

# **Intangible Assets Manufacturing**

Dale L. Larson

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**COLLABORATORS**

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|               | <i>TITLE :</i><br>Intangible Assets Manufacturing |                |                  |
| <i>ACTION</i> | <i>NAME</i>                                       | <i>DATE</i>    | <i>SIGNATURE</i> |
| WRITTEN BY    | Dale L. Larson                                    | March 14, 2022 |                  |

**REVISION HISTORY**

| NUMBER | DATE | DESCRIPTION | NAME |
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## Chapter 1

# Intangible Assets Manufacturing

### 1.1 Intangible Assets Manufacturing

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Intangible Assets Manufacturing is a computer software and consulting company specializing in networking and the Amiga. We publish and sell:

- \* NEW in '95! Amiga Envoy peer-to-peer networking is now at release 2.0
- \* NEW in '95! The Amiga Guru Book
  - \* A book on Amiga networking and telecommunications
- \* Dave Haynie's "Deathbed Vigil..." video
  - \* Dave Haynie's DiskSalv 3, the new commercial release
- \* A great T-shirt
  - \* Available April 1, 1995, SneakerNet

Ordering information for IAM products is here.

We also provide consulting services to those who have Amiga problems, to companies and individuals with TCP/IP networking needs, and general computer consulting.

IAM does not offer free telephone support for any products.

Here is a directory

of important email addresses at IAM.

Here are additional  
press releases  
from IAM.

Contact Intangible Assets Manufacturing as follows:

<http://www.iam.com>

[info@iam.com](mailto:info@iam.com) -- the IAM InfoBot.  
[sales@iam.com](mailto:sales@iam.com) -- the IAM SalesBot. Send order forms here.

Intangible Assets Manufacturing  
828 Ormond Avenue  
Drexel Hill, PA 19026-2604  
USA

+1 610 853 4406  
fax: +1 610 853 3733

## 1.2 Connect Your Amiga!

INTANGIBLE ASSETS MANUFACTURING  
ANNOUNCES

"Connect Your Amiga!  
A Guide to the Internet, LANs, BBSs and Online Services"

ISBN 1-885876-02-5

The long-awaited book by Dale L. Larson (published by IAM) is finished.  
Special discounts are available for early orders.

"Connect Your Amiga!" is 256 pages packed with information for networking and for going online. From background information for the novice to networking hints and tips for advanced users, this book has something for every Amiga owner.

Some of the topics covered include:

ABOUT THE INTERNET: What it is, what's so great about it, how it works, how to access it, how to join it, how to use it.

ABOUT TELECOMMUNICATIONS: Selecting and using modems and terminal emulator software; how to find and choose computer bulletin board systems and online services; finding, downloading, decompressing and using public domain and shareware software.

ABOUT NETWORKING HARDWARE AND SOFTWARE: the SANA-II standard, Ethernet, ARCNet, serial and parallel ports, selecting, configuring and using TCP/IP, SLIP, PPP, Envoy, DECNet, connecting to PCs, Macs and Unix, and more.

The author is an expert on the Amiga and on computer networking. Mr. Larson

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was a Software Engineer in Commodore's Amiga Networking Group. He worked on AS225, is one of the principle authors of both the SANA-II Network Device Driver Specification and the original Amiga Envoy specification documents, and has published several articles about the Amiga and about Amiga networking.

"Cool!"

Dave Haynie  
Senior Systems Engineer, Scala, Inc.  
(former Senior Hardware Engineer, Commodore-Amiga, Inc.)

"You wouldn't lock your kid in its room, all alone, with nobody to talk to. So why do that to your Amiga? Dale Larson's guide is the on-ramp you can use to get your Amiga cruising on the Information Superhighway."

Denny Atkin  
Associate Editor, Omni Magazine  
Author, "Denny Atkin's Best Amiga Tips and Secrets"  
(former Editor, COMPUTE's Amiga Resource)

"This should be a great resource for the Amiga user. Until now, it has always been difficult to locate information regarding networking an Amiga."

Richard Gerber, Ph.D.  
Astrophysicist, NASA Ames Research Center

"Clear, concise, and supportive."

Janet McIlvaine  
Administrative Coordinator, Transplant  
Lankenau Hospital and Medical Research Center

"Jammin' "

Mike Rivers  
(former Technical Editor, Commodore Magazine)

Ordering information  
for IAM products is here.

### 1.3 Connect Your Amiga! Shirt

Connect Your Amiga! T-shirts  
Available from IAM

Drexel Hill, PA (September~15,~1994) Intangible Assets Manufacturing announces the availability of its "Connect Your Amiga!" T-shirt. It comes in 100% black cotton with color star-chart design (from the cover of the book) and the words "Connect Your Amiga!"

It's a great way for Amiga users to identify themselves and their Amigas as citizens of cyberspace. They might even take it to a local T-shirt shop and have their own email addresses printed on the back!

List price is \$19.95 for men's XL (no other sizes available). The shirt is available directly from IAM and from Amiga dealers world-wide.

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NEW: The shirt now has "IAM US Tour '94" and the locations of Dale's 1994 book signings printed on the back.

Ordering information  
for IAM products is here.

## 1.4 Haynie Video

Intangible Assets Manufacturing Announces  
The Deathbed Vigil...  
and Other Tales of Digital Angst

Drexel Hill, PA (September~15,~1994) Intangible Assets Manufacturing announces The Deathbed Vigil... and Other Tales of Digital Angst. Available now and published by IAM, this 120 minute VHS video tape is a documentary filmed, narrated and produced by Dave Haynie. Mr. Haynie is a well-known example of "cool," as well as a former Senior Hardware Engineer at Commodore Amiga, Inc. (now Senior Systems Engineer at Scala, Inc.)

The video was produced and edited with the Amiga. It shows the famous "Deathbed Vigil Party," the last Margarita's layoff party, the West Chester facilities of Commodore (including the secret engineering lab), and more. It includes interviews with dozens of famous Amiga personalities, and offers opinions and explanations of many "behind-the-scenes" goings on. Anyone who has ever wondered what really went wrong with Commodore (and who wants to remember the best of what went right) will be interested. No true Amiga fan can be without this video!

WARNING Contains profanity and scenes of graphic violence. NR (Not Rated).

The Deathbed Vigil is available through Amiga dealers worldwide and may be ordered directly from the publisher. The NTSC version is \$35, PAL is \$40. A limited edition, numbered and autographed version is also available for \$75. Only 100 of these exist!

Ordering information  
for IAM products is here.

## 1.5 The Amiga Guru Book

Ralph Babel's essential tome (736 packed pages) is now easily available in the U.S., at least while our limited supply lasts. IAM is now distributing the book in the US. If you program for the Amiga, you need this book! Everything not in the RKM's, or not made clear by the RKM's, is clearly explained here! From the back cover:

"The Amiga Guru Book is both an indispensable reference manual and a text book. Containing many concise examples, ready-to-use listings, and comprehensive tables, it presents fundamental knowledge of the system that all Amiga

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programmers -- regardless of the programming language used -- must have at their disposal and be able to apply if they wish to create reliable and compatible software. This includes: information about the data types supported by the processor, the operating system and the compiler; guidelines for proper multitasking programming; the meaning of Guru messages; and an introduction to the peculiarities of C and assembly-language programming on the Amiga.

Experienced C programmers are informed about ANSI C, memory models, compiler specifics, and how to employ the special features supported exclusively by Amiga C compilers so as to create more efficient programs, as well as an overview of all compiler and linker options, libraries, and much more for both Aztec C and SAS/C.

Included for advanced programmers are explanations of `amiga.lib`, debugging techniques, and ROM-Wack, along with overviews of the hard- and software memory map, the real-time clock, and start-up diagnostics, as well as an in-depth look at the programming of boot blocks and reset-protected programs.

For AmigaDOS pros, this book reveals everything about the `dos.library`, its error codes, the CLI and user shells, handlers and packets, BCPL, the Global Vector, processes and their creation and the data structures employed by AmigaDOS. Special features of this book include: the documentation of the structure for executable files as well as the extended object module format, and a thorough and easily understandable explanation of the on-disk block layout of the Fast Filesystem (FFS).

The book takes the recent developments in the Amiga's system software into account and also pays attention to the peculiarities of the MC68020/030/040 processors and of the MC68881/882 floating-point units. It is concluded by a glossary, a list of recommended readings, and an extensive index."

\$50.

## 1.6 DiskSalv 3

Announcing...

DiskSalv 3

The Original Amiga Disk Recovery Tool

Now Better Than Ever!

DiskSalv 3 is the first commercial version of DiskSalv. Developed by Dave Haynie and published by Intangible Assets Manufacturing, it is the fourth major revision of DiskSalv, and it offers features never before found in DiskSalv or other Amiga disk utilities. While it would be difficult to list every new feature of DiskSalv 3 in a reasonably short announcement letter, new features include:

\* A Hot New Look

The DiskSalv 2 user interface has been completely reworked. While

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the best features have been retained, much has been improved. The font sensitivity is better than ever -- why should a utility tell you which font you must use? The overall look is cleaner, with graphical queues throughout that enhance operations without making undue demands on your system's memory or pretending to be a video game. Gadgets and help texts are context sensitive. Device selection throughout is drag-and-drop, though of course enhanced list selection is still available for the asking. Interactive AmigaGuide links are provided for every gadget and menu function, available at the press of the HELP key.

\* An Ounce of Prevention...

A disk can now be checked for troubles without actually making any repairs, for extra confidence. Deleted directories, files, and data can be permanently erased for added security, program releases, etc. Traditional full or incremental backups are supported, in the same style as DiskSalv's recovery functions.

\* ...And a Pound of Cure

You still get traditional DiskSalv functions, only better. Undeletes can often be performed in-place. A fully redesigned filter mechanism supports pattern matching on full pathnames, file notes, dates, file sizes, and/or protection bits. Pattern matches can be used to include a file in a scan, exclude it, or stop a scan on a match. Any number of filter groups may be active at the same time, and such groups may be loaded from disk.

\* When Time Counts

A new intelligent prefetching disk cache, buffered file I/O, and improved internal design makes DiskSalv faster than ever. The scroll bar calculations have been refined for greater accuracy.

\* There's Nothing to Lose

Device description editing and volume searching functions have been greatly enhanced. DiskSalv can freely convert between its internal device format, standard Amiga ASCII format (DOSDrivers files), and Rigid Disk Blocks (the standard autoboot format).

\* Going by the Book

A complete, on-line AmigaGuide manual is included to aid both beginner and advanced user. Details range from the basics through a complete theory of operation. Descriptions of all DiskSalv file formats and associated C Language "include" files are also supplied.

Environmental awareness is a DiskSalv tradition. Back in the DiskSalv 1 days, Dave encouraged folks to "register" the shareware by sending money to Greenpeace.

After careful consideration of the environmental impact of printed manuals for frequently updated computer software, we have decided to provide only AmigaGuide documentation. We believe that you will appreciate having completely up-to-date documentation with

hypertext links and will appreciate our contribution to the health of our Earth. Additionally, the entire DiskSalv package is reusable, so there won't be anything you have to throw away or recycle without getting at least one more use from it.

\* WHAT A GREAT DEAL!

All this for only \$40.00 plus shipping and handling.

Ordering information  
for IAM products is here.

## 1.7 Envoy

New for 2.0, Jan '95

New features include support of AmigaOS 2.04 DOS packet types (including notification and record locking), support for removable media, enhanced reliability and robust recovery, localization, AmigaGuide documentation, and more.

Amiga Envoy 2.0 is available as an upgrade to any Amiga Envoy user, regardless of where they purchased their original Envoy. The upgrade price is US\$25, which includes ground shipping world-wide (add US\$5 for Priority Mail or air). To upgrade in the US, send proof of purchase with check, money order, or Visa/MC number to IAM. Elsewhere, contact your local distributor. The list price of Amiga Envoy remains US\$59.95.

### Amiga Envoy

Amiga Envoy is the standard Amiga peer-to-peer networking software developed by Commodore's Amiga Networking Group. Its performance, user-interface and API are consistent with the philosophy of the Amiga Operating System. Amiga Envoy provides a simple messaging interface for the easy development of reliable network applications. Included applications enable connected Amiga computers to share hard disks, CD-ROMs, and printers transparently. Third-party applications can provide functionality such as electronic mail, remote computer access, multi-user databases and multi-player games.

To make Amiga Envoy available to end-users immediately, Intangible Assets Manufacturing has licensed Amiga Envoy from Commodore. IAM has produced a manual written by Dale Larson, one of Amiga Envoy's original designers. The manual eases you through the set up and use of a simple network.

Intangible Assets Manufacturing supports the copies of Amiga Envoy it distributes. Support is provided through electronic and physical mail and by answering questions in such public forums as UseNet's comp.sys.amiga.datacomm, on CompuServe, and on Bix.

REQUIREMENTS Workbench 2.04, Kickstart 2.04, 512k RAM, SANA-II compatible networking hardware (see COMPATIBILITY).

RECOMENDED Workbench 3.1 or later, Kickstart 3.1 or later, 1MB RAM, Hard disk with 300k free in SYS:.

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AVAILABILITY version 1.x shipping since December, 1993. Version 2.0 shipped January, 1995.

PRICE List Price: \$59.95 (2-user)

COMPATIBILITY Any SANA-II networking hardware may be used with Envoy, including Ameristar A2066, AmigaLink, ASDG LanRover, Commodore A2065 or A2060 and SLIP (serial port).

Additional non-IP, SANA-II compatible networking protocol stacks may be run at the same time as Amiga Envoy over the same networking hardware. AS225r2 is the version of Commodore's TCP/IP package which is compatible with Envoy (through SANA-II compatibility and close cooperation regarding IP packets). It is expected to be available from Intangible Assets Manufacturing soon.

LEGAL Amiga is a registered trademark of Commodore-Amiga, Inc. Workbench and Kickstart are trademarks of Commodore-Amiga, Inc. Envoy is Copyright 1985-1993 Commodore-Amiga, Inc., All Rights Reserved. Distributed under license from Commodore.

Ordering information  
for IAM products is here.

## 1.8 email

info@iam.com -- InfoBot: to get information about IAM and its products.  
sales@iam.com -- SalesBot: send order forms here.  
registration@iam.com -- send email here instead of mailing a physical ↔  
registration card.  
corrections@iam.com -- for any errors you find in "Connect Your Amiga!"  
envoy-help@iam.com -- get Envoy support here  
envoy-bugs@iam.com -- report Envoy bugs here.  
disksalv-bugs@iam.com -- report all DiskSalv bugs here.  
français@iam.com -- for all French language correspondence to IAM.  
italiano@iam.com -- for all Italian language correspondence to IAM.  
dale@iam.com -- Dale L. Larson  
hazy@iam.com -- Dave Haynie  
heinz@iam.com -- Heinz Wrobel  
jan@iam.com -- Janet McIlvaine  
mikec@iam.com -- Michael Colligon  
dosioc@iam.com -- Claudio Dosio

## 1.9 Ordering

Our products are available from Amiga dealers around the world. ↔  
If your  
dealer doesn't carry our products, have him or her contact us or one of our  
distributors.

The order form below is for direct orders to IAM. Depending on where you

live, there are special instructions.

Pennsylvania residents: add 6% state sales tax to total, including s&h, but excluding shirts.

Outside PA: Sales tax, VAT, Duty, etc., are your responsibility and are not charged by IAM.

In Germany: contact

Hirsch & Wolf

In the U.K.: IAM products are distributed exclusively by

Almathera Systems Limited

.

In Sweden: contact

COMPREX HB

In Australia: contact

Matt Christou

.

In Canada: dealers and end-users should contact

Legendary Design Technologies

.

US Dealers: should contact Micro-PACE.

IAM accepts Visa and Mastercard in addition to checks and money orders in U.S. dollars.

IAM accepts orders by email, fax, mail and telephone (in that order of preference).

info@iam.com -- the IAM InfoBot.

sales@iam.com -- the IAM SalesBot. Send order forms here.

Intangible Assets Manufacturing

828 Ormond Avenue

Drexel Hill, PA 19026-2604

USA

+1 610 853 4406

fax: +1 610 853 3733

===== CUT HERE =====

NAME:

ADDRESS:

ADDRESS:

ADDRESS:

=====

PAYMENT

=====

( ) Check Money/Order Enclosed

( ) Visa

( ) Mastercard

CARD NUMBER:

VALID FROM:

EXP. DATE:

=====  
 PRODUCTS  
 =====

- ( ) Connect Your Amiga! book \$24.95
- ( ) Amiga Envoy software \$59.95
- ( ) Amiga Envoy Upgrade (include proof of purchase!) \$25
- ( ) DiskSalv 3 software \$40.00
- ( ) The Amiga Guru Book \$50
- ( ) VHS NTSC  
     The Deathbed Vigil and other tales of digital angst \$35
- ( ) VHS NTSC LIMITED EDITION  
     The Deathbed Vigil and other tales of digital angst \$75
- ( ) VHS PAL  
     The Deathbed Vigil and other tales of digital angst \$40
- ( ) VHS PAL LIMITED EDITION  
     The Deathbed Vigil and other tales of digital angst \$75
- ( ) Connect Your Amiga! XL T-shirt \$19.95.

=====  
 US Shipping and Handling (PA residents: remember sales tax!)  
 =====

- ( ) \$5 for book or other ground rate (may take weeks)
- ( ) \$8 for Priority Mail

=====  
 Shipping and Handling Outside the US  
 =====

- ( ) \$8 for ground mail (may take many weeks)
- ( ) \$15 for Air Mail

TOTAL US\$

## 1.10 IAM's U.K. Distributor

Almathera Systems Limited  
 Southerton House  
 Boundary Business Court  
 92-94 Church Road  
 Mitcham, Surrey  
 CR4 3TD  
 ENGLAND

0181 687 0040 (tel)  
 0181 687 0490 (fax)  
 0181 640 7450 (BBS)

almathera@cix.compulink.co.uk

Almathera sells to dealers and distributors as well as direct to

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end-users. Customers may pay by Eurocard, Visa, Mastercard and other means. They may place orders by phone, fax, mail or email.

### 1.11 IAM's Australian Distributor

Matt Christou  
20 Clotilde St  
Mt Lawley  
Perth, Western Australia  
Australia, 6050

(09) 271 0624  
matthew@monet.ece.curtin.edu.au

### 1.12 IAM's Canadian Distributor

Dealers and users in Canada should order from:

Legendary Design Technologies  
25 Frontenac Avenue  
Brantford, Ontario  
N3R 3B7

(519) 753-6120 voice/fax

legend@io.org

### 1.13 IAM's German Distributor

Except for DiskSalv 3, in Germany contact:

Hirsch & Wolf OHG  
Mittlestrasse 33  
D-56564 Neuwied  
Germany

Tel +49 (2631) 8399-0  
Fax +49 (2631) 8399-31

Hirsch & Wolf sell direct to end-users worldwide who may pay by Eurocard, Visa, Mastercard and other means. They also sell to dealers and to other distributors.

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In Germany, all other IAM products are available from Hirsch & Wolf, but DiskSalv 3 was translated into German by, and is only available from:

Stefan Ossowski's Schatztruhe  
Gesellschaft fur Software mbH

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Veronikastr. 33  
45131 Essen  
stefano@tchest.e.eunet.de

## 1.14 IAM's Swedish Distributor

Dealers and users in Sweden should order from:

COMPREX HB  
Dr. Lindhs g. 1 III  
S-413 25 GOTHENBURG  
SWEDEN

Phone/Fax: +46 31 822793  
email: s92cmprx@student.adb.gu.se

## 1.15 Press Releases

Intangible Assets Manufacturing Continues Strong Support of Amiga Users

Drexel Hill, PA (4 May, 1994) Intangible Assets Manufacturing, a software development and consulting company in the Amiga marketplace, announces that Commodore Electronics Ltd.'s voluntary liquidation in no way affects IAM's commitment to the Amiga.

IAM's president, Dale L. Larson, stated, "The Amiga is important. Commodore is irrelevant."

Larson elaborated, "Even if Commodore disappears and no one else picks up production of the Amiga, there is a large existing base of machines which will remain valuable for many years. We intend to help current Amiga users to get the most from those systems. Further, we believe that licensing agreements or other arrangements will likely allow production of new machines by someone."

## 1.16 SneakerNet

PRESS RELEASE  
HOLD FOR APRIL 1, 1995

Intangible Assets Manufacturing Announces  
SneakerNet

Drexel Hill, PA (April 1, 1995) The rising demand for inexpensive Amiga networking hardware will be met in time for April 1, 1995! IAM announces "SneakerNet." This complete kit of hardware and software constitutes a revolution in ease-of-use and low cost.

Through genius in engineering, the amazing kit comes with hardware,

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software and documentation all on a single 3.5" disk. It provides for peer-to-peer networking sharing files across any number of Amigas. (Sneakers and user not included.)

SneakerNet is sold as an unlimited use site-license. Users may connect all Amigas at their site with one small purchase. Hardware upgrades to multiplexing for increased bandwidth are user installable.

In countries without an IAM distributor, it can be ordered direct from IAM. The list price of SneakerNet is US\$15, including ground shipping and handling (add \$5 for air delivery). Before ordering, please look again at the product's release date (above).

## 1.17 Consulting Services

We offer consulting services of interest to all Amiga users and services geared primarily to businesses.

Amiga

As Amiga experts, we can help with any Amiga needs. Whether you are looking for recommendations or searching for solutions, we are there.

Amiga Telephone consultations to provide advice and help are available at our standard consulting fee, billable in 15-minute increments. New clients have a one-hour minimum, but may get up to four 15-minute calls with the initial fee.

IAM provides no free telephone support for any products.

Business

Computers, communications networks, and other technologies play key roles in any modern enterprise. They allow us to accomplish more work with fewer resources, enable us to perform work we couldn't dream of doing manually, and let us reach those who were previously distant. Whether you are a one-person office or a global corporation, you want technology to amplify your abilities and extend your reach.

To ensure that you are getting the most from the technology you have and that you are considering appropriate new technologies, you need a high-level expert to examine your business and advise you. When you are ready to reevaluate your current use of technology, or to implement the use of new technologies, come to IAM. We'll bring new expertise and creative perspectives to your enterprise.

Once we've made our recommendations, we can work with your implementation team (or your other external consultants) to assure that the job is done right and that you get what you need.

IAM's standard fee for consulting services is \$125/hour.

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