The Dynamic Living Media catalog



First Train for the Internet

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For more information about First Train and free introductory modules, point your Web browser to:

http://www.firstrain.com

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http://www.firstrain.com



Your one-stop resource for Internet exploration

A helping hand for every Internet user



Seems like it was only a few weeks ago when you had three choices for learning efficient, effective Internet: chop through a 600-page book that was out of date when it hit the shelves, shell out for expensive classes or private training or hack it yourself. Thats because it *was* only a few weeks ago.

Enter First Train for the Internet, the first thorough, fully-interactive, hands-on guide to the Internet for Windows.

Deceptively simple, delightfully rich



First Train is a thorough, detailed and *sensitive* hands-on guide for everyone from first-time computer users to net veterans, praised by users at both ends of the spectrum. It starts with the point-and-click ease of the familiar Windows Help interface, enhanced with more than 100 added functions, and over 300 screen shots, and extends to include a range of additional resources, essential utilities and insider tips matched by few products of any kind. As a training tool it is unmatched in its class.

First Train keeps everyone from first-time computer users to experienced surfers interested and *learning* week after week. First Train doesnt just teach..it empowers!

Evolving as fast as the Internet itself



Our no-strings, 90-day free update policy (updates delivered right over the Internet) insures that First Train *keeps* empowering you by staying as fresh and current as the net itself. First Train for the Internet changes so fast we dont use version numbers, we use version *months*.



First Train for the Internet offers:

- Extensive walk-through guides to all basic net services, from email to USENET binaries to teleconferencing
- Setup, configuration and troubleshooting help with all the most-used Internet applications for Windows
- Orientation. First Train encourages good netizenship through the use of thorough, sensitive guides to netiquette, Internet security and support.

- Thorough, compassionate coverage of computing skills needed by net users at all levels of experience
- Version-sensitive help...First Train auto-detects Windows 3.1 or Windows 95 to display the appropriate topics
- Everything needed to lift new Internet users over the geek wall to a plateau of competence and confidence.



First Train for the Internet includes:

First Train offline: thorough, practical guides to the essential Internet services

First Train Help: walk-through troubleshooting and setup help for the most-used Windows net software

PC/Internet Lexicon: a fully-integrated 3,000-term computing and Internet dictionary. Click on almost any computing or Internet-related term in First Train to instantly pop up its definition...also functions as a stand-alone module.

First Train online: a collection of local pages of constantly-updated links to the most critical Internet resources, plus access to our support site on the Web

The PC Owners Survival Guide: advice on ergonomics, viruses, backups, self-support, maintenance and much more...the helping hand every new user needs to insure continued safe, comfortable computing.

A growing collection of add-ons, including the winsock conflict eraser, Easy Windows 95 Internet Step-up, an uninstaller, emergency system backup, Internet tip-of-the-day module, and an Internet scrapbook using Gregg Brauns NoteBook utility.

One complete, free update delivered right over the Internet within 90 days of registration

Minimum requirements:

Designed from the ground up for compatibility with virtually every Internet-capable Windows system. Requires IBM-compatible PC with an 80386-DX33 or better microprocessor, 4Mb RAM, VGA adaptor and monitor, mouse, MS-DOS™ Version 6.0 or equivalent, Microsoft Windows 3.1/3.11/95 (not warranted for OS/2™, Windows NT or SoftWindows™), 12Mb hard disk space (base installation)



For information about site licensing, product bundling and retail/wholesale distribution, contact
Don McPhee at Oasis Systems Inc., (604)240-0506, fax (604)444-3575

On the Internet: sales@firstrain.com, inquiries to the development team: support@firstrain.com

For more information about First Train and free introductory modules, point your Web browser to:

http://www.firstrain.com



First Train passenger classes



First Train for the Internet has four distinct passenger classes, each with a different set of benefits and amenities. All classes support both Windows 3.1/Windows for Workgroups and Windows 95.

Day Excursion



The complimentary Day Excursion package is available to all for free. The Day Excursion is exclusively for offline training and support and provides none of the extras included with the Tourist Class package.

Tourist Class



Tourist Class is a full 90-day package tour. It includes all the amenities and full access to all features of First Train for a full 90 days, including one *complete* free update at any time during the tour. Youre allowed to keep all trip souvenirs (software) after your 90-day tour is over but you will not be able to take advantage of the free update policy or online help facilities offered by the staff.

Special package tours



In addition to our regular tour packages, we also have charter tours available for travel agents (Internet service providers) and corporate getaway packages. The section on <u>Tour Operator packages</u> will give you more information on these package tours.

Next topic ->

Day Excursion benefits



The freeware Day Excursion package



The core of the freeware version is First Train offline (limited version), which includes the First Train for the Internet offline section supporting both Windows 3.1/Windows for Workgroups and Windows 95, complete with:

Windows 95, complete with:

□ Walk-through help for everything from finding an Internet provider to working with compressed archives

□ Help with essential Windows skills needed by many novices to manage Internet data and net access software

□ An extensive section on preparing your computer (and your computing skills) for todays Internet

□ A built-in uninstall routine for Windows 3.1/3.11 and Windows 95...a very important feature for any training and support package

□ A steward who seems to enjoy annoying people who havent paid for their ticket.

□ Old newspapers (some of the information might be a little dated by the time you receive it).

To see what else is available with First Train, check out the next topic which outlines the benefits of First Class and Tourist Class registration.



Tourist Class benefits



Tourist Class package (US\$49.95)

V

First Train for the Internet Tourist Class includes everything in the <u>Day Excursion</u> registered package *PLUS*:

- An integrated lexicon built right into First Trains offline section. This is the complete <u>PC/Internet Lexicon</u> built right into First Train. Click on almost any computing or Internet term you dont understand and instantly pop up its definition.
- Online support galore for your Web browser, including walk-through help for all the most important Internet services: IRC, FTP, email, World Wide Web, USENET newsgroups, Internet searches and much, much more.
- Complete walk-through help with setting up and troubleshooting the most popular, most widely-used Internet applications (Mosaic and Netscape, WSIRC and mIRC, EWAN TELNET, Eudora postcardware email, Free Agent newsreader, WS_FTP, Excalibur BBS client, Stufflt Expander, and more)
- Point-and-click access to the finest free utilities for making the most of your Internet experience with the least hassle, and our own special walk-through support for many of these products.
- Point-and-click access to many of the finest free utilities, tools and toys for Windows and Windows 95. These are programs you can copy and share with others even if they havent purchased First Train. Were free software junkies who have tried literally thousands of different programs, and nothing but the best makes our list. These include **Faros Uninstaller** for Windows 3.1/3.11 (believe it...this is a capable and effective uninstaller, and yes, its free), **F-A-S-T Emergency Windows Backup**, **NoteBook**, the perfect tool for storing URLs, email addresses and scraps of Internet information, and many others.
- Help with most of your trickiest Internet problems right at your fingertips, from connection problems and email difficulties to installing and managing extensions for Internet software...could save you hundreds of dollars over the cost of shop or in-home service, training and support.
- One complete, free upgrade any time during the first 90 days of your tour...just email us for the locations of the most recent version. The net changes at a breakneck pace and we want you to always have the latest, most useful version of First Train at your fingertips.
- ☐ The complete *Easy Windows 95 Internet Setup* package for upgrading and enhancing Windows 95 Internet connectivity.
- Anything else weve managed to pack into First Train since the release of this catalog...new features every month.

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Tour operator plans



If youre a service provider, First Train will help you prove your commitment, reduce your helpdesk workload and increase revenues in one step.

If youre an Internet service provider, you already know that 1996 is your make-or-break year. The dialup market is murderously competitive and the corporate market may be beyond your reach. How do you establish new markets and revenue sources without incurring crippling expenses? How can you insure the loyalty of the customer base you have in the face of ever-increasing competition?

The burgeoning Internet aftermarket is producing all kinds of opportunities. But we think weve got one of the best, most easily and inexpensively-implemented ideas yet for solving these problems.

First Train should prove to be a tool of great usefulness to all levels of users, in terms of saving them time and costs in understanding the fundamentals (and maybe not so fundamental concepts) of the Internet.

- T.P., ISP client support, western Canada

A competitive edge for a select group of ISPs



Look around. How many Internet providers offer (let alone can afford to provide) full no-extracost online training in Internet basics for Windows and ongoing support for their clients at rates dollar-an-hour subscribers will tolerate? Probably none. And yet every one of them dreams of being able to do just that.

If youre not service-oriented, its in your best interests to insure that *you* control your customers knowledge of the Internet, If you *are* service-oriented, you know that a well-educated, net-savvy client is your best advertising. First Trains philosophical objective is to put power in the hands of the user, giving them the comfort and freedom to see and understand how things really work. Once they have that knowledge, theyll know when theyre being fed hype and when theyre dealing with someone who cares about their best interests.

We have a special plan which we are offering to a select group of ISPs in each market which gives your service a competitive edge and your clients a needed boost without costing the moon...in fact, if your service is financially stable, it wont cost you a cent. (Good-faith deposits, applied from day one to projected sales, may be required from venture partners without demonstrable financial stability.)

As a First Train venture partner, you can offer the full First Train for the Internet package at a price you decide based upon our per-unit cost requirement, deliver the product in your way right from your own servers, floppies or CDs or as part of the sign-up package, collect fees directly from your users (we can handle that for you if youd rather avoid secure commerce hassles), and let us take care of the updating, maintenance and support.

As a part-owner of an up-and-coming ISP, I appreciate the straightforward advice you offer. After thoroughly reviewing the package, III give it my highest recommendation. As an instructor of internet courses at the local college, I will make it available to all my students. Your software is a service to those striving to serve and stay around for the

long-run.

- R.C., Internet service provider, north central US

Beyond First Train-ing: an ongoing monthly revenue source



By delivering the product electronically, you eliminate a huge amount of work for everyone up to and including your clients. And electronic delivery gives us an edge over competing Internet training and support products: *timeliness*.

Our online update service makes our support products the most timely in the industry, and theres more. Beginning in January, 1996, First Train for the Internet will be updated on a monthly basis and offered as a stand-alone subscription service complete with new hard-to-find or essential software, tips and tricks for Windows and Windows 95, updated support services for the latest versions of the most popular Internet software, and more. First Train is a complete support package.

GREAT Training System!! The information contained in your training program can certainly be very educational for educators and students alike.

- W.G., Internet access and education coordinator, Singapore

Finally an electronic magazine that makes sense



In effect, its an electronic magazine...and one of the first mass-market magazines that makes sense. Why *shouldnt* an Internet magazine be delivered electronically? In fact, why shouldnt they *all*? And the best part - for you - is that youre the newsstand.

For more information on First Train venture partnerships, email *oasis@cyberstore.ca* or *sales@firstrain.com* and ask about how to become one of a select few (or, depending on your region, the *only*) First Train venture partners in your market.







What the does General Protection Fault mean...exactly?
What do I do with .TAR and .VXD files?
Who are CERN and InterNIC?
What does a system file do?
What do ASCII and EBCDIC stand for?



You can spend hours manual-diving, wait several minutes for an online Internet database to process your search request, or in four or five clicks of a mouse have the answers to these, and about 2,995 more questions. Its that slick, that quick.

This is not a toy. But that never stopped anyone before...



At first youll play with it. Youll want to know the meaning of a phrase thats been bugging you for months. Youll find it in just a couple of seconds, and probably be pointed to several related terms you just *have* to find out about. Before you know it, youve clicked and read away a couple of hours and picked up dozens of new terms, and gotten some useful ideas and computing tips in the process.

After about a week youll lose interest, and *PC/Internet Lexicon* will simply sit on your hard disk, just taking up space (or so it seems), until you run across a term in email or a newsgroup that has you stymied, or spend ten minutes trying to figure out what a .DXF or .ARJ file is doing on your hard disk . Its then that youll discover the true value of *PC/Internet Lexicon*.

The Windows dictionary and quick reference



The *PC/Internet Lexicon* is a comprehensive guide to over 3,000 computing terms, phrases and acronyms. Extensively cross-referenced and loaded with fascinating trivia and fun features. Everything is available from a menued interface so simple that even first-time computer users find it intuitive. A perfect training companion for novice and intermediate users and a much-needed ready resource for system administrators and tutors.

Internet Lexicon Freeware



The freeware Internet version of *PC/Internet Lexicon* contains the complete Internet lexicon. Its available from a number of sites on the Internet.

PC Lexicon Freeware



The freeware PC version of *PC/Internet Lexicon* contains the complete PC/Windows computing lexicon. Find them both and you have the complete *PC/Internet Lexicon*. In fact, if you cant

afford to pay for your copy, we hope you do find them both. Check our home page for links.

PC/Internet Lexicon Retail/Registered

The complete registered package contains:

- The Internet Lexicon (over 1,000 terms, phrases and acronyms)
- The PC hardware, software, computing and hackers jargon lexicon (over 1,500 additional terms, phrases and acronyms)
- PC and Internet acronyms lists, explained and cross-referenced
- 250 smileys for email and chat (about 200 more than most people can stand!)
- Over 250 DOS and Windows file extensions with uses and meanings
- 100 fun and useful email and chat abbreviations
- The plain-text resources included in the freeware version

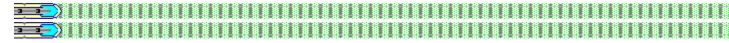
...Plus our usual assortment of unannounced surprise extras...

All in all, *PC/Internet Lexicon* contains a total of over 3,000 words, terms, acronyms, file extensions, chat/email/USENET abbreviations and more. Extensively cross-referenced, full of interesting and fun trivia. Its the kind of resource PC users havent had since the DOS version of PC Glossary, with the added bonus of what we believe is the finest (and fastest) Internet lexicon anywhere. No distracting graphics, no manual-diving, hunting through textfiles or waiting for Internet searches...just the information you need, fast and easy.

Free with First Train Tourist Class

First Train for the Internet Tourist Class includes the complete, integrated version of *PC/Internet Lexicon*. Day Excursion passengers can obtain the freeware, non-integrated PC and Internet Lexicons separately as added accessories through our Internet site or through the many FTP sites on the net which carry it. Check the First Train home page for more information.

PC/Internet Lexicon is copyright ©1995,1996 by Dynamic Living Media. Microsoft, Windows and Windows 95 are registered trademarks of Microsoft Corporation. Think globally...act locally...change the world one corner at a time.



The Secret World of Night



A unique resource



Ever since its release in paperback in 1987, Steve Winters The Secret World of Night has been a unique resource. This is a thorough, sensitive and personal guide to the mysteries of sleep and dreaming, a resource which will raise as many questions as it answers and open up a whole new world of possibilities for adventure, enjoyment and relief. It is believed to be the most concise, complete resource of its kind in any form.

What youll find in Secret World:

===) A guided tour through the sleeping mind, from pre-sleep rituals to dreams and back again A comprehensive, sensitive guide to dealing with insomnia, including an extensive section outlining ten complete programs for self-treatment (if insomnia persists, see your doctor; this work is not to be used as a replacement for proper medical treatment) An open-ended guide to understanding and working with your dreams

Step-by-step details on how to use your sleeping mind to solve waking problems

A nightmare gallery of sleep-related abnormalities, what they are and what you can do about

them

Instructions for improving dream recall <u>----</u>

Tested techniques for inducing the dreams you choose

A detailed look at dreams as the key to higher states of consciousness and self-awareness, including walk-through help for acquiring the ability to become conscious in your dreams (a proven human ability) and actually guide their content and direction

A unique ergonomic design. The Secret World of Night was developed for use on your PC and makes use of unique formatting and graphics techniques designed specifically for after-dark reading.



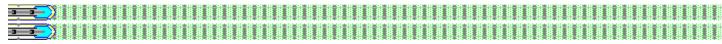
The Secret World of Night was a labor of love for both the author and for Dynamic Living, and according to our readers the attention shows. The Secret World of Night takes you inside realms of human consciousness most people never discover. Including over 2Mb of graphics, nearly 200 book pages of text, and a wide range of interesting features, its as thorough a guide to sleep as youre likely to find in software form.

Our information-first distribution policy



Although this book is released as shareware, the author has stipulated that all text must be available free of charge. Thus the entire contents of this resource are free for you to use, although the modest registration fee will enable many useful extras.

The Secret World of Night is copyright ©1996 by Dynamic Living Media. Microsoft, Windows and Windows 95 are registered trademarks of Microsoft Corporation. Think globally...change the world one corner at a time.



How to order





Dynamic Living Media offers several ways to order. Select the one that best suits your needs, and you can recheck the price list from here as well if you need to.

Price list

CompuServe online ordering (requires a CompuServe account)

FaxBack (requires credit card)

Mail order (check, postal money order or credit card, US or CDN funds)

CompuServe ordering





We maintain an ordering facility right on CompuServe for members wishing to use this method of ordering software. Its quite simple to use, and your payment will be added to your next CompuServe bill. We use this service regularly ourselves and find it one of the handiest, most convenient methods anywhere for registering and purchasing software.

We check our CompuServe registration database regularly and any registration bonuses to be included with your payment will be attached to your CompuServe mail at the earliest opportunity, usually within 48 hours. If you experience any problems using CompuServes SWREG ordering facility to register your software, contact us about it immediately.



Please note that the full Tourist Class and First Class versions of First Train for the Internet are available only from Dynamic Living Media or its distributors and participating retailers.

CompuServe registration: how it works

- 1. Click **Services** from your CompuServe Information Manager main window.
- 2. Select GO... from the drop-down menu.
- 3. In the box that pops up, type **SWREG** (for **S**hare**W**are **REG**istration).
- **4.** Youll be shown a menu of choices. We recommend reading the **Instructions to Register Shareware** before continuing, and then clicking **Register Shareware** to continue. Youll be shown a fairly standard disclaimer screen before being allowed to continue, and eventually the **Register Shareware** box will appear.
- **5.** Youll be asked to search for a product to register. You can jump straight to the product by double-clicking on **Registration ID** and entering the product number of the program you wish to register.
- **6.** CompuServe will hunt for any files matching that number (which is silly, really...theres only one per number) and when it stops, double-click on **Display Selected Titles**.



From there its a pretty straightforward process. The information you provide in the order form is only for the use of the publisher...it wont go elsewhere. And if theres nothing needing to be sent by mail, you wont need to supply your name and address if you dont want to.

Our CompuServe SWREG product codes

Copy these down on a note for ordering on CompuServe, or copy them to the Windows clipboard using the **Copy** button.

First Train for the Internet Day	84
Excursion:	94
PC/Internet Lexicon:	84
	96
Fasy Windows 95 Internet Sten-	76

up:

The Secret World of Night:



FaxBack and mail order





This file contains a fill-in mail order form which you can use for both FaxBack and mail order. The next topic contains the order form.

FaxBack (requires a credit card)



When you move to the next topic, click the **Print** button to send the form to your printer. If your computer is already set to fax and you have Winfax Pro version 3 or higher, save the form to a file. You can then load it into Winfax viewer and fill it in right on your screen before faxing it to us with your modem. If you do *not* have fax software that lets you type directly onto a fax image, print this topic by selecting your usual external printer when the print box pops up.

Our fax number (North America): 604-444-2012

Mail order (credit card, check or money order)



When you move to the next topic, click the **Print** button from the top of this window. If you have a printer online, it will be sent to your printer. You can then fill it in and mail your order to either our US or Canadian address. (Remember that all prices are in US funds.) Mail your order form to one of the following addresses:

US orders:

Oasis Systems Inc., 1733 H St., Suite 330-152, Blaine, WA 98230-5107

Canadian orders:

Oasis Systems Inc., 103-9126 Capella Dr., Burnaby, BC V3J-7K3



FaxBack/Mail Order Form



US orders:

Oasis Systems Inc., 1733 H St., Suite 330-152, Blaine, WA 98230-5107

Canadian orders:

Oasis Systems Inc., 103-9126 Capella Dr., Burnaby, BC V3J-7K3

PLEASE PRINT CLEARLY

Please make check of	or money order	payable to	Oasis	Systems Ir	nc.
Today's Date:					
Company Name (option	onal):				
Your Name:					
Street address:					
City:		State/Prov	ince:		
ZIP/Postal Code:		Country:			
Email address (opti	Lonal):				
CompuServe Email Ad	ddress (optiona	al):			
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Media software prod	ducts via email	? Yes:		No:	
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PRODUCTS AND PRICES Product name:	Registration	level:		Unit cost	Total
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GST (Canadian resid			ı I 7%		
PST (British Columb			 7%		
TOTAL AMOUNT ENCLOS	SED (US funds o	or onlv)			

IF SENT ELECTRONICALLY, HOW SHOULD THE SOFTWARE BE DELIVERED TO YOU?
[] Email attachment? If so, specify MIME [] or UUE [] (You must have sufficient mail quota to handle the file size) Email address:
[] FTP it? [] URL of your incoming directory: (You must provide a FULLY QUALIFIED DIRECTORY with upload privileges, e.g. ftp.yourplace.com/pub/home/myhome/incoming)
[] CompuServe Address? If so, your address:
[] Private URL on our Web site (additional \$10.00 charge; the URL will be invalidated within 48 hours after email notification is sent; an additional charge will be applied for resetting it) Email address where the URL should be sent:

Price list



\$0.00



The following prices are in US funds. Shipping and handling on any size order is \$2.50. (Naturally this does not apply to Dynamic Living products delivered electronically or registerable with instructions provided over the phone or by email.) Provincial sales tax applies to residents of British Columbia and GST applies to all Canadian purchases. For information on other methods of payment and delivery, including instant-download purchase of any Dynamic Living Media product, visit our Internet site at http://www.firstrain.com.

NOTE CAREFULLY: We will *not* accept orders for free products at this time. See our Web site at http://www.firstrain.com for information on where to obtain copies of our free software and demos.

First Train for the Internet

Day excursion (freeware version	\$0.00
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In order to insure that cost is not a hardship, those who are not financially able to afford the registration fee for this module may use this product without time limit at no cost. Weve been there too.

Day excursion (registered shareware) \$15.00

Registration of the Day Excursion module activates many unique features and vastly improves the flexibility and ease of use of the software.

■ Tourist Class package \$49.95

■ Tour Operator packages

Dynamic Living reserves the right to request a deposit against receipts for ISPs wishing to take orders for DLM products on their own server.

The PC/Internet Lexicon

	\$0.00
The PC Lexicon 1995 freeware version	
==)	\$0.00
The Internet Lexicon 1995 freeware version	·
	\$15.00

The PC/Internet Lexicon 1996 (registered, integrated, updated version)

Easy Windows 95 Internet Setup

	\$10.00
Shareware version	
	\$300.00

Custom helpfile development (base price)

Dynamic Livings Winhelp experts can develop custom walkthrough setup guides for Internet service providers and corporate and institutional Internet providers needing a quick and easy way to reduce the level of support needed for their

Other Dynamic Living Media products

■ The Secret World of Night

\$10.00

An interactive guide to the mysteries of sleep and dreaming. Includes over 2Mb of graphics, custom note-taker utility, ergonomic design for nighttime reading. Dreams, sleep stages, insomnia and self-treatments, out-of-body experience, lucid dreaming, sleep learning and much more. Thoughtful, entertaining, personal and completely unique.

Windows Help, hypertext and multimedia development

Dynamic Living Media specializes in Windows Help development, elevating this much-maligned hypertext/multimedia development platform to new heights through the use of extensions and innovative formatting, graphics and layout. If your target audience is Windows, consider the advantages of Winhelp over HTML: local user access, faster performance, greater flexibility of presentation and improved integration with existing software.

Were constantly on the cutting edge of Winhelp development. Our own software showcases only a fraction of the tools and resources available. Dynamic Living employs or subcontracts some of the top Winhelp talent in the world, and maintains a large stable of capable, experienced Winhelp and HTML authors, and some of the most creative developers and interface designers anywhere.

From context-sensitive help for existing software to standalone applications that run faster and with less chance of conflict than almost any other form of hypertext or multimedia, Windows Help is increasingly becoming the development platform of choice.

Among our innovations are stand-alone utilities and menu interfaces for Windows developed entirely in Winhelp (no .EXE files required), user-configurable slide show demos, tip-of-the-day software, plug-in computing dictionaries for existing projects, full Windows 3.1/95 cross-compatibility, Winhelp-based install/uninstall modules and interfaces, and system-sensitive help for Windows 3.1/95 compatibility.

Were internationally-known for our rapid turn-around, attention to detail, our end-user first development policy, our contributions of time and resources to the development and general computing community and for constantly surprising publishers and authors with the flexibility and friendliness we inject into our work.

We reserve the right to refuse work not consistent with our code of ethics.

Per project; inquire about rates





Geek wall is a term coined by writer Steve Winter to describe a phenomenon in computing that keeps those new to a particular area of computing in the dark until this wall is scaled; in other words, until certain rites of passage, usually painful, are endured.

The notion behind the geek wall is that it is always more difficult than necessary to get from one level of expertise to the next because of the inability or unwillingness of those who possess that expertise to share it with newcomers. This phenomenon is due in part to the demands made on users at all levels to keep their own skills and knowledge up to speed, and also in part to the psychological makeup of those who are drawn to computing in general and hacking in particular.

Geek comes from an appellation often used to describe computer experts and hackers who are the first to aquire this knowledge. It is not meant in this context in a derogatory fashion.