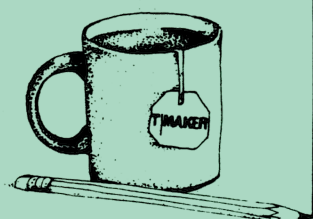


# T MUG

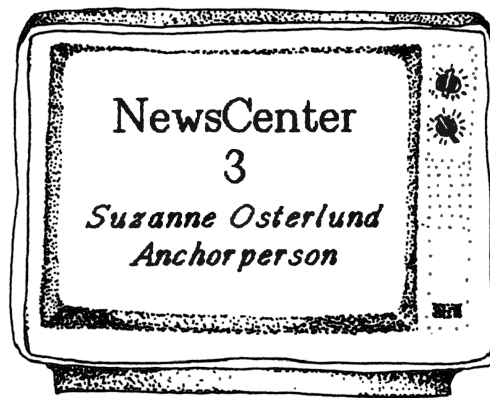
T/MAKER USER'S GROUP NEWSLETTER  
VOLUME 3, NUMBER 3, MAY/JUNE 1984

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## USERS UNITE

How many times have you been working at your terminal and suddenly discovered something marvelous about T/Maker. Happens all the time, right? You longed to share your findings with another person, but alas, unless that person is well-versed in T/Maker software, they would not appreciate your newfound accomplishment. Wouldn't it be nice for you to share your triumphs as well as your problems with other T/Maker users.

We can put you in touch with T/Maker users in your area if you are interested in forming a user's group. Send us your name, address, telephone number, T/Maker version and type of machine you run it on. Tell us a specialty you have, maybe a particular aspect of T/Maker that you are fairly proficient at and/or a part of the program you could use help with. We will direct you to the users nearest you. If your use with T/Maker centers on one thing such as accounting, include this in your letter.

## RADIO SHACK TO CARRY T/MAKER

Our big announcement this month is the distribution agreement signed with Tandy to carry T/Maker under the Express Order Software Program. This deal will make T/Maker available to Tandy 2000 and TRS Model 4 (with CP/M) owners directly through the 1,200 Radio Shack stores throughout the U.S. Thanks Royall

## REVIEWS

Yes, we know it's pretty boring by now to have to read how your software program is so superior over other integrated packages, but we just can't hold back our adoring fans.

This reviewer wrote an article for *PC* magazine which appears in the April 17, 1984 issue (pp. 207 - 11). Frank J. Derfler in *PC*'s cover story, "Prepare To Meet Your T/Maker III", says this about T/Maker:

*About the spreadsheet -- These powerful functions make T/Maker III a useful program in many disciplines. Laboratory and statistical reports can be produced as easily as business reports. . . . (p. 209, Vol.3, No.7).*

---

About the word processor -- *As a word processor, T/Maker III flaunts its flexibility. . . .* (p. 208).

About list processing -- *. . . T/Maker III contains some very flexible searching, sorting, and formatting tools. They are as easy to use as those found in 1-2-3 or dedicated database management programs.* (p. 210).

*User's Guide* (Vol.2, No.7, February 1984) includes an extensive tutorial of T/Maker III. "T/Maker III: Integrated Text Processor and Table Maker" by Tony Bove and Cheryl Rhodes includes such topics as "Quick Steps to Prepare a Report," "Tracking Responses with a Transaction Log," and a comparison to WordStar. Through nineteen full pages (pp. 30-49), Bove and Rhodes show examples ranging from the simple task of computing a list of Christmas gift costs to the complex job of creating a weekly subscriber-response summary table. Below, are some closing comments of Bove and Rhodes'.

*For overall performance we judge T/Maker III to be an excellent package. T/Maker III does find and substitute operations faster than most word processing programs, and its macro facility is one of the easiest and most flexible. . . . You need not know everything to use T/Maker, and its a nice word processing and table making environment you can grow in experience with.* (p. 47).

*Online Today* includes "T/Maker III: A Multi-Purpose Software Package" by James H. Green in the Volume 3, Number 3, March 1984 issue (pp. 46-47). Following is a quote:

*[T/Maker's] outstanding feature is the way functions are driven from the same command line and easily integrated. For example, a table created with its spreadsheet can be merged easily with word-processor text, and sorted and tallied by the file manager. Many other programs accomplish this only with difficulty or not at all.* (p. 46).

## T/MAKER MAKES STARS

The T/Maker "family" itself received some good press in the Business Monday section of the San Jose Mercury newspaper May 7th. The feature-length story resulted in a deluge of calls from people trying to sell us things and from old friends we haven't seen since high school.





### CLICKART BEGINS SHIPMENT

In a 180 degree digression from (as Chairman Peter Roizen says) "everything T/Maker stands for -- quality programming, not high pizazz, but productivity software," T/Maker Company has begun shipment on a new line of software. Known as ClickArt, it's a set of graphic images for use on the Apple Macintosh computer. The images can be used with MacPaint and MacWrite files, and they range from useful symbols, arrows, and borders to full portraits of Einstein, Boy George, and Michelangelo's David (shown in this issue garbed for a day in Malibu). It is priced at \$49.95, and includes over 100 images.

As one of very few companies actually shipping software for the Macintosh, we were invited to demonstrate ClickArt in the Macintosh Developers' Showcase at the Apple IIc introduction in San Francisco. Apple spent \$250,000 to put on the event, and we thought it was real nice of them to schedule it on the same day we introduced ClickArt. Both ClickArt and the IIc enjoyed tremendous response.

### MORE THAN ONE COMPUTER ?

If you have more than one computer, have we got a deal for you! Many of our customers from the CP/M world have called to buy T/Maker for their new PCDOS or MSDOS machines. Due to numerous requests for special deals, we've come up with the following offer:

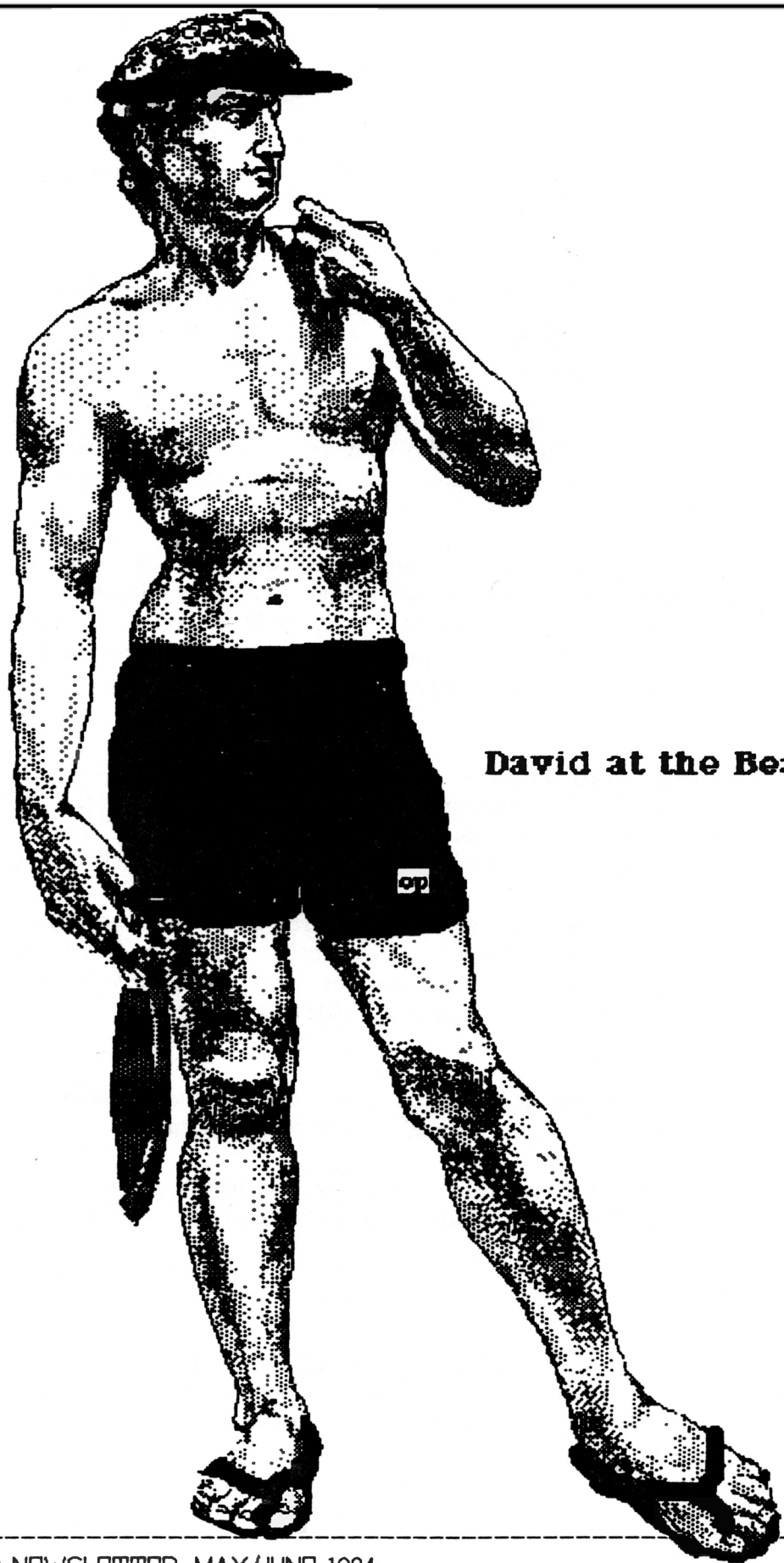
T/Maker III for a second computer or operating system may be purchased from us directly for 1/2 retail price (\$137.50). This includes disk only -- no documentation (it's the same for all systems, so you can use your current set of documentation for both). If you'd like, you can purchase an extra set of manuals for \$75.00 plus \$6.50 shipping and handling.

To order, send in a check and a photocopy your diskette with serial number on the label, and don't forget to tell us what kind of computer you have.

For systems which include the database, you must include a copy of the database serial number on diskette as well. An extra database costs \$87.50, added to the cost of the T/Maker III system.

### *Note:*

In the March/April issue of T/MUG appeared a "T/MUG Index" written by Ed Miller and Duayne Dillon. We regretfully excluded Mr. Dillon's name as an equal contributor to this extensive work. We apologize and wish to express our thanks to Mr. Dillon for his work on this piece.



**David at the Beach**

## *BARGAIN HUNTER'S CORNER*



This is a new appearance in T/MUG which we plan to have in every issue (or as long as good bargains appear). If you want what you see, call in as soon as you can to grab the goodies while they're hot!

ALS CP/M CARD	\$195.00
ALS Z CARD II	\$75.00
DIGITAL RESEARCH CP/M CARD	\$195.00

These items are going fast (only three of each left) so to get yours, first call (415) 962-0195 to see what's left. This is strictly on a first-called first-served basis. We can only accept checks for the products AFTER you've called and your order is confirmed. A shipping charge of \$3.18 applies to all orders. California residents please add 6.5% sales tax on the order. Please allow two weeks for delivery after our receipt of your check.

---

## Recording Sales with an Advancing Averages Column

*by Peter Roizen*

If you work in a business where sales vary from month to month, you may want to base your level of optimism or pessimism on a figure with a little less variability. The table below shows how to calculate a reasonable advancing average column from a column of discrete values.

In the table below, "jcl" simply stores the value for the first row as the "average to date" taken from previous sales made. If you don't use this equation, then the "average to date" would start out at zero.

The next three equations simply calculate a new "average to date" by taking 25% of this month's figure plus 75% of the previous "average to date." You can adjust these numbers to give more or less weight to the current month. Of course, the total of the two numbers used in the constant calculation line should be one.

		Amount	Advancing Average
ex		999,999	999,999
jcl		sta	
uc2		stb	fta
uc3*		.25	.75
uc4		+ ftb	+ = sta
-----			
+	Jan	12,500	12,500
+	Feb	28,000	16,375
+	Mar	9,000	14,531
+	Apr	20,000	15,898
+	May	14,000	15,424
-----			
=	Total	83,500	74,729
-----			

# T/IPS

## The Wonderful World of Keystroke Macro



Keystroke macro is one of those odd features. I bet many satisfied T/Maker users never touch them, and get along quite nicely. But for those of us who have discovered the power of the macro, the possibilities are endless. This TIPS column will focus on a few macro uses.

**THE NON-REPEATING KEY** -- You can use a macro to compensate for non-repeating keys. For example, we've replaced our IBM PC keyboard with a Keytronic keyboard. The character-insert key does not repeat, so inserting a bunch of spaces is a somewhat frustrating task. Since on the PC Begin Macro (F7) and End/Execute Macro (F8) are conveniently located, I've gotten used to hitting (F7) (Ins) (F8), and then using (F8) as my character insert.

**THE MACRO FOR ENTERING DATA** -- You're all tired of seeing the checkbook program by now (if you're not, you can see it in the Jan/Feb issue of T/Mug.) Each data line looks something like this:

```
+      04/04      1437      TMUG      subscription      15.00      5,687.43
```

showing date, check number, transaction code, amount of check, and balance. The macro can be used for a simple data-entry facilitator when entering a number of checks. Use the Set-all-tabs to set tabs to a representative data line, then set up the following macro: (BEGIN MACRO) (CARRIAGE RETURN) (LINE INSERT) + (TAB) 04/04 (TAB) 14 (END MACRO). When you execute the macro, you will get this

```
+      04/04      14■  
=
```

with the cursor waiting right after the four. You type in the last two digits of the check number, then tab across to enter the rest of the data. After you type in the amount, Executing Macro puts you immediately at the point of entering the relevant information for the next entry:

```
+      04/04      1438      SUPP      envelopes      27.36  
+      04/04      14■  
=
```

---

## -- T/IPS, *continued*

REWORKING A LIST OF NAMES--The macro is a handy device for taking a list of names that looks like this:

Osterlund, Suzanne  
Roizen, Jo Ann  
Farros, Royal P.  
Simon, Robert  
Roizen, Gisela  
Swales, Doris  
Van Nostrand, Clyde

and turning it into a list that looks like this (for use on name tags, etc.)

Suzanne Osterlund  
Jo Ann Roizen  
Royal P. Farros  
Robert Simon  
Gisela Roizen  
Doris Swales  
Clyde Van Nostrand

The first trick to this is to define a "FIND WHAT STRING" to find the comma. Then place the cursor on the first position of the first line and use the following keystrokes:

CONTINUE SEARCH (places you on top of the comma)  
SPACE BAR (gets rid of the comma)  
MOVE TO NEXT WORD (places you on the first letter of the first name)  
BREAK LINE (puts the first name on the line below the last name)  
DOWN ARROW (puts you on the line with the first name)  
MOVE TO BUFFER (moves the first name into the buffer)  
UP ARROW (to move to the line with the associated last name on it)  
DUMP BUFFER (puts first name on line above last name)  
MOVE TO END OF LINE (puts cursor one space beyond end of first name)  
SPACE BAR  
JOIN LINE (puts last name right after first name on the same line)  
CLEAR BUFFER (cleans buffer up for the next repetition)  
RETURN (places you at the beginning of the next line)  
END MACRO

This procedure looks like a lot of work for a list of seven names, but when the list is a few hundred, it is very useful. Frankly, it's also fun to watch the macro eat through the names!



## Registered T/Maker Consultants as of May 1984

To be registered as a consultant and listed in T/MUG, send us a copy of your system complete with explanation and documentation. If it is consistent in quality and degree of completeness with the systems we have previously accepted, we will register you as a consultant.

Dick Danielson, President  
Strategic Advisory Consultants, Inc.  
P. O. Box 137  
Star Prairie, WI 54026  
Tel. (715) 248-3434

James D. Gilbert  
Gilbert's Data-Word Processing  
237 Luff Lane  
Warminster, PA 18974  
Tel. (215) 443-9963

Robert Payne, President  
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Charleston, WV 25301  
Tel. (304) 343-9471

Robert D. Williamson, President  
Can-American Electronics Corp.  
7220 Taft Street  
Hollywood, FL 33024  
Tel. (305) 966-5588

Ron Roizen  
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Berkeley, CA 94709  
Tel. (415) 549-0103

Thaitronic Company, Ltd.  
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Trademarks: CP/M, Digital Research; UNIX, Bell Labs; ZCPR3, SYSLIB3, Richard L. Conn; DISCAT, Echelon, Inc.



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---

## Lease/Purchase Financial Analysis

*by Robert Simon*

It can be a difficult decision whether to purchase or lease equipment because of what appears to be equally attractive terms on both sides. Purchasing may result in a lower monthly rate for maintenance costs than one would otherwise pay by leasing. But paying the fixed monthly rate involved in a lease may be more convenient.

The decision comes down to either leasing equipment and paying a fixed monthly rate, or purchasing the equipment and paying lower monthly maintenance costs. The following spreadsheet serves as an aid in making such decisions easier.

In this analysis, we are considering the net present value of the future cash flow under two different alternatives. The first, outright of the equipment today(-300) with annual maintenance costs(-20) and sale of the equipment after 5 years(+25). The second alternative is leasing the equipment(-80). We discount the cash flows at 12% and at 18%.

In this case, the analysis shows that when money is expensive, (18%) it is better to lease (\$359) this equipment than to buy(\$373) it. Conversely, when money is cheap, (12%), it is better to purchase(\$379) the equipment than lease it (\$408). This analysis considers only the future cash flows and does not consider any tax implications.



BEFORE COMPUTE:



# Lease, Purchase, Lease Option Example

	99.99	9999	999	999	999	999	999	999	999	9999, 999.99
ex		----	----	----	----	----	----	----	----	
zv										
rc2	dis	+	+	+	+	+	+	+	+	net
uc3	ftz									

-----Time in Years-----  
0 1 2 3 4 5 6

## Purchase

-	Cost	300								
-	Maintenance	20	20	20	20	20	20			
+	Resale(Salvage)								25	

jc1=	0.0
=++	Net Cash Flow
jc1=	12.00
=	Discount Rate %
jc1=	18.00
=	Discount Rate %

## Lease

-	Lease Cost	80	80	80	80	80	80	80	
---	------------	----	----	----	----	----	----	----	--

jc1=	0.0
=++	Net Cash Flow
jc1=	12.00
=	Discount Rate %
jc1=	18.00
=	Discount Rate %

# Lease/Purchase Financial Analysis, *continued*

AFTER COMPUTE

## Lease, Purchase, Lease Option Example

ex	99.99	9999	999	999	999	999	999	999	9999, 999.99
zv									
rc2	dis	+	+	+	+	+	+	+	net
uc3	ftz								
		-----Time in Years-----							
		0	1	2	3	4	5	6	
	Purchase								
-	Cost	300	---	---	---	---	---	---	
-	Maintenance	20	20	20	20	20	20	---	
+	Resale(Salvage)	---	---	---	---	---	---	25	
jc1=	0.0								
==+	Net Cash Flow	-320	-20	-20	-20	-20	-20	25	-395.00
jc1=	12.00								
=	Discount Rate	12.00%	-320	-20	-20	-20	-20	25	-379.43
jc1=	18.00								
=	Discount Rate	18.00%	-320	-20	-20	-20	-20	25	-373.28
	Lease								
-	Lease Cost	80	80	80	80	80	80	80	
jc1=	0.0								
==+	Net Cash Flow	-80	-80	-80	-80	-80	-80	-80	-560.00
jc1=	12.00								
=	Discount Rate	12.00%	-80	-80	-80	-80	-80	-80	-408.91
jc1=	18.00								
=	Discount Rate	18.00%	-80	-80	-80	-80	-80	-80	-359.81

## Letters from Users



Following is a question we received from a user who needs help with the carriage return key on his VT180 terminal. Perhaps other users have had similar keystroke experiences. Here's the problem and the solution:

Q.

Can you tell me why my VT180 does not do a (manual) carriage return unless I press CR and then space bar?

Lou Corsi  
Rocky River, OH

A.

We suspect that in Option 9 of T/Modify, when changing the keystrokes, you may have inadvertently changed the carriage return to another keystroke that may have already been "taken."

To correct this situation, go into T/Modify Option 9 and check to see whether the carriage return key is listed as Control-M (^M). If it is listed as something other than this, change it to ^M and your carriage return should be back to normal.

Another possibility is that one of the keystrokes listed before the carriage return in T/Modify may begin with ^M and have another character following it, (i.e. ^MA). The keystroke may be one you in fact rarely use, but because it is so similar to the carriage return code, it could create the situation you have described. Again, changing the keystroke combination would solve the problem.

We invite other users to send us letters for problems they are having with T/Maker or other systems. If we are unable to help you, we can still publish your letter in this column. Your letter will reach nearly one thousand T/Maker users across the country and around the world. Chances are good that at least one of our readers will be able to provide a solution for you if we cannot. Send your questions to T/MUG Letters, c/o T/Maker Company, 2115 Landings Drive, Mountain View, CA 94043.

---

# Entering Orders with T/Maker:DataBase

*by Heidi Roizen*

Here's an example of the database used to set up a simple order entry system.

The first part of the file is a form definition to describe how we want the data to appear on the screen for entry and review. Of course, some of the data (like the address of a frequent customer) could be brought in by the use of COMPLETE from another database, say a file of frequent customers.

The next part of the file, that surrounded by <rules> and <end>, describes the relationships among the different fields within the customer order record. It includes sales tax if the customer lives in California, and determines the appropriate discount and shipping charges.

The third section, surrounded by <record> and <end>, shows T/Maker how the data is to be stored in the file.

Here is the full file, including two records of information.

## EXHIBIT 1: The Order Entry File

-----

```
<form>

Customer:      Last Name:      {lname           }
                State:          {state            }

Product:       Product:         {prod             }
                Description:     {desc             }
                Part Number:     {pnum              }
                Price:           {price              }

Order:         Quantity:        {quan              }
                Amount:          {am                  }
                Discount:        {dis                  }
                Tax:              {tax                  }
                Shipping:        {ship                  }
                =====
                Total:           {tot                  }

<end>
```

```

<rules>
am      9,999.99 = quan * price
dis     9,999.99 = quan * 0.10 when am <= 200
dis     9,999.99 = quan * 0.15 when am > 200
tax     9,999.99 = am * 0.065 when state = CA
tax     = "No tax" when not state = CA
ship    9,999.99 = quan * 0.05 when state = CA
ship    9,999.99 = quan * 0.10 when state <> CA
tot     99,999.99 = am - dis + tax + ship
<end>

```

```

<record>
a {lname      <}
b {address    <}
c {city       <}
d {state      <}
e {prod       <}
f {desc       <}
g {pnum       >}
h {price      >}
i {quan       >}
j {am         >}
k {dis        >}
l {tax        >}
m {ship       >}
n {tot        >}
<end>

```

```

a Joel
b 2121 42nd Street
c New York
d NY
e GLUE
f 8 oz. Bottle
g      101
h      45.50
i      200
j
k
l
m
n
a Stillman
b 23 Greenbury Drive
c Greenbury
d CA
e PAPER
f 50 sheets white bond
g      205
h      25.75
i      150
j
k
l
m
n

```



---

## Orders with T/Maker:DataBase, continued

Issuing the command UPDATE would present the first record on the screen like this:

### EXHIBIT 2: WHAT YOU SEE ON THE SCREEN IN UPDATE BEFORE SET

-----

Customer:	Last Name:	Joel
	State:	NY
Product:	Product:	GLUE
	Description:	8 oz. Bottle
	Part Number:	101
	Price:	45.50
Order:	Quantity:	200
	Amount:	
	Discount:	
	Tax:	
	Shipping:	
	=====	
	Total:	

-----

Note that the numbers are not yet filled in because T/Maker has not yet been commanded to SET the values. It is just like a spreadsheet before issuing COMPUTE.

Now, at WHAT NEXT? type SET. T/Maker applies all the rules to the data and inserts the results of its efforts into the appropriate fields. After SET has completed, typing UPDATE would show you this:

EXHIBIT 3: WHAT YOU SEE USING UPDATE AFTER SET HAS BEEN INVOKED



-----

Customer:	Last Name:	Joel
	State:	NY
Product:	Product:	GLUE
	Description:	8 oz. Bottle
	Part Number:	101
	Price:	45.50
Order:	Quantity:	200
	Amount:	9,100.00
	Discount:	30.00
	Tax:	No tax
	Shipping:	20.00
	=====	
	Total:	9,090.00

-----

This file could be used as the basis for an invoice master. RENAME THE FILE (perhaps to INVOICE) and delete everything but the form definition. then switch the word <form> to <record>. Save this new file.

Now, the orders entered in the order entry file could be SELECTed into the invoice master and printed. They could also be SELECTed into a spreadsheet master to compute average sales per customer, etc. (More on this in future issues.)

---

## Plucking Lines from a Series of Text Files (or One Way to Build a Table of Contents)

*by Peter Roizen*

As always with T/Maker, every command can be used with every file. Here is a sneaky way to use the new SELECT command (of T/Maker:DataBase) to run through a bunch of files for virtually any purpose. Suppose we have a number of text files that make up a report.

At the end of each text file we might put the following print comment line:

```
..<continue> next-file-name
```

Although the first part of this line says "do not print" (represented by the print design command "`..`"), the second part is a valid continuation for the SELECT command. Thus, when SELECTing from the file, SELECT will automatically proceed to the next file down the line. Prints, however, will be unaffected.

Of course, in order to use SELECT we need a record definition. We can't put it in the first text file, because it would be printed. Therefore we put it in a file by itself with a continuation to the first text file like this:

```
<record>  
{theline                                     }  
<end>  
<continue> first-file-name
```

Notice that we have not used a line label, so every line in the file will be considered to be a valid record. We have only defined one field called "theline."

Suppose this file is called "TEXTLINE," and we wanted to see every line in the report that contains a "[". We could use the following command:

```
SELECT textline WHEN theline CONTAINS [ END
```

If for example, we had been careful to use the bracket symbol only in lines that were section headings, we could pull together all the section headings easily. With a bit of editing, we might possibly create a table of contents from the results.





## T/MUG BACK ISSUES

T/MUG back issues provide valuable information for those users who are just getting to know T/Maker and for seasoned users as well. The set of back issues is like a mini applications booklet in that it offers methods for performing relatively simple work such as setting up a checking account system, to more complicated tasks such as analyzing business performance. One of the most attractive features of the various applications found in the back issues is the versatility that they allow the user. Once the user becomes familiar with a particular method, he can customize it to fit his own individual needs. Below are some of the highlights offered in the set.

- \* 1040 Federal Tax Form \* Checking Account System \* Appointment Calendar
- \* Analyzing Business Performance \* Invoicing System \* Opening an IRA
- \* Analyzing Survey Data

T/MUG back issues are now available for \$20.00 for shipment to the U.S., Canada, and Mexico. Other countries please add \$15.00 for air mail charges, and submit an international money order or U.S. bank check drawn in U.S. dollars. Make check out to T/Maker Company at 2115 Landings Drive, Mountain View, CA 94043.

----- *clip here* -----

*Yes, I want to receive the entire set of back issues. Enclosed is my check*

*/ / \$20.00*

*/ / \$35.00*

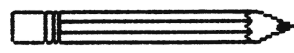
*Please rush the set to my address below:*

*Name* \_\_\_\_\_

*Company* \_\_\_\_\_

*Address* \_\_\_\_\_

*City* \_\_\_\_\_ *State* \_\_\_\_\_ *Zip* \_\_\_\_\_



**N • O • T • E • S**



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