-line Beatings

INFINETWORK
P.O. Box 1241
Laurel, MD. 20725

Guide to Third-Party Developers for The Major BBS

Here are the current addresses, phone numbers, and products of many of our third-party developers (TPDs). Inclusion in the list shouldn't be taken as an endorsement or recommendation from Galacticomm, and likewise, an inadvertent omission shouldn't be taken negatively. The products listed may be only some of the add-on products for The Major BBS that the TPD has to offer.

Please contact the developer directly for complete information on products available, shipping and payment policies.

If you are a third-party developer, and have accidentally been omitted from the list or have new product information, please contact Sheri Robert here at Galacticomm, (305) 583-5990, for inclusion in future listings. Note: Boldface, italic type indicates that a third-party developer has placed an advertisement elsewhere in this issue. The Seal of Approval is displayed next to products which have received this award.

Community News Service

Contact: Klaus Dimmler or Stuart Scott
Voice # : 719/579-9120
BBS # : 719/520-5000
Fax # : 719/540-0440
Address: 50 Mobray Court
Colorado Springs, CO 80906

Stocks is a subscription service that's available from Community News. You can arrange to download stock files each day from their BBS which list the close and volume figures for literally hundreds of stocks from all the major exchanges, such as NYSE, NASDAQ, AMEX, and OTC. Price: $25.00/month

Vocabulary is an educational game for The Major BBS. It lets the user choose one of four definitions for a word. A "hint" option gives the player a complete sentence using the word in context. Points are awarded accordingly. The database includes over 2,500 SAT-level vocabulary words. Price: $99.95 (Also available through Tessier Technologies)

CompuTel

Contact : David McCloskey
Address: 610-1701 Kilborn Avenue
Ottawa, ON, Canada, K1H 6M8

The City of Falchon (Forbidden Lands I) is similar to the classic Dungeons and Dragons game. The City of Falchon has an above-ground city with a jail, a bank, stores and dozens of interesting characters. The desert has monsters with mysteries to be solved, and the underground dungeon offers fighting, riddle solving and treasure seeking. Price: $395.00 (Also available through ProStar Software)

Vale of the Grimyre (Forbidden Lands II) is second in the series of the Realm of Forbidden Lands. It follows the theme of Lands I, but has many additional rooms, islands, moons, castles, and monsters. It features a real-time, animated, on-screen map that re-draws itself as monsters and players react. Price: $395.00 (Also available through ProStar Software)

Cool Bear Software

Contact: Joe O'Brien or Scott Gualiardo
Voice # : 714/965-1599
Address: 18627 Brookhurst Avenue
Suite 102
Fountain Valley, CA 92708

Cool Bare Bones is a software development tool for any 'C' programmer. It's designed to help in developing software that's compatible with Galacticomm products. Price: $225.00/year plus $10.00/ per copy royalty.

Cool Bear Talk is an enhancement to the standard teleconferencing module. Price: $145.00

Lords of Death lets players command teams of gladiators in furious arena combat. Price: $179.00

Target is a starship-combat simulation game in space. Price: $145.00

CovyWare

Contact : Jeff Reeder
Voice # : 714/840-7510
BBS # : 714/840-3520 (Arena BBS)
Address: 16458 Bolsa Chica, #15
Huntington Beach, CA 92649

Autoad allows users to create colorful pop-up ANSI ads. The Sysop can configure whether to charge 'x' number of credits per day. Price: $79.00 (Available through ProStar Software)

CrazyWords is a multi-player word game, similar to Scrabble. It supports multiple tables simultaneously, each with custom board layouts. Each board keeps track of high scores. Winners can play-off against each other, and are awarded credit prizes. Full-screen ANSI and ASCII are both supported. Price: $99.00 (Also available through ProStar Software)

The CovyWare Globals Package offers users global, multi-line telegrams, Sysop-written system macros, toggle on/off of "BUSY" status, toggle on/off ANSI, global chatter, and a pop-up calendar that has an alarm clock with a "snooze" feature. Price: $49.00 (Also available through ProStar Software)

The File Archive Viewer lets users "view" the contents of any .ARC or .ZIP file, whether the file is in the File Library or is an attachment to an E-mail or SIG message. It's the perfect enhancement to systems running version 5.2 or earlier of The Major BBS. Price: $79.00 (Also available through ProStar Software)

File Library Statistical Analysis is a "no-source required" utility that provides tons of File Library statistics, such as top uploads and downloads (you can exclude certain LIBs if you want). It runs during midnight clean-up and generates in-depth reports or color graphs. Supports full-screen ANSI, 40-column non-ANSI and 80-column non-ANSI, as well. Price: 79.00 (Also available through ProStar Software)

Number Shuffle is based on the popular children's puzzle of number tile ordering. With ANSI or non-ANSI support, users move tiles around grids, ranging in configuration from 3x3 to 10x10. Each grid has its own high score, and each awards its high scoring credit prize during midnight clean-up. Price: $69.00 (Also available through ProStar Software)

Smashball! is an enhanced "BreakOut"-type game with multiple levels of difficulty. Gremlins can pop in at any time to get in the way of the balls. Up to 200 online Smashball! games can go on at once. It comes with three game configurations; three additional game disks are available, too. New games can be added and configured online. Price: $99.00, game disks are $10.00 each. (Also available through ProStar Software)

Strategic War Games is a "Stratego"-type game for two players. Players' armies fight each other on the battlefield. Full-screen ANSI recommended. Up to 25 games can be played simultaneously; features full tournament rule capability, and top ten scorekeeping. Price: $129.00 (Also available though ProStar Software)

Cyberspace

Contact : Michael Kozicki
Voice # : 616/698-2891 (product support)
Voice # : 616/698-7312 (sales)
BBS # : 616/791-0488 (Cyberspace BBS)
Address: 6675 East Mill Road
Caledonia, MI 49316-9157

Championship Bridge is an online version of the popular card game. It supports its own teleconference area and offers a training/coaching feature that helps novices learn the game. Trainees can whisper with their coach during game play. It supports up to four players and up to four trainees at the same time. Price: $79.00 (Also available through ProStar Software)

Electronic Voice Expression Systems

Contact : Gary Bacchetti
Voice # : 716/823-1277 (after 4pm EST)
BBS # : 716/823-1409
(Link-Line Communications)
Address: P.O. Box 208
West Seneca, NY 14224-0208

Electronic Voice Expression System (EVE) is a customer support "voice" line for Major BBS Sysops. It's a stand-alone module that lets you

offer customer support for your BBS users while you're at work or away from home. Major BBS users call into the system, are assigned an account number, choose their own password, and then leave messages for the Sysop. EVE includes a voice-synthesis card from Talking Technology, Inc., as well as the software module. Price: $595.00 including hardware

Retry™ is a utility to prevent lock-ups resulting from the use of a CD-ROM. With Retry installed, attempts to download a file, (which normally generate the "abort, retry, ignore" message) are now eliminated. Instead, there is a minor pause, followed by an audible, two-beep signal at the main console. Then, instead of the system locking, it remains intact. Price: $19.95 without source code, $29.95 with assembly source

Farwest BBS

Contact : Ren L'Ecuyer
Voice # : 604/381-6462
BBS # : 604/381-3934
Fax # : 604/387-5795
Address : 595 Pandora Avenue, 3rd floor
Victoria, BC, Canada, V8W 3E7

Mjrmail is a message utility that's designed for systems with large numbers of messages. This module allows users on the system to quickscan all new messages and E-mail and place them in a ".QWK" packet. Then users can download the packet and view messages with a Quick Reader that's supplied with the module. Price: $199.00

Othello, is the multi-player implementation of the popular board game "Othello," also known as Reversi or Flipper. Othello sets up its own teleconference area for game play. Any number of games may be in progress at one time and players can save moves for play at a later date. Price: $75.00

Super Disc CD-ROM Manager allows a Sysop to operate as many as 30+ CD-ROM players/discs. Keyword searches can include areas on a ROM disc, an entire ROM disk or every ROM disc on the system. Credit surcharges and access-level restrictions are configurable, as well. Version 5.30 or later of The Major BBS is required. Price: $189.00

Gaiasys

Contact : Bryan Elliot
BBS # : 805/562-8355
Address : P.O. Box 8755
Goleta, CA 93118

MXTRACT is an offline, "no-source required" utility which allows a Sysop to extract messages from either E-mail or the SIG databases. Extracts can be selected by user, SIG, public or private message, etc. Output can be in full message, 4-line header, or 1-line brief header form. This is a shareware product; download it from the Galacticomm Demo System (MAJORBBS LIB) at (305) 583-7808. The registration fee is $40.00.

Hyperlight Software

Contact : Mark Boettcher
Voice # : 503/998-2122
BBS# : 503/998-1945
Address : P.O. Box 25631
Eugene, OR 97402-0458

HyperDate is a complete dating module within the BBS. It features anonymous dating entries by box number, configurable questionnaires, and fast cross-referencing of entries. Price: $209.00

Storyland is similar to the "Never-Ending Story" for The Major BBS. It lets users add to or read chapters in up to ten on-going stories, lists of poems, etc. It has a built-in profanity checker and is totally Sysop-configurable. Price: $79.00

HyperPrize is a random or time-specified contest or announcer. It's Sysop-configurable and can award prizes to random User-IDs. Price: $59.00

SuperWordz! is a one-on-one game where players issue challenges to each other. It has a full in-game chat feature. Price: $99.00

Infinetwork

Contact : Nate Hammond
Voice # : 301/498-6352
BBS # : 301/498-6183
Address : P.O. Box 1241
Laurel, MD 20725

Auction Block can be used for online automotive bidding, real estate auctions, or other bid-oriented applications. Users can set bid closing times ranging from days to hours, starting bids, and automatic notification at logon. Price: CALL

Gunfighter is a teleconference-based, "Wild West" role-playing game. With a couple of guns and some ammo, players can develop improved fighting abilities as they rise from the ranks of "Greenhorn" to "Gunslinger." Price: $149.00

Infi∞Base (Infinite Database) lets the Sysop process online forms. Features include automatic notification of new posts at logon and a menu-driven interface. Can be used as a credit card or insurance claim handler, a job search database... many applications are possible. Price: $295.00

RingMasters is a simulated boxing game for The Major BBS. This game lets a user square off against others in a boxing ring, complete with referee. Other users can enter the game and watch fights in progress. Price: $245.00

The Electronic Classifieds is a menu-driven database that can be used as a keyed database. It features automatic notification to users if any new ads have been placed, selecting them by pre-configured keywords. Price: $295.00

JagWare

Contact : John Gillespie
Voice # : 512/249-8393
Address : 604 North Main
Boerne, TX 78006

Flash Duel is a real-time, multi-player space combat game that supports up to six players inside an entire solar system. It features EGA/VGA graphics on a PC-compatible and PC sound effects. Flash Duel requires the Entertainment Edition of The Major BBS. Price: $159.00/Sysop copy, $15.00/single user copy.

Logicom, Inc.

Contact : Don Arnel
Voice # : 305/476-0883
BBS # : 305/452-8762
Fax # : 305/452-8767
Address : 8245 NW 8th Place
Plantation, FL 33324

Ad Master broadcasts messages to users online at timed intervals. It supports both text and ANSI users and ads can be created and changed online. Price: $69.95.

The Biorhythm Charting Program outputs a 30-day chart on a user's intellectual, physical, and cognitive cycles. It also tells a caller what day of the week he was born and how many days ago it was. Price: $19.95

BladeMaster is a detailed arena combat simulation. It supports full ANSI screens and ANSI music also. This very exciting game pits user vs. monster and user vs. user. It includes an offline editor to create or change weapon, armor, or monster data. Price: $199.00

BloX is a fast-paced arcade style game. Users try to fit the falling shapes together to form solid rows across a chute to score points. Features ANSI graphics and sound effects. Price: $165.00

Bulletin Board Forums provide a powerful, yet simple database to expand your system's current message base capability. The Forums allow anonymous posting, ANSI art capabilities and many other features. Price: $149.95

The Casino is a multi-player card game module which features 5 Card Draw, 5 Card Stud, 7 Card Stud, Jacks or Better, and Blackjack. Players enter through the lounge where they can talk with other players and have drinks, then go into the gambling hall to play. There is a separate table for each game. Price: $185.50

Electronic Fairways lets a user enjoy 18 holes of golf at his or her own pace. The course features many obstacles such as sand traps, ponds, rough area or trees. The game lets the user choose the club size, as well. Price: $29.90

Guess What! is a guessing game where players compete for high scores on the top ten list by guessing hidden words in five categories: words, things, people, places, or phrases. Price: $29.90

Outlink (The Connection) provides dial-out capability for linking into other systems from the host Major BBS. It has a built-in script file for automated logon sequences. It supports both modems and serial port links. Price: $74.95

Sea Battle is similar to the board game "Battleship," but designed for The Major BBS. Sea Battle supports both ANSI and non-ANSI users. It pits player vs. player or player vs. computer. Price: $89.95

Yahtzee is the electronic version of the popular dice game. It uses ANSI graphics to display the dice (for ANSI users) or ASCII text for non-ANSI play. Price: 29.90.

Z-O-R-G-O-N is a multi-player adventure game set on a desolate alien planet. Players compete in a science fiction world of laser beams and robots. It features more than 250 rooms and over 500 commands. Users can even build their own devices within the game. Price: $129.00

M.B. Murdock & Associates

Contact : Mike Murdock
Voice # : 813/545-8050
BBS # : 813/541-5876
Address : P.O.Box 2194
Pinellas Park, FL 34665

The Adventure Writer's Toolkit provides all the base code to interface to The Major BBS and create a shell adventure module which you, the author can customize. Simply define the weapons, maps, special items, and the players' attributes. The Toolkit takes care of managing the databases, the players, the multi-tasking, and the background events. Price: $595.00

The Announcer is a module that announces new features, attractions or special events on your system. Let users know about new games, get-togethers, price changes, or any other exciting news. Price: $30.00 (Also available through ProStar Software)

Dynamic Freebies lets the Sysop adjust the number of non-paying users that logon to the system. Using this add-on, paying users always have line priority over non-paying users, down to the last available phone line. Price: $20.00

Galactic Empire provides the high energy action of a real-time, user vs. user space battle and the strategic challenge of an economic adventure game. Players explore and settle the far reaches of the universe and build empires of their own or seek out other live or non-live players for head-to-head combat. Price: $395.00 (Also available through ProStar Software)

Galactic Raiders has many of the same features as Galactic Empire, but is smaller and requires less data storage. Price: $295.00

Global Magic lets users see the number of credits they have remaining, the amount of time they've used and who else is online from anywhere on the system. Price: $30.00

The Labyrinth is a maze puzzle for users to solve. Mazes can range from simple to complex and can be modified or updated by the Sysop. Maze data is stored in a simple text file; a maze with 100 rooms can be created in just a couple of hours. Price: $55.00 (Also available through ProStar Software)

The Legend of Elyth Gor is a cross between the classic text adventure and a user vs. user battle game. The players are challenged to solve the mystery of the legend to collect treasures and rewards, yet avoid pitfalls, and other less scrupulous players. Price: $395.00

The Mages Inn

Contact : Michael Wiese
Voice # : 402/731-3498
BBS # : 402/734-4748
Address : 4326 South 26th Street
Omaha, NE 68107

Fortune Cookie is a freeware product which displays a saying when a user logs on to the BBS. All source code files are included so Sysops can modify the game as they see fit. You can download this product from the Galacticomm Demo System ("Develop" SIG) at (305) 583-7808.

Userlist is a modification which lets the Sysop look up the information in the USRACC.DAT file and display it on the screen. The software is public domain, but can be registered for $25.00. Registration provides additional code which lets the Sysop specify parameters to search for, for example, "all males over the age of 21, with IBM-compatible systems."

MagiComm, Inc.

Contact : David Beyer
Phone # : 800-247-7086
(orders and information)
Phone # : 407-728-7448
(technical support)
BBS # : 407/951-1900
Fax # : 407/728-7176
Address : 1341 S. Hickory Street
Suite 110-B
Melbourne, FL 32901

Assignment: Wallstreet is an adventure game containing over 300 rooms. Set in a metropolitan area, players can get arrested, visit the park, or ride up and down elevators for fun. Price: CALL

Empire of the Peasants is a war and economics game. Players build empires while protecting themselves from enemies. Multi-player chat is supported, as are many commands for the Sysop. Price: $145.00

Fourmation is a vertical checkers game for The Major BBS. The players try to be the first to get four tiles in a row vertically, horizontally, or diagonally. Multiple games can be played at once, and users can monitor games in progress. Supports ANSI. Price: $89.00

GaltiTrek is a full-screen ANSI space game. Some of the features include multiple weapon systems, planets, starbases, online help and more. Price: $175.00

Major Recall is a memory-challenge game that can be played solo or against others. Match the locations of twelve words in order to gain points. Price: $85.00

Major Scheduler lets the Sysop plan and schedule an unlimited number of events. Events can be added and deleted online, and users are notified via E-mail if matches are accepted, denied or undecided. Price: $55.00

Minimall will allow users to shop while online. Sysops have an online menu for configuration, adding and removing stores, floors, and products. Callers can leave feedback to the Sysop, as well. Price: $99.00

Sub Striker lets your user be in the captain's seat of a nuclear powered attack or ballistic missile sub. Full-screen ANSI support. Price: $165.00

Super Hangman is a game of both luck and skill. In addition to the features of the well known game, it adds a level of educational learning. Players can display the synonym and antonym of the word being guessed. Play against the clock or against other users. Price: $89.00

Telecm allows Sysops to use many of the features of popular terminal programs, while still running the BBS. It supports macros, a 100-entry dialing directory, a built-in system clock and more. Price: $99.00

Tic-Tac is a version of the game of Tic-Tac-Toe for The Major BBS. Users can play against each other or watch others play. Three games can be played simultaneously. Price: $59.00

Tournament Backgammon is the online version of the classic board game. It has an auto-save feature which lets players save their moves over time, and extensive online help. Price: $99.00

MicroCom Communications Service Corp.

Contact : Wayne Magill
Voice # : 714/552-5971
BBS # : 714/639-7725
Fax # : 714/552-7093
Address : P.O. Box 17854
Irvine, CA 92713-7854

The Advertising Package offers full-screen, hook ads (appear when a user enters a module) and user ads (appear when exiting) for use on your BBS. Paying advertisers are placed into an advertisers' index, allowing users to search for them by name and keyword. Price: $187.16

CLR50 clears the module statistical counters, either individually or as a group. Price: $9.77

Color Translator lets your users put foreground color, background color, flashing color, and boxes into their messages. It's Sysop-restrictable by user. Price: $19.34

E-mail Notification lets users know at log-on that they have E-mail remaining in their mailbox, that they have E-mail they haven't read, or that they haven't filled out their registry entry yet. Price: $20.93

Expanded Memory Utilities allow storage of a user's volatile data into expanded memory. The utilities are for use with versions of The Major BBS up to 5.0x. Price: $17.32

MicroLog is a module that records a list of your most recent callers and makes the list avail-

able to users. It notifies the user at logon of their current number of live credits, and call total information, as well as the date, time, and length in minutes of their last call and the total amount of time the user has spent online that day. The "global time" command is included, which gives the user the current date and time, and their time online from any prompt. Price: $18.54

MicroBBS Lister lets users search for BBS listings by phone number, name, baud rate, computer-type supported, or network links using a full-screen ANSI interface. Also has non-ANSI support. Price: $38.87

Micro-Menus allow customization of the Main Menu. A "global jump" command lets users jump from one menu to another. Support for 40- or 80-column menus is included. Price: $61.35

Multi-Action Command Handler lets your users add action commands to the Standard Edition teleconference. Action commands are modifiable online, and allow users to add color to their messages, as well as have their messages echoed back to them. Price: $61.35

Online Yellow Pages lets users search for telephone listings by name or keyword. The data-entry form uses ANSI commands. Price: $36.91

Pseudo DOS Shell lets the Sysop shell to DOS remotely, to execute DOS commands such as copy, delete, and make directory. Price: $38.87

Rodent is a multi-player, interactive game that simulates a network environment in which the goal is to become the top hacker. The game features non-player characters, experience points, advanced-level commands, and is not turn-regulated. Price: $146.38

The System News Module notifies users of news items when they log on. Each news item can contain an expiration date, as well. Price: $36.50

Online Store AG

Contact : Gerald Meier
Voice # : +41/75-20366
BBS# : +41/75-82084
Fax # : +41/75-20367
Address : Stadtle 2, FL-9490 Vaduz
Liechtenstein, Europe

The Major BBS 2-line German Edition includes translated documentation. Price: $119.00

The Major BBS 2-line Spanish Edition includes translated documentation. Price: $119.00

Parallax Development Corp.

Contact : Dan Hanson
Voice # : 403/476-8369
BBS #: 403/449-9199
Fax # : 403/476-8107
Address : #21 Lower Concourse
2016 Sherwood Drive
Sherwood Park, AB,
Canada, T8A 3X3

Executive Billing enhances The Major BBS accounting system. It lets a Sysop bill users by credit card or invoice. It offers valid-number checking for card input, allows processing of gift certificates, and lets users view their credit history. E-mail notifications let users know of low credits, card expiration, or change in account status. Price: $295.00

Dataview is a general purpose statistics and utility package for Major BBS systems. It tracks system usage by line, module, hour, day, week, or month. It displays data in report or graphic form. It's got numerous utilities for viewing user statistics, E-mail and SIG utilities, and several Btrieve utilities. Price: $189.00

The Gateway is a menu and text file handler. You can create and modify menus, as well as assign access levels. Price: $119.00

Infinity Complex is a science fiction/fantasy text adventure game, with player-to-player combat. Price: $400.00

Multi-User Poker is a complete implementation of the popular card game, with ANSI graphics. Multiple players can play at once, using a built-in teleconference. Price: $199.00

Phoenix Resource Technologies

Contact : Willie Meybohm
Voice # : 305/925-1373
BBS # : 305/925-1377 (O.L.G.A. BBS)
Fax # : 305/925-1373 (call first)
Address : 2122 Funston Street
Hollywood, FL 33020-5949

Board Games! is a fully-configurable and easily-modifiable module for The Major BBS which pits users against each other in classic games of skill and strategy like Chess, Checkers, Backgammon, Reversi, Penta, Outwit, Tic-Tac-Toe and many more. Full ANSI and IBM character support, allows game spectators. Price: $249.00 (Developed by Jeffrey Kobal, Psycho Psoftware)

Mystery! is an interactive, multi-user, text adventure game complete with murder and mayhem, suspects and clues, and bad humor. Players look for incriminating evidence, interrogate game characters, and try to solve the murder mystery like private detectives. Price: $99.00 (Developed by Jeffrey Kobal, Psycho Psoftware and Scott Brinker, Galacticomm, Inc.)

ProStar Software, Inc.

Contact : Robert Michnick
Voice # : 206/859-8653
BBS # : 206/941-0317
(ProStar Plus system)
BBS # : 206/351-0561
(BBS for updates and orders)
Fax # : 206/859-8671
Address : 3702 West Valley Highway N
Suite 202
Auburn, WA 98001

Atomic Codeworks Globals are 20 global commands from a list of who's online to detailed statistical screens. They're configurable by both the Sysop and the user. Price: $129.00

Atomic Codeworks-In-A-Note-Kit broadcasts quotes and famous sayings to the users. Price: $35.00

Call Back/Verifier enhances system security. The system calls back a new sign-up for verification. It also limits sign-up hours and number of handles per user (by phone number). Price: $99.00

Credit Manager makes the credit purchase process more convenient. It allows the Sysop to issue credit certificates, demo certificates, and instant credit. Credit Manager also provides credit card management. Price: $149.00

Demopak issues demo certificates which the users can redeem for 'x' amount of credits. Price: $50.00

Flash Farkle is a real-time dice game for up to ten players. It supports EGA/VGA graphics and has an advanced chat feature which allows all ten players to chat and whisper to each other. It requires the Entertainment Edition of The Major BBS, version D or later. Price: $99.00 (Developed by Michael Stanley)

Global Commands Plus is a collection of useful global functions available to the user from almost anywhere on the system. It includes over twenty different functions, such as telegrams and global chat. Price: $99.00

The InterLink System™ allows the BBS to automatically or manually link to other Major BBS systems for conferencing or multi-system game play. Interlink allows whispering across the connection, and "scan" commands to see who is online on the remote systems. It includes Splat! Paintball, a multi-system game module. Price: $149.00

Klondike Solitaire is a rendition of the popular Solitaire game. It allows for ANSI, ASCII, and 40-column versions, a top ten list, and a "save game" feature. Price: $99.00

MenuMan Expander is an add-on utility for owners of the MenuMan Extended Edition. It offers Sysops the capability to have up to 25 menu selections on a page, and has features such as a graphical "tree" of all pages, modules and files, "Menu-Op" capabilities; online editing of all MenuMan pages, modules, and files. Up to 255 security levels and 8 bitflags can be assigned. Price: $99.00 (Developed by Gaiasys.)

MjrFIDO allows the BBS to connect to the FIDO network offering over 250 conferences echoed throughout the world. This product does not require source code and it comes with a shareware front-end mailer program. Price: $150.00 (Developed by Kevin D. Potter)

976-STAR Shareware allows the Sysop to dedicate a channel group to a 976-line, where callers input their User-ID and have credits posted immediately. A $20.00 registration fee offers source code and support.

Notify is an offline mass-mailing utility. It allows the Sysop to mass mail to selected groups of users based on age, sex, credit levels or other configurable parameters. Price: $30.00 (Developed by Kevin D. Potter)

PC Relaynet/MjrUTI allows the BBS to connect to the RIME Network, which supports over 300 conferences echoed throughout the world. This product doesn't require source code and runs outside The Major BBS. Price: $150.00 (Developed by Kevin D. Potter and Kip Compton)

Professional Chess is a user vs. user classic chess game. "Play-by-mail" is automatic, so players don't need to be online at the same time. It can also be played "globally" while in other areas of the BBS. Price: $99.00

Progressive Slots is an animated ANSI or ASCII slot machine to entertain your users. The Sysop can configure the starting pot and amount that the "house" takes. Price: $49.00

The Stripper goes through Major BBS code and removes prf( ) and btuxmt( ) calls and places them into prfmsg( ) calls to save on static space. Price: $30.00

System News lets the Sysop or appointed "editors" write "articles" while online. Let your users know about upcoming events or important announcements as soon as they log on. Users can also go back and re-read particular articles. Price: $79.00 (Developed by Gaiasys)

Telemod lets users edit their own entry and exit messages in the Entertainment Edition teleconference. Price: $20.00

Time Manager provides an accounting alternative to credits. It allows the Sysop to control online time user by user or in selectable groups. Billing can be restricted by calls per day, minutes per call, or minutes per day. Price: $149.00

The Trilogy is a combo package of Time Manager, Credit Manager, and Callback/Verifier. Price: $327.00

Public Data Network

Contact : Tony Javoric
Voice # : 800-788-4565
BBS # : 800-927-9533
Address : P.O.Box 15
Grants Pass, OR 97526

ChatLink! connects your Major BBS system to a centrally-located hub where other Major BBS systems are connected. Then your users can chat with other users from around the country. They can use commands like "scan" and "whisper," action commands, private channels, entry/exit messages — it even has a special ChatLink! registry. Price: $150.00 for the module, $3.00/hour Mon-Fri nights from 6pm-7am and weekends.

Sirius Software Development

Contact : Ronald Struempf
Address : 2555 East Leonora
Mesa, AZ 82513

CD Log-in Utility is an easy-to-configure CD-ROM log-in utility. It has log-in and update modes, and it supports multi-line and extended comments. Price: $79.00 (Also available through Tessier Technologies)

Chat on Demand (COD) lets your users request a chat from anywhere on the system. It supports full ANSI color, private global command execution, and paging. Price: $99.00 (Also available through Tessier Technologies)

COMPRESS compacts the Btrieve databases used by The Major BBS. Price: $59.00 (Also available through Tessier Technologies)

DelMail lets the Sysop delete E-mail or SIG messages to or from a specified user or SIG, or a combination. Price: $25.00 (Also available through Tessier Technologies)

Do-It-Yourself Source Enhancements are sets of instructions for enhancing your BBS' performance. Some of the modifications include letting SIG mail be addressed to a non-valid User-ID for NetMail systems, limiting the number of calls users can make in a day, and allowing anonymous E-mail/SIG message posting These instructions are sold without technical support. Price: $20.00

DOS Shell Emulation supports most internal and external DOS commands such as changing drives, clear screen, set/view system date, print files, rename files, remove subdirectories and more. Price: $59.00 (Also available through Tessier Technologies)

Technical Magic

Contact : Gary Hewett
Voice # : 613/596-4951
BBS # : 613/596-9992
Fax # : 613/596-3304
Address : 26090-62 Robertson Road
Nepean, ON, Canada K2H 9R0

AFLASH is a telecommunications program that offers a multi-gaming environment for the Amiga computer. It offers terminal program features and file transfer capabilities. Major BBS Sysops can contact Technical Magic to receive a demo version of AFLASH. Price: CALL

Tessier Technologies

Contact : Yannick Tessier
Voice # : 305/370-6281
BBS # : 305/964-6100
(High Society BBS)
Fax # : 305/476-3786
Address : 3600 South State Road 7,
Suite #245
Miramar, FL 33023

BBS Listings allows your users to add their favorite BBSes to an online list. A total of 200 BBSes are allowed with names, phone numbers, baud rate, and type of software used. Price: $50.00

Card Sharks is like the TV game show. Players compete for a top ten score. It supports full color ANSI graphics, ASCII, or IBM graphics. Price: $100.00

Chess, Checkers, and Backgammon are classic board games with ASCII and ANSI displays. Allows chat between players, and top ten listings for competition. Price: $185.00

For Membership Systems allows you to charge by the month or by the year. It allows a Sysop to set the number of credits granted daily. It also comes with global commands, and special validation, adult, and invisibility flags. Price: $50.00

Global Actions lets users kiss, hug, smile, etc. to other users from anywhere on the BBS to anywhere else. Also has a generic global action, so that users can create their own statements to go to another specific user. Actions can be added by Sysop or his designee while online. Price: $50.00

Horse Track is an ANSI graphics game that is a real online betting track with fully displayed races. Users can place bets on up to 10 races in advance at a betting window. Price: $150.00

Instant Lotto is a game for users to win live credits. Prizes are configurable. (Note: Check your individual state laws concerning awarding "live" credits.) Price: $50.00

Jumble Madness matches player vs. player in a game of unscrambling letters to form a word. Hints can be given for the first through the fourth letters. Price: $125.00

Las Vegas Casino is a collection of Las Vegas-style games such as Blackjack, Roulette, and Slot Machines. Price: $150.00

The Log Master utility keeps track of the last 1000 callers (configurable) with User-IDs, baud rates, and time logged on and off. Users can globally look up the last 20 callers and search for a User-ID. Price: $50.00

MicroMind Guessing Game is like the classic Mastermind. It allows ten guesses at a four-digit number, and displays a top ten list. Price: $50.00

The Payline allows Major BBS Sysops to define use of 976- or 900- numbers and the quantity of credits to be given. It checks for valid accounts, credits the account, tells the user to call the main number, and then disconnects. Price: $50.00

Tournament Chess supports full ANSI graphics and actual piece movement. Up to 500 simultaneous games can be played with this module. Games are stored using Btrieve. Illegal moves are challenged and the games uses the National Chess Federation rating points. Price: $75.00

Trivia Forum allows users to enter a Teleconference environment where they can chat with other users and also take part an ongoing trivia game. The system will display a question and then the users try to guess the answer while still chatting. Questions can be added directly online. Price: $189.95

Yahtzee is an online version of the popular dice game. Using five die, players try to roll the highest score to compete against each other for a top ten position. Price: $50.00

ProStar Software, Inc.

Leaders in Telecommunications Software and Technology Since 1987

Are You...

Starting your first BBS for fun and profit?
Expanding an existing system?

Are You...

A business looking for a full featured inexpensive customer support system?

Need a mail transfer system with far greater features than other "large" mail services?

Are you ready to enter the rapidly growing exciting telecommunications industry?

ProStar Software is your answer!

We are a leader in the telecommunications industry, offering services on all levels, be it consulting, system design, hardware acquisition or complete ready to run systems using our hardware, software and your supplied copy of The Major BBS. We offer our entire line of hardware and software, plus dozens of high quality third party modules from some of the finest companies in the business including M.B. Murdock, CovyWare, Gaiasys, and many others.

Here is just a small list of our available software for The Major BBS...

GAMES

Progressive Slots	Klondike Solitaire
Forbidden Lands	Flash Farkle
Galactic Raiders	Splat!
Flash Attack	Vale of the Grimyre
Galactic Empire	Strategic Wars
The Labyrinth	Legend of Elyth-Gor

UTILITIES

ArcViewer	RelayNet Mail
Global Monitor	Global Commands
Notify!	MenuMan Expander
MjrFIDO	Dynamic Freebies
InterLink	The Announcer

SYSTEM ENHANCERS

Credit Manager	Time Manager
Trilogy	System News
AutoAd	Callback/Verifier

and MUCH more, Example:

StarGate Plus 8 Cards, 16550 UARTS, Proper Galacticomm style PAL, 1 card per channel group, includes 6' serial cables

ONLY $529.00

Complete integration, setup, on-site training and consulting services are available.

Our complete "plug and go" systems feature the highest quality computer hardware with our exclusive 3 year limited warranty. We are your "One Stop Shop" for all of your third party telecommunications needs. Let us help you design your "dream system".

Call for a FREE 16 page catalog of software products!!

ProStar Software Inc.
3702 West Valley Hwy. N. #202
Auburn, WA 98001
(206) 859-8653 voice • (206) 941-0317 data

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AutoAd - 1888 Reader
Storyland - MARK Leather 503 998-2122

ProStar Software, Inc. proudly introduces.....

The InterLink System™

InterLink Facts and Features

The InterLink System: $149.00 (includes Observation Lounge and GameLink)

- Uses 3 character "Node ID" for link identification

- Automated System Linking
  - bypasses logon routines on InterLink systems
  - hacker security features
  - uses standard dial-up (modem) lines or X.25
  - special Connect-USA function and scripts built-in (contact Connect-USA Inc. for information)
  - built in error correction protocols
  - special "per system" profanity checker

- Timed unattended automated linking
  - connect and disconnect links at pre-set times

- Manual Sysop dial-out feature

- Breaks the 50 module limit. Now you can have up to 150 possible modules.

- Includes **Observation Lounge** ™
  - Full Chat Functions
    - private messages across link
    - colorized text messages using simple "bracket" commands (background, foreground & flashing)
    - scan linked systems or entire links; find out who is on what system
    - private chats across links
    - storable default names for private messages
    - user defined aliases
    - 9 separate channels for link discussions
    - "Channel 0" for viewing of all channels
    - ignore and squelch features for bothersome users
    - play GameLink games from Observation Lounge
    - per channel security features
    - personal user "handle" colors

- Includes **GameLink** ™
  - allows team play across system links
  - realtime action with mapping
  - includes **Splat!** a paintball war game
  - other games to be available upon completion (ex. Sports Book, Risk-type game, Keno)
  - developers kit for designing new GameLink style games

- *MailLink* ™ (optional purchase) $99.00
  - transmission of private e-mail to any MBBS using InterLink
  - realtime, operates in background, no system shutdown
  - compresses mail packet prior to transmission
  - 100% X.25 and Connect USA compatible
  - "crash" mail availability
  - 100% automated, send mail as often as you wish

- *FileLink* (optional purchase) $49.00
  - allows for file transfers across a link
  - fully automated background operation
  - sysop utility only, configurable as to file location

Continued from page 2

Public Data Network, con't.

The system proclaims it has "a small-town attitude with good service." When a new user logs on to Public Data Network, he is greeted with a friendly welcome message. "About half of our business is gained through word of mouth. We're very customer-oriented. If someone buys credits from us, and then has a problem with a download, we're understanding about it. We try to remember that users pay the bills. So, we give them what they're looking for and they provide us with a steady stream of referrals from Prodigy, Delphi, and some of the bigger online services.

"We try to offer a little bit of everything, and what we do offer, we try to have the best of, like the entire PC-SIG library. We have over 50,000 files for all types of computers: IBM, Mac, Amiga, Atari... And the best multi-player games, FIDONet SIGs, and a lot of the third-party software."

Perhaps the most popular feature lately, is ChatLink!, a third-party product developed by Steve Neal and PDN. ChatLink! is a module that connects and links a Major BBS teleconference to a central hub where other Major BBS systems are already connected. Then users from one system can chat with those from another across the country. "We were looking for a way to diversify our business for nationwide access. With ChatLink!, we are actually 'pooling' our users with those on other Major BBS systems, and together creating one large nationwide teleconference."

On top of all that, connect time is inexpensive, compared to CompuServe or Prodigy-type services. Nights (6pm-7am, Monday through Friday) and weekends cost $3.00 an hour and daytime rates are $9.00 an hour.

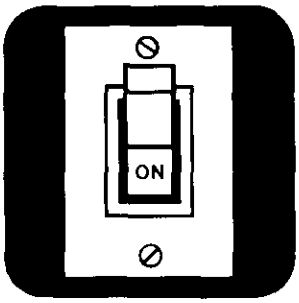
Marketing is a big issue for Javoric. "We advertise in magazines like *Boardwatch*; they're pretty productive for us." Another marketing tool he uses is a toll-free 800 number. By dialing 1-800-927-9533 with a modem, a user can log onto PDN's "Local Telephone Number Directory BBS." This BBS gives new users log on instructions and the local access numbers for their area. It's also a "they say..." ad for Public Data Network. Callers can read a few of the favorable comments that have been made by PDN users.

"Marketing is so important," concludes Javoric. "Without good marketing, its so difficult to make any money, much less break even."

Sheri Robert

What's this packet-switch stuff anyway?

You may already know that Galacticomm is the only company that offers a BBS with direct connection to a packet-switched network, without the expense of a PAD (packet assembler-disassembler). But you may *not* know what the heck a packet-switched network is or what X.25 means.



Bob Stein, author of our X.25 Software Option, explains it very succinctly. He says, "Packet-switched networks are like telephone companies for computers." Telephone systems use a process called circuit switching, which is how data is transferred via voice calls or via modem. As soon as data is entered at one end, it is immediately transferred to the other end. The connection is direct between those two parties (i.e: telephone to telephone, fax to fax, or modem to BBS), and the connection lasts until the two parties disconnect.

On the other hand, packet-switched networks are a type of "message-switching" system. Rather than direct transmission of data, they rely on "store and forward" transmission. A message is sent to a switching center where it's stored and then forwarded to the next switching center closest to its destination. It continues along this path until it reaches its final destination.

The transmission path can accommodate data from many originating circuits (in our case, BBSes), to many destinations, at one time. To do this, the data from each circuit is assembled into a little "packet" (thus, the term "packet-switching"), given the address of its destination circuit, and then sent off into the data stream with packets from other sources. When it reaches its destination, it gets disassembled and sent to the proper circuit. Even though the data is "jumping through hoops," so to speak, the transmission usually remains transparent to the user.

Usually, the hardware and software needed for assembling/disassembling is called — you guessed it — a packet assembler-disassembler, or PAD, for short. Galacticomm's X.25 Software Option, combined with OST's PC XNet card, eliminates the need for an expensive and cumbersome PAD, and lets your BBS integrate data from many sources — X.25 channels, LAN circuits, phone lines, or serial ports — while providing the same interface for the user. No matter how the user is connecting, the part that he sees looks the same. It also allows for better control of sessions.

X.25 is an international packet-switching protocol used by many private and public data networks. It was standardized by the International Telegraph and Telephone Consultative Committee (CCITT) in 1976, to offer a packet-switch protocol which was characterized by its superior error-checking capabilities; so superior, in fact, that it practically ensures error-free transmission. The downfall though, is that it offers less than optimal throughput. This is partially a result of the frequent error-checking; because packets are checked at each station, X.25 slows down their transmission somewhat. The transfer rate of packets is usually limited to 56,000 bps.

As a Sysop, you should really only consider adding X.25 capability in certain cases; for example, if you have a large number of lines and support high volume on your BBS, or if you're located in an area where voice line quality is not up to par, or the lines aren't readily available. The fixed costs involved in establishing X.25 connections may be high; leased-line costs can be much higher than long distance charges. Give us a call here at Galacticomm if you'd like some more information about putting your BBS on a packet-switched network. Or call one of the X.25 network carriers listed below to request more information.

Sheri Robert

AT&T
New Jersey, USA
(908) 221-2000
fax: (908) 221-7304

BT North America
California, USA
(800) 872-7654
(408) 922-0250
fax: (408) 922-7030

CompuServe
Ohio, USA
(800) 848-8990
(614) 457-8600
fax: (614) 457-0348

GE Information Services
Maryland, USA
(301) 340-4000
fax: (301) 340-5390

Infonet
California, USA
(800) 272-8737
(213) 335-2600

Minitel
New York, USA
(914) 694-6266
fax: (914) 694-6477

Sprint International
Virginia, USA
(800) 736-1130
(703) 689-6000
fax: (703) 689-5176

Telecom Canada
Ontario, Canada
(613) 560-3010
fax: (613) 563-9540

News from TPDs

Our third-parties have been up to quite a bit lately — new names, new numbers, new locations, and best of all, new products! (Check out the "Guide to Third-Party Developers" in this issue; it's a handy reference index to all the third-parties that you'll want to keep around.)

There's a new kid on the block... the Sysop of one of the largest Major BBS systems has decided to break into the development business (with at least one product anyway). Tony Javoric (User-ID "Fate" on the Demo System), Sysop of the Public Data Network, has co-developed ChatLink! with Steve Neal, author of Infinity Complex.

ChatLink! is an easy-to-add module that connects your system to a centrally-located "hub" where other Major BBS systems are already connected. It links together teleconferences in such a way that users can actually "whisper" to other users and "scan" channels on the other system. ChatLink! lets your uses have someone to talk to even when your own teleconference is slow. (Great for BBSes in the earlier time zones — let your night owls in New York or Florida chat with the folks over in California, during their "civilized" hours!)

It could become the biggest moneymaker on your system. ChatLink!'s cost stays the same no matter how many users are chatting. So your profit increases exponentially. The module itself sells for $150 and the dial-in charges are just $3 an hour for nights and weekends. We hope to see more products from PDN soon. (See the related article on Public Data Network in this issue.)

Infinetwork has just finished its latest project. According to Nate Hammond (User-ID "Infinet") of Infinetwork, "Auction Block was introduced with the business customer in mind. There's a lot of potential when you consider online automotive bidding, real estate, stock trading, etc. One of our customers is setting up construction contract bidding in London."

Features include the ability for users to set bid closing times ranging from days to hours (driving up bids as others compete not only against each other but also the clock.), starting bids, and automatic notification at logon (of bids on items you put up *or* any new items up for auction.). Also the power of online form processing (a la InfiBase) is available. Contact Nate at (301) 498-6352 for more info.

MagiSoft, Inc. is no longer MagiSoft, Inc. It's now called MagiComm, Inc. and the change in name is just the beginning. Our Florida neighbors to the north are now offering full consultation services, as well as a wide range of add-on products. For owners of "Empire of the Peasants," a new update is now available on the MagiSoft Demo System, (407) 951-1900. They've also produced a demo version of "Backgammon" for you to try before you buy. You can download that from their demo system, too. If you'd like sales info, you can even call on their dime (well, quarter in these here parts). Their toll-free number is (800) 247-7086.

David Beyer (User-ID "Magicomm"), the driving force behind MagiSoft, has been coordinating a Major BBS convention of sorts. The plans are still tentative, but he's looking towards the last weekend in September, (Saturday the 26th and Sunday the 27th) in sunny Melbourne, Florida. He's planning seminars, exhibits from vendors, and of course, there will be plenty of other Sysops there for you to exchange ideas and experiences with. So give David a call if you're interested or want more info. He can be reached at (800) 247-7086.

ProStar Software has just released it's latest 16-page catalog. But keep in touch... Robert Michnick (User-ID "Robertm") has some exciting new products coming soon. "Catalog Manager" is currently beta testing on their updates BBS. For a sneak preview dial (206) 351-0561 with your modem. "MailLink" is almost finished, too. According to Rob, it "will usher in a new era of private and public mail transfers between Major BBS systems, REAL TIME in the background, no system shutdowns. The importer will also allow background opera-

Continued on page 19

Seal of Approval Update

Here is the current list of the third-party products which have received the Galacticomm Seal of Approval. They have proven to be reliable, easy to install and configure, well documented, and compatible with version V5.31 of The Major BBS. The documentation, package design and online user-interface are also excellent.

Galacticomm is proud to award this seal for third-party software that subscribes to the same exacting standards we demand of our own products. We look forward to receiving more exceptional products from all third-party developers in the future. Give us a call here and ask Edward Bush; he can give you details on what benefits the Seal of Approval provides.

Add-On Product	Version	Developer
MjrMail	V1.30	FarWest BBS
Othello	V3.00a	FarWest BBS
Super Disc CD-ROM Manager	V1.00	FarWest BBS
MenuMan Expander	V1.80c	Gaiasys
HyperDate	V2.10	HyperLight Software
StoryLand	V1.00	HyperLight Software
Ringmasters	V1.00	Infinetwork
Ad Master	V2.01	Logicom, Inc.
Biorhythm	V2.00	Logicom, Inc.
Blade Master	V2.90c	Logicom, Inc.
BloX	V1.20	Logicom, Inc.
Bulletin Board Forums	V3.12	Logicom, Inc.
Electronic Fairways	V2.00	Logicom, Inc.
Guess What?	V2.02	Logicom, Inc.
OutLink	V6.00	Logicom, Inc.
Sea Battle	V2.07	Logicom, Inc.
Yahtzee	V3.02	Logicom, Inc.
Zorgon	V2.03	Logicom, Inc.
Data-View	V1.00	Parallax Development Corp.
Executive Billing	V2.00	Parallax Development Corp.
MjrUTI	V3.00	Skip Potter
Board Games!	V2.00	Psycho Psoftware
MicroMind	V2.00	Tessier Technologies

We Spent Over $90,000 To Create PDN's Nationwide Local-call Chat...

Now, ChatLink! Brings Nationwide Chat To You for $150

Stop. Close your eyes. Visualize your BBS as an empty room where people come and go. Suddenly a door materializes where there was none before. The door opens. You hear a faint buzz of conversation wafting in from the space before you. You step through into a vast room similar to your own, yet filled with people from across the country. Over the chatter, you see people busily moving from room to room. Then the clock strikes the hour and the doorway behind you closes, instantly transporting you back to your familiar, quiet room.

A Dream?

It used to be. ChatLink! is an easy to add module for MajorBBS. ChatLink! connects your system to a centrally-located "hub" where other MBBS's from around the country are already connected. Instantly, your BBS becomes a nationwide, full-featured teleconference where users on your system interact with users on all other linked systems.

Zero Learning Curve!

If your users have ever talked in teleconference, they already know how to use ChatLink! Effortlessly use familiar commands like **Scan** and **Whisper**, Action Commands, Private Channels, Entry/Exit Messages; even has a special ChatLink! registry!

ChatLink! will not alter normal teleconference in any way when your system is not linked. Set ChatLink!'s *Scheduler* to link every night, or only on the days and times you configure. And with ChatLink!'s convenient *AutoLinker* your system will link and delink automatically, without requiring your presence.

ChatLink! gives you full control over your teleconference environment. Set a special credit surcharge for those using ChatLink! You can even run ChatLink! out of a SIG channel to restrict access to certain people, such as "live" users.

Link Without Paying Long Distance

ChatLink! systems dial-in to a "hub", Public Data Network's 64-line MajorBBS, using Sprint's Telenet local access numbers. Your entire link cost is just $3/hour for Night/Weekend hours, regardless of the number of users on your system! (Hint: this could be **really** profitable!) Night/Weekend hours are 6pm-7am Mon-Fri and 24 hours on weekends.

"ChatLink! is officially cool!."
Dean Kerl, Sysop
The Garbage Dump

"ChatLink! wins hands down over Interlink on my system."
Joe Boburka, Sysop
CompuLine

"ChatLink! adds a whole new dimension to teleconference. My users love to establish private channels, set their own topics, and invite users from other BBS's over the link."
Tom Rolfson, Sysop
ProLink BBS

With ChatLink! Your Users Stay Up Late!

Teleconference is consistently the 1st or 2nd most popular BBS activity. But your users don't stay on if there's nobody to talk to! ChatLink! ensures a steady supply of new friends for your users to interact with. With ChatLink! the fun goes on all night long!

ChatLink! Makes Teleconference Your Biggest Money-maker!

Since ChatLink!'s cost stays the same regardless of how many users are chatting on your system, your profit increases geometrically!

This graph shows how ChatLink! can turn teleconference into your biggest money-maker while keeping you ahead of the competition. It assumes you charge users $1/hour (could be 50¢ hour normally + 50¢ surcharge during ChatLink!).

But, let's be conservative. Say only 1/2 your lines are in use during ChatLink! Subtract 50% from the figures above and you are still realizing a fantastic additional profit!

Monthly Profit After Link

BBS Size	Hours Linked Each Day 2	4	6	8
5 Lines	$ 60	120	180	240
8 Lines	240	480	720	960
12 Lines	480	960	1440	1920
16 Lines	720	1440	2160	2880
32 Lines	1680	3360	5040	6720

Graph takes into account the line being used to dial-out.

Order Chatlink Today!

ChatLink has been extensively tested with MajorBBS versions 5.11, 5.20, 5.30, and 5.31 and works fine in protected-mode.

Right Now You Can Purchase ChatLink for $150!

For a free demonstration or to purchase your copy of ChatLink, call 1-800-788-4565 voice between 9-4pm Pacific Time, Monday-Friday. Please have your Visa or MasterCard information handy.

Continued from page 5

Promoting Your BBS, con't.

"hand-holding" you can provide around your system.

• Reply to E-mail — Obviously you can't be online 24 hours a day. When you're not, users will leave you messages or E-mail to ask questions or voice opinions. It leaves a very good impression when you reply to messages as soon as possible. Even if you can't solve a problem or answer a question immediately (or at all), letting the user know that you've heard what he's had to say and that you appreciate his comments, will usually help smooth ruffled feathers.

And whatever you do, don't let a compliment slide away unnoticed! If someone has taken the time to commend you, be sure to thank them for it.

• Be active on your system — Don't just log on so that your handle appears, and then go eat Pop-Tarts and watch the Jetsons. Participate in the same features you offer to users. Chat with them in teleconference. Battle against them in interactive games. Match minds with them in chess or trivia contests. Post messages and spark debate in forum areas. If users see that you're taking an interest in the things you offer users, chances are they will too.

• Be open to suggestions — If you provide the things that users want (message forums, theme nights, get-togethers, whatever...) they'll probably get their buddies to participate, too. You could have a "Suggestions" SIG where people routinely post their ideas. This sparks discussion and prompts additional suggestions from others who read the messages. Reward users for ideas that you implement and you're likely to get more.

• Care about your customers — Users respect and admire the "Sysop" handle. I've heard quite a few users boast, "Well I was chatting with the *Sysop* last night, and he said... " (You get the picture.) You should give the same respect and consideration back to them. After all, they are the essence of your business. Without them, you would have a really cool BBS where you could emulate channels and talk to yourself all the time! (If there are any narcissists out there, this is NOT the ideal solution!)

• Be prepared — You need to be ready to handle a sudden influx of callers. After all, with the marketing you'll be doing, you have a lot more new sign-ups. If you have a significant increase of activity over a period of time, have the ability to expand your system to handle the influx.

You don't need to be a marketing or advertising whiz to plan an effective promotional campaign. Read books on marketing and advertising. I'd recommend the *Guerrilla Marketing* books by Jay Conrad Levinson. (Houghton Mifflin Co., Boston) There are three in the series currently, and they are crammed full of creative marketing ideas.

Libraries and colleges occasionally offer small business seminars at little or no cost, to help entrepreneurs learn more about the advertising and marketing processes.

If you see another BBS that's being promoted effectively, don't hesitate to seek help from that Sysop. Even though he may be hesitant to give away his secrets, he'll be flattered that you've noticed his accomplishments. You can also participate in forums on promotion successes and failures; on Galacticomm's Demo System, the "Ads" SIG is where I actively seek feedback on our advertising efforts. It also serves as a discussion area for ideas and suggestions regarding marketing BBSes.

Good luck!

Sheri Robert

Technical Tips: VROOMM and DOS 5.0

Uploads in VROOMM

If you're having difficulty doing uploads, you haven't modified any source code, and you are operating with one megabyte or less of memory, you might need to change Level-2 configuration option, VRMCHE. This option (VROOMM cache) should be set to "NONE":

```
Where should 'VROOMM' overlays
be cached? <NONE>
```

Super Combo and DOS 5.0

If you're having a problem "tuning" the Super Combo on a machine running DOS v.5.0 (i.e: "`unable to determine BIOS type`"), simply remove `DOS=HIGH` from the CONFIG.SYS file, run TUNE as follows, then put `DOS=HIGH` back into the CONFIG.SYS file.

```
tune -x -kmajorbbs.exe
```

Les Bird

Continued from page 17

News From TPDs, con't.

tion of PC RelayNet and MjrFIDO..."

Tessier Technologies has released a new product. "Global Actions" is a new add-on that lets your users hug, kiss, scream or yell, etc. *from* any module *to* any module. It also comes with a global generic action. Updates of "Horse Track" and "Trivia Forum" are now available with source code. Best of all, the prices stayed the same. Leave E-mail to User-ID "Tti" on the Demo System.

BITS AND PIECES... Hyperlight Software has updates out for WORDZ!, HyperDate, and HyperPrize. They have a demo version of HyperDate available for download... Logicom has moved and has new phone numbers — look for them in the Guide to TPDs in this issue... Farwest BBS in Canada just released the Super Disc CD-ROM module; lets you operate up to 30+ CD-ROM players/discs... Parallax Development has its latest and greatest version of Executive Billing just out. Call Dan Hanson at (403) 476-8369 to get the scoop.

Send announcements and press releases to The Major News, c/o Galacticomm, Inc., 4101 SW 47th Ave, Suite 101, Ft. Lauderdale, FL, 33314, Attention: Sheri Robert.

Editing Access in the Remote Sysop Menu

When editing a particular User-ID's access in the Remote Sysop Menu, you select the options you want to assign by typing in the name of the command. You don't have to type the option names in one at a time. You can type two or three option names on a line (as many will fit, each separated by a space), or you can toggle all of the options "on" or "off" at once.

After you enter the User-ID to edit, you are given the message:

```
Option to toggle, X to exit, or ?:
```

If you type "ON" <ENTER> at this prompt, and then re-display the screen ("?") you will see that all of the options have been toggled "ON." The same thing goes for "OFF." This is helpful if you want to give a User-ID access to everything except one or two options like "SHUTDOWN" or "CLEANUP." In that case, you would simply toggle all of the options "ON," and then selectively toggle off the commands you don't want to grant.

Sheri Robert

Software For
The Major BBS

LOGICOM, INC.

Software For
The Major BBS

BLOX

Blox is a fast-paced arcade style game for The Major BBS that requires quick reflexes and the ability to make split-second decisions!

Fit the falling shapes together to form solid rows across the chute and score points. The more rows you complete, the faster the shapes begin to fall!

- *Interrupt driven control for split-second timing.*
- *Arcade-style ANSI graphics.*
- *Sound effects using "BBS Music" escape codes.*
- *High score list keeps track of the top players.*

12K $165.00

Ad Master

Broadcast messages to your users at timed intervals, and in different locations. Supports both TEXT and ANSI users. Ads can be created and changed online. Great for sending those *subliminal* thoughts, or for announcing upcoming activities and specials!

4K $69.95

Sea Battle

An adaption of the popular board game Battleship, **Sea Battle** pits player vs. player in a contest of strategy and skill. Issue a challenge, set up your fleet, man your battle stations, and fire away! *Sink your opponents ships before he sinks yours!*

14K $89.95

Catacombs of Corjian

Available soon..... The ultimate in AD&D adventure!

- *Real-time interaction with other players.*
- *Graphic display of surrounding areas.*
- *3-dimensional movement, including underwater terrain and mountain climbing.*
- *Myriad of treasures, monsters, and other unforeseen traps.*
- *Extensive magic system for spell users!*
- *Common and magical weapons for warriors!*

Pricing unavailable at this time.

Outlink

Project that "Big System" image by creating a bridge to other computers through your system! Supports serial port links, and its own built in script file processing.

8K $74.95

Bulletin Board Forums

The success of any BBS can be measured by the amount of activity in its message base. The **Bulletin Board Forums** are designed to give your system a powerful, yet simple to use, database for writing and reading public messages. Features include: *anonymous posting, ANSI art capabilities, and much more!*

28K $149.95

BladeMaster

A tournament, devised by the King to entertain the people of his court, challenges all comers far and wide to a contest of arms against the minions of the arena!

BladeMaster is an exciting game of combat, AD&D style! Arm yourself at the weapons shop and then choose your opponent from a variety of classes which include: *Champions, Monsters, Creatures, Heros, Sorcerers, Netherbeasts, and many more!*

45K $199.00

Z-O-R-G-O-N

The most elaborate multi-player adventure ever written for The Major BBS! Set far into the future, the game takes place on a desolate alien planet whose previous inhabitants were a much more advanced race than ours. Discover alien technology whose functions are beyond your wildest dreams!

65K $129.00

The Casino

Just like Las Vegas! Card games include: *5 Card Draw, 5 Card Stud, 7 Card Stud, Jacks or Better, and Blackjack.* Up to six players per table. Configurable number of tables, bet minimums and maximums, etc.

23K $185.50

All prices include C source code and a 30-day "no risk" money back guarantee. Free UPS Blue shipping on all prepaid U.S. orders of $100.00 or more. For a free demo of these and other add-ons for The Major BBS, call (305) 452-8762 with your modem, 24 hours a day, 7 days a week. We also provide consultation, customization, and integration services at very reasonable rates. call for details!

VISA | MasterCard | American Express

Voice: (305) 476-0883 FAX: (305) 452-8767

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News from Galacticomm...

Galacticomm has experienced a tremendous growth over the last few years. As we approach our seventh anniversary in July, we'd like to thank you for helping us get to where we are. We'll continue to solicit and act upon your suggestions for improving our products and services, so that we can continue to offer you the best multi-user communications products on the market.

Now a little bit of history... I bet most of you didn't know that Galacticomm first started in Tim Stryker's basement back in July of 1985. We moved into a suite in a Ft. Lauderdale commerce center in November of 1987, with just one employee besides Tim and Christine. When Galacticomm merged with Galactic Innovations in January of 1991, we added on the suite that they had occupied next door. Now, a little over a year later, we've outgrown our britches yet again. Construction and remodeling has just begun on Suite 103, and the marketing and production departments will move over there within a month. (Our neighbors in Suites 104 and 105 are starting to look a little nervous!)

With this increased space, comes room for more staff... more people to take tech support calls, more people to develop new products, and more people to help market them. What better place to look for new Galacticomm family members than within our talented customer base? Here's who we're looking for...

SOFTWARE WIZARDS!

Galacticomm is looking to hire the most brilliant, zealous, mega-talented programmers. Credentials aren't everything. Show us a mind on fire and there's no limit to what that's worth to us. Reliable, clean, efficient code! Mind-boggling productivity! That's what counts. Must be an expert in "C" and MS-DOS and well versed with modems. Expertise with using and operating The Major BBS is a big plus.

ENTHUSIASTIC MARKETING ASSISTANT!

We're seeking an uncommonly productive person with a "grass roots" love of marketing and computers, layout and design, and desktop publishing. You'll work with printers, service bureaus, ad reps, photographers, and mailing houses. You should expect error-free work, not only from yourself, but from your vendors as well. Must be an expert in Quark XPress (on the Mac) and MS-DOS, and proficiency in Adobe Illustrator would be a big plus.

Contact Scott Brinker regarding the engineering position and myself, Sheri Robert, for marketing. You can fax resumes to us here at (305) 583-7846, mail them to Galacticomm, Inc., 4101 SW 47th Avenue, Suite 101, Ft. Lauderdale, FL 33314, or call us at (305) 583-5990. We can't wait to hear from you!

Employee Profile

Earl Morton has the distinction of being Galacticomm's first employee — beside Tim and Christine Stryker, of course. Earl has contributed much more than longevity to Galacticomm's history, though. He's truly served as a "jack-of-all-trades," since September 5, 1988.

He started out as *the* shipping department, then began producing the software and packaging it to be shipped. Now, as Production Foreman, Earl does the majority of the production and testing of Galacticomm hardware. So when you receive a Galacti-Box, you can be assured that its been put through some rigorous "burning in" first.

Recently Earl received a Galacticomm Award for "Consistently Outstanding and Outstandingly Consistent Quality in Electronic Production." This award was presented by Tim Stryker in honor of virtually

99.999% error-free hardware production.

Earl, a native of Nevis, West Indies, met his lovely wife Liz while they were employed by Windjammer Cruises. Soon after they were married, they moved to Tampa, where Earl completed his degree in Computer Engineering. Currently, Earl and Liz reside in Pembroke Pines with their daughter and niece.

President's Corner

Dear Customer,

Running a company like Galacticomm is a constant source of energy and wonder to me. Energy — in that the daily breakthroughs and building of communications bridges between people is inspiring as hell; and wonder — in that all my nights of burning the midnight oil over code on my kitchen table could ever have led to something as widespread and large-scale as this.

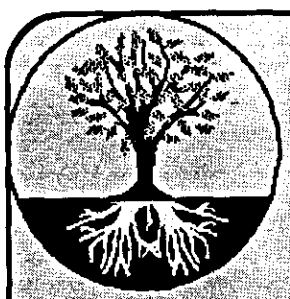
As I write this, the Italian translation of The Major BBS is due in next week (German, Spanish, French, Japanese, Magyar, Swedish, Greek, Finnish, and Dutch translations are already complete). Dozens of U.S. government agencies around the world are using The Major BBS for all sorts of interesting purposes. Hundreds of Fortune-1000 corporations, such as AT&T, TRW, CBS, and MCI have been running our hardware and software, day in and day out, for years now.

What is especially encouraging is that so many companies in the computer and communications industries have chosen our stuff. These people know what's what in the technical arena, and they've chosen Galacticomm again and again as their platform of choice. I'm talking about companies like Gateway 2000, AST Research, Autodesk, QMS, Sierra On-Line, Hewlett-Packard, Prodigy, Intel, ZEOS, Maxtor, Central Point Software, Symantec, EDS, Motorola, Epson America, Texas Instruments, Exec-PC, Ergo Computing, Clarion Software, Logitech, Novell, Fox, and too many more to mention.

It's overwhelming. And I'm deeply grateful to every one of you, our customers, for allowing us to play such a central role in your lives. All I can say is: we'll try to live up to your expectations of us. We've got some great products under development, and we're looking forward to working together with you for many years to come.

Sincerely,

Tim Stryker
President



GAIASYS
is proud to introduce
MXTRACT
For The Major BBS System

MXTRACT is an Offline utility for The Major BBS which allows you to extract messages from either the E-Mail or the SIG Databases.

MXTRACT's Features Include:

Extract messages "TO" a particular user or SIG.
Extract messages "FROM" a particular user.
Extract only messages "FROM" a particular user, TO another particular user/SIG.
Extract only public (SIG) messages, or only private (E-Mail) messages.
Extract only cleared messages, or only uncleared messages.
Extract messages to the screen, or to a standard text file.
The ability to set lower and upper message number boundaries for extraction.
The ability to extract only "new" messages since the last extraction.
An infinite number of new message "placemarkers" can be set.
Output can be in full-message form, in 4-line header form, or in 1-line brief header form.
Messages may be extracted in reverse order (newest --> oldest).
Messages may be sorted by date & time, rather than by message number.
The ability to extract only "message thread bases", useful for generating "topic lists".
You do NOT need to own The Major BBS Source Code to use MXTRACT.

MXTRACT is being released as a *shareware* product. In other words, you may **"Try Before You Buy"**. You may download a complete, working copy of MXTRACT from the Galacticomm Demo BBS System at 305-583-7808. Simply access the "MAJORBBS" File Library, and download "MXTRACT.ZIP". If, after a trial period, you decide to continue using MXTRACT, you will then register MXTRACT with the author for $40.00 (U.S.). Registration instructions are included in the documentation, which can be found in the ZIP file.

Flash News (or News Flash)

Revolutions don't always happen overnight. Sometimes they take a while to build up "grass roots" support. Then one day you wake up, and lo!, a whole new era seems to have arrived.

I woke up to a new era a month ago when I played a few games of Flash SpaceWars with a group of friends. Flash SpaceWars is Les Bird's latest contribution to the world of multi-player graphics action games. Co-authored with Ron Struempf (with credit due Tim Stryker, inventor of the Flash protocol), Flash SpaceWars lets up to ten simultaneous players zoom around a mini-universe in their space ships, blasting away at each other in a battle to the death. *All in the splendor of hi-res EGA/VGA graphics!*

Players can choose can choose from four different flavors of the game, each with a slightly different universe. Some universes have friction, others have a gravitational force emanating from a black hole, and one is just open space. Depending on the properties of a given universe, different strategies may work best. Do you slingshot around a black hole, spraying photon torpedoes in all directions? Or do you glide around in a zero-gravity field, sliding out of danger with maneuvers only possible in a frictionless environment?

At the start of the game, players can choose their ship: a warbird, a heavy cruiser, or a battle cruiser. All ships are armed with lasers and photon torpedoes, and some even have cloaking devices, defensive shields, and/or a hyperspace drive. Each ship suggests a slightly different strategy.

I could rave for a few more paragraphs about some of the great games I've had with Flash SpaceWars, but the best way to find out is to give it a try yourself. There's a copy in the "Flash" SIG on the Galacticomm Demo System (305-583-7808, N81). You can download it and give it a whirl on the Demo System or on your own in "solo" mode. Both joystick and keyboard control are supported.

You can offer Flash SpaceWars to your users if you have the Entertainment Edition of The Major BBS Release H or later. You can purchase a "Sysop" version of Flash SpaceWars for $149. This allows you to give or sell copies of the game to all your users. (They'll only be able to play it on your BBS.)

There are also "Sysop" versions of Flash Maze and Flash Tanks now too. Flash Maze was originally co-authored by Chris Robert and myself (again, with credit due Tim Stryker) in the summer of '90. It used character cell graphics to depict an above-view labyrinth where players used a variety of weapons to hunt each other down. The last player alive won. Les has converted the game to a "Sysop" version which is available for $99. Flash Tanks is a vector-based, hi-res graphics game, developed by Les in 1991. A Sysop copy of it is available for $149.

For more information, give Les or myself a call. Or, log into the Demo System and check out the "Flash" SIG. Have fun...

Scott Brinker

Develop Your Own Flash Games

Interested in designing multi-player, hi-res graphics action games? A Flash Developer's Toolkit is available for *free*. Call Helen here at (305) 583-5990 and give her your name and address. She'll mail you a copy of the Flash Protocol Developers' License Agreement for your signature.

An apology...

We've gotten many letters from our customers overseas concerning the late arrival of the last edition of The Major News. It was mailed from Ft. Lauderdale on December 16, 1991, and it's just now reaching some customers' doorsteps. Please accept our apologies for this.

Our mailing house goofed, and sent the international mail out via "Surface Mail" instead of "Air Mail." (Honestly, I think it would have arrived faster by carrier pigeon.) Rest assured that this kind of performance from our vendors is not customary, nor condoned. We'll do our best to see that *this* issue gets to you in a much more timely fashion!

Sheri Robert

Continued from page 7

976-SHAE, con't.

a separate machine. It doesn't matter what type of computer the voice card is used in; it could be that old XT that's sitting around collecting dust. Even a 10 meg hard drive would be more than enough space for the software and the monitor can stay "off" if you want.

Recording the message takes no more than a hour and installing the offline and online utilities is quick and easy. The offline utility keeps track of all calls received and codes given, so my accounting is a snap. I get a check from the phone company once or twice a month and it far surpasses my cash receipts. I can even change the amount posted to the user's account when the code is redeemed with the BBS's CNF utility. So if my rates change, I can alter the amount of credits posted right away.

Getting a 976- number can be a little more complicated. Telephone company regulations vary from carrier to carrier and depend on local statutes. The initial cost can be high, but on Shae, the investment was recovered within a few months.

For a multi-line entertainment system, the 976-BBS package is an investment that can make quite a difference for you and your users. On the Isles of Shae BBS, we find it an invaluable and necessary feature which has improved the quality of our service to our local users exponentially. The 976-BBS module and voice card is something I strongly recommend to any Sysop who is considering expanding his system.

Edward Bush
Sysop, The Isles of Shae BBS

Editor's Note: Here are some numbers of companies that provide 900- or 976- services. Check with your regional bell operating companies for their rates and policies.

AT&T Multi-Quest
(800) 243-0900

COMTEC
5 High Ridge Park
Stamford, CT 06905
(203) 329-3800

InfoTouch
3000 Zelda Road, Suite F
Montgomery, AL 36106
(800) 239-INFO

Sprint Telemedia
P.O. Box 7910
Shawnee Mission, KS 66207
(800) SELL-900 (735-5900)

MJRMAIL

Price - $199.00

Farwest BBS is pleased to provide its Mjrmail offline messaging utility for the Major BBS. Have you ever called a PC-Board or Wildcat BBS system and wished you could have that nifty "QWK" system you might have seen? If so, then Mjrmail is for you. If you are new to the offline messaging world, then this is the place to start. Users can call your BBS, tell Mjrmail to collect all new E-Mail and SIG messages (that the user has configured in their Quickscan), download a "QWK" file that contains all of the new messages, then read and reply offline at their leisure. When the user has finished with his replies, he calls your system, uploads the replies, and these are then inserted into your message database. There is a wide selection of offline message readers that can be used with Mjrmail such as QMail, QDeluxe, EZ-Reader, Session Manager and more. Mjrmail is compatible with any "QWK" style offline reader. All transfers are done through E-Mail for efficiency (with the File Library Edition protocols such as Zmodem are available). Seamless integration into MBBS 5.10+ (Protected or unprotected mode operations). Mjrmail uses only 20K of memory (work area included).

OTHELLO

Price - $75.00

The Othello module is a multiplayer implementation of the popular board game Othello (also known as Reversi or Flipper). Some of the features of the game are as follows: Games are automatically saved on disk to allow interactive or move-by-move playing. Any number of games can be in progress at one time. They are stored in a database on disk. You can limit the number of games a player can have active at one time. Players can chat amongst themselves while a game is in progress, and onlookers can watch and chat in a game as it is being played. The game is set up much like the standard Teleconference system, with "channels" replaced with "games". This lets users operate in a familiar environment while playing Othello. Othello takes about 16K of memory, plus about 1K for every 4 channels you have defined. Fully compatible with protected mode or unprotected mode operations. Operates in either 40 or 80 column environment, mono or color. Why not check this game out? It is very professional, and has been rated very highly by sysops, programmers, and most of all, the users of many MBBS systems world-wide.

SD ROM

Price - $189.00

The Super Disc CD-ROM Manager module is designed to add an arbitrary number of CD-ROMs to an MBBS system. The module allows for keyword searches on file descriptions which are resident on the hard drives. File downloads are also conducted from hard drives thereby reducing system slow downs by keeping ROM seek times to a minimum. Access to ROM Discs can be restricted based on access to SIGs. Super Disc will work with any CD-ROM that allows files to be copied from the ROM to the hard drive. Super Disc will not function with interactive CD-ROM discs such as an encyclopedia or other information browsers. Super Disc requires MBBS 5.3+, and you must also operate the standard Galacticomm E-Mail module. Super Disc is compatible with protected mode, uses less than 25K of memory and under 3K of static (DGROUP) data space. There is a requirement to develop file listings - specific to your CD-ROM disc. We are pleased to offer a number of these file listings - FREE - from our BBS. Simply give us a call and download the files you may need for your system. As the old television commercial would say "Try it - you'll like it".

Farwest BBS
PO Box 8389
Victoria, B.C,
V8W 3R9
Canada
Voice: 604-381-6462
Data: 604-381-3934

If you are interested in any of our modules, simply write a check for the appropriate amount and mail it to our BBS. We will upload the initial purchase code to your system in an attempt to save time and associated overhead costs. Farwest BBS maintains separate private SIGs for all our modules and this allows you the opportunity to actively provide input in the form of suggestions and general comments. The latest version of the code for each module is always available for downloading from our SIGs at no extra cost to those that have purchased our products.

Go With The Flow: 9600 bps Modems

The number of 9600 bps modem users is on the rise. Thanks to falling prices, these little toys are coming within reach of everybody. These modems have to be set properly in order to work with The Major BBS.

The first thing that should be configured is the RTS/CTS hardware flow control (or hardware handshaking.) This should be enabled via your initialization string. But not all manufacturers use the same "AT" command to enable it. The most common commands are: "\Q3" (Supra modems, MICC modems, and General Datacom, to name a few); "&Q6" (Hayes and a few others) "*F3" for Digicom modems, and of course, the venerable US Robotics with its "&H1&R2" combination.

☞ *Remember, if you're using an external modem, make sure that the serial cable you are using is a "full handshaking" RS-232 cable.*

The second step is to tell the modem to keep the rate constant when it talks to the computer. (Lock the DTE rate.) Luckily, most modems have this set as their default, but some don't. Like the RTS/CTS handshaking, not every modem is set the same way. Some examples of commands are: "\J0" (Supra, MICC, and General Datacom) "*S1" for Digicom modems and "&B1" for US Robotics (All HST models, Courier V32/V32bis and Dual Standards.)

The third step is to lock your baud rate in your channel group definitions. Don't worry about users calling your 9600 bps modem with a 2400 bps modem; RTS/CTS flow control will take care of that.

The last thing may be more difficult. Users calling your board with 9600 bps modems need to be using RTS/CTS hardware flow control, as well. If you've ever had users complain that they can log into your BBS without difficulty, download perfectly at 9600 bps but can't upload to save their life, they probably don't have RTS/CTS enabled on their end. This must be done through the modem's init string, and through their terminal software (if it has this setting.) Crosstalk, Telemate, and Pro Comm Plus all have this capability. If the user has a terminal package with only the options "XON/XOFF" or "NONE" he should choose "NONE," but still set the RTS/CTS via the initialization string.

I hope this helps if you're looking for smooth, error-free 9600 bps operation. The same settings can also be used with 2400 bps modems w/MNP5, or V.42bis. For those, set the baud rate to 4800 if you have MNP5 and to 9600 if you have V.42bis. Locking the baud rates, and using RTS/CTS will help you get maximum performance.

Christopher Kotacka

Superdemocracy BBS

Check out the Superdemocracy BBS (305) 370-9376 for a stimulating exchange of ideas. Some topics currently under discussion are: education, economics, and Campaign '92. It'll get you going.

I'm a real computer-phobe, but I can't stay away from it. It deals with today's social, economic and political issues. People from all over the country are debating the really heavy issues facing us all.

I had always felt pretty helpless regarding most of this stuff until I logged onto the Superdemocracy BBS. Now I don't feel quite so powerless. It's fun and easy and I personally feel much better informed.

Christine Stryker

Editor's Note: Christine is the wife of Tim Stryker and Secretary/Treasurer of Galacticomm, Inc. She currently holds another full-time position as "Chief Engineer" of the four Stryker children.

Modem Initialization String Guide

Over the years, we've tested quite a few different brands of modems. Les Bird and Ron Struempf compiled a list of the initialization strings and configuration information required to use them with The Major BBS. We primarily use this information "in house," but I thought you might find it useful to have as well.

If you're using another brand of modem that you've configured your own init string for, we'd love it if you would post it on the Demo System in the "Inits" SIG. In the "Inits" SIG, you'll find information on all the modems/init strings in this list as well as a bunch of others people have posted.

Scott Brinker

Manufacturer	Brand	Initialization String	Max. Baud	Lock Baud?
Applied Engineering	DataLink Express 2400	ATE0S0=1S2=1Q0V1X1\Q3\J0N3&C1&D2&T5&T	9600	YES
ATI Technologies	2400etc/i	ATE0S0=1S2=1X1&B1&C1&D2&K3&Q6&U1&T5&T	9600	YES
CompuCom	Speedmodem	AT&F2*H2E0S0=1S2=1Q0V1X1&C1&D2S25=2&W	19200	YES
Digicom	9624PC	ATE0S0=1S2=1Q0V1X1&C1&D2*F3*S1	19200	YES
Hayes	2400 Smartmodem	ATE0S0=1S2=1Q0V1X1&C1&D2&T5&T	2400	NO
Hayes	V-Series Ultra Smartmodem	ATE0S0=1S2=1Q0V1X1&C1&D2&Q6&T5&T	38400	YES
Intel	9600EX	ATE0S0=1S2=1Q0V1X1&C1&D2&T5	19200	YES
MICC	9600 V.32/V.42bis	AT&FE0S0=1S2=1X1\N9\Q3&C1&D2	19200	YES
Practical Peripherals	9600SA	ATE0S0=1S2=1Q0V1X1&C1&D2&Q6	38400	YES
Practical Peripherals	PM2400 MNP-5	ATE0S0=1S2=1Q0V1X1\Q3\J0\N3&C1&D2&T5	4800	YES
Supra	2400i	ATE0S0=1S2=1Q0V1X1&C1&D2&T5&T	2400	NO
Supra	2400 Plus	AT&F2E0S0=1S2=1S16=0X1\V2&D2	9600	YES
Telebit	T-1000	ATE0S0=1S2=1X1&C1&D2&T5	19200	YES
Telebit	T-2500 Trailblazer	ATE0S0=1S2=1X3S52=4S58=2S66=1S95=2S131=1	19200	YES
Unisys		ATE0S0=1S2=1X1\Q3\J0\N3&C1&D2&T5&T	19200	YES
U.S. Robotics	Courier HST	ATE0S0=1S2=1Q0V1X1B1&H1&R2&B1	19200	YES
U.S. Robotics	Courier HST Dual Standard	ATE0S0=1S2=1Q0V1X1B0&H1&R2&B1&T	38400	YES
Ven-Tel	9600 Plus	ATE0S0=1S2=1X1&C1&D2\N3\Q3&T5&T	38400	YES
Xecom	XE2400MNP	ATE0S0=1S2=1Q0V1X1\N3&C1&D2&T5&T	2400	NO

NEW!

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Executive Billing is a MajorBBS module which can totally change the way you run your system. Subscriptions allow you to change from an hourly payment scheme to monthly, weekly, or combinations of hourly and monthly charges. With coupons you can design promotional campaigns and sell access to your system through local stores. And even if you don't charge for system time, Executive Billing's report options can help you optimize your sstem and **save money!** User features like global commands and usage records make your system look more professional. Below is a list of some of the features you'll find in Executive Billing:

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Increase Your Usage In 4 Easy Steps

STEP 1: HYPERDATE $209.00
The complete dating module for The Major BBS! A "super-registry" with anonymous box numbers, private E-mail and multiple questionnaires all fully configurable by the Sysop! A KILLER PERFORMER on dozens of Major BBSes worldwide!

STEP 2: STORYLAND $79.00
The "Never-Ending Story" for The Major BBS. This allows users to add to read chapters in up to ten stories, lists of poems, etc. This module gets non-stop usage on all installations. Built-in profanity checker; totally Sysop-configurable.

STEP 3: HYPERPRIZE $59.00
A random or time-specified contest or general announcer. Can be set to offer prizes to random User IDs. Sysop sets prizes and announcements.

STEP 4: SUPERWORDZ! $99.00
Battle-Hangman with a vengeance! Players issues challenges to others in this one-on-one game. Full in-game chat. Weekly credit prizes.

Hyperlight Software
Software for The Major BBS

P.O. Box 25631 Eugene, Oregon 97402, voice (503) 998-2122, BBS (503) 998-1945
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Your Applications Online in Days

Building and running online application systems is *our* business! We're The Business BBS, a service bureau offering online system operations / maintenance and application integration services.

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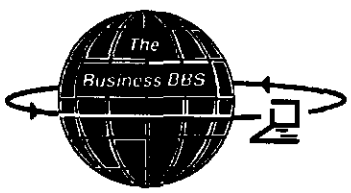

The Business BBS

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Los Angeles, CA 90064-3195
(310) 477-0593 fax: (310) 477-9475

MagiComm, Inc. Software Depot

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Empire of the Peasants

is the ultimate in war and economics games. Build your empire while protecting yourself from your foes. Your users can hang out in the 'pub' and chat with one another. Many SYSOP features supported. $145

Tournament Backgammon

is the newest full screen ANSI game from MagiComm. Multiple games can be played at one time. A powerful save option allows you to play over an extended period of time. Chat with other players in a full screen ANSI chat window! Your system hours are going to make a LEAP with this game! $99

GaltiTrek

is a full screen ANSI space game. Some of the features of GaltiTrek include: multiple weapon systems, planets, starbases, a good and bad race of synthoid players, extensive online help, and much more! $175

Assignment: Wallstreet

contains over 300 rooms! This is our largest game EVER! While exploring the city, attempt to gain wealth and knowledge. Trying to stay alive and out of trouble will prove to be harder than it sounds! Get arrested, visit the park, catch a quick snack, or ride up and down the elevator of a large building for fun! If you have users who like a challenge, love to have fun, and enjoy games of economics and adventure then Assignment: Wallstreet is for you! $CALL

Fourmation

brings the excitement of vertical checkers to The Major BBS. Be the first to get (4) tiles in a row either vertically, horizontally, or diagonally and you will be the winner! Multiple games can be played at once! A watch mode allows users to monitor games in progress. Keeps score and stats! Don't miss out on this fine game! $89

Major Recall

requires a user to act fast, and to be able to remember information quickly! Play against yourself or against others! If your users like a REAL challenge, you won't want to pass up this great game! Twelve different word combinations must be recalled in order to gain points! A scoreboard is kept to promote competition! $85

Super Hangman

is a game of both luck and skill. Following the rules of the traditional game, Super Hangman blends in a level of educational learning. Players can display the antonym and synonym of the word being guessed. Play not only against the clock but also other users! Think fast or be hung! $89

Tic-Tac

is modeled after the classic game of Tic-Tac-Toe. Tic-Tac allows your users to play a game with one another or watch others play. Users can chat with other users on the same 'game channel'. Up to three games can be played simultaneously. A scoreboard is maintained to help encourage competition and contests. $59

Sub Striker

puts you in the captain's seat of a nuclear powered attack or ballistic missile sub. Careful planning of strategic moves is the only thing that will keep you alive. Full screen ANSI support. The addiction will keep your users coming back again and again! $165

Minimall

is designed to allow users to quickly and easily shop while online a Major BBS. The Minimall offers flexibility when users are looking for products to buy. Sysops will appreciate the online menu for configuring, adding, and removing stores, floors, and products. Special functions allow the Sysop and store owners to read comments left by customers! $99

Telecm

is a full featured terminal emulation program designed to be used at the main console of your Major BBS. Some of the fantastic features of Telecm are: full ANSI/ASCII support, a dialing directory of up to 100 numbers, special menus for retrieving advanced information on dialing directory entries such as sysop name, password, notes, number of calls made, etc. - baud rate support up to 19,200 for outdial, full remote access to all Telecm functions, single key menu driven access to functions, and ten programmable macro keys. $99

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