

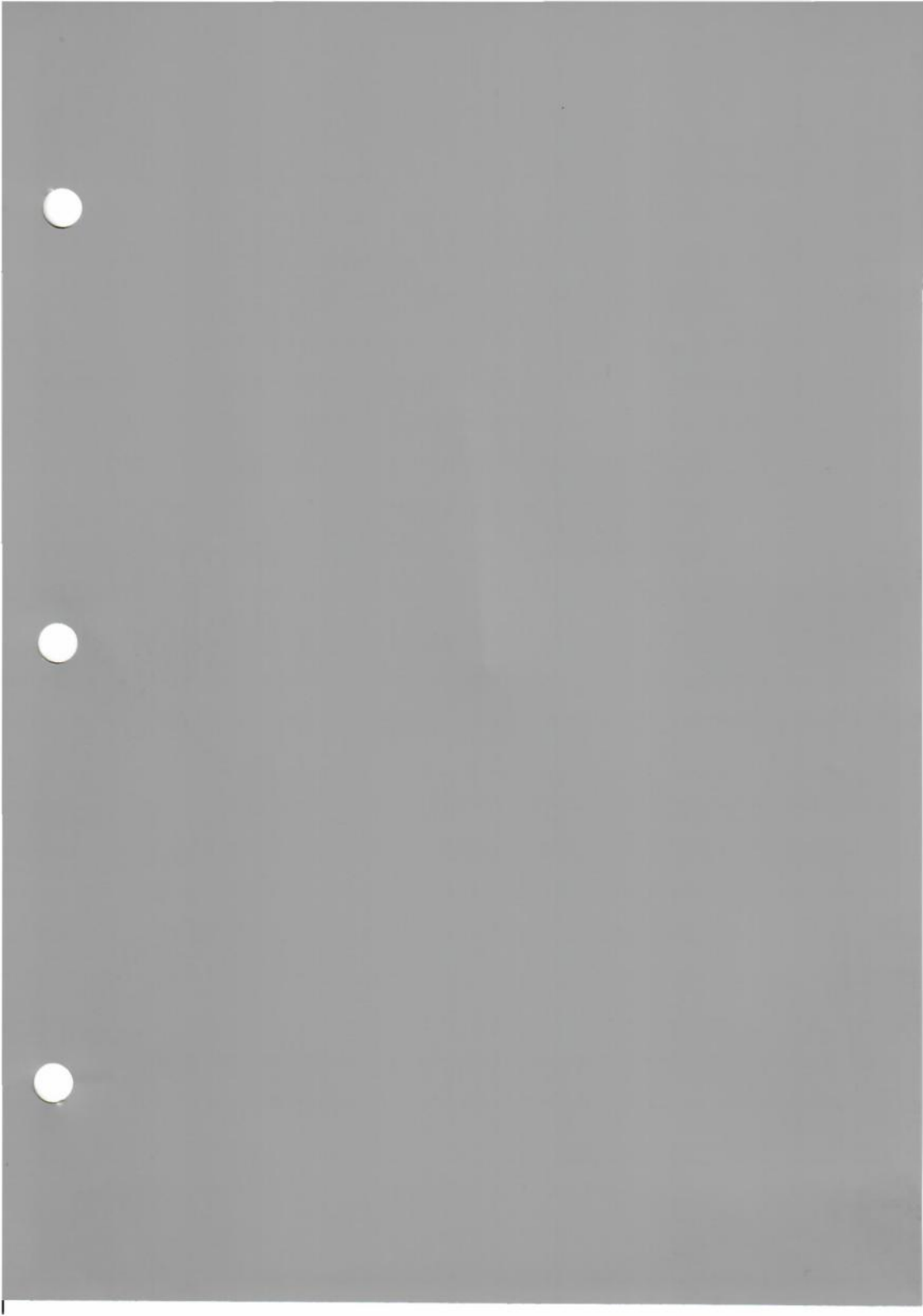
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# QL sales guide

This is a complete guide to the QL for both dealers and retailers.

We've designed it as a reference book and we'll send you regular updates as new software and peripherals become available.

Please keep the guide somewhere safe, where you and your sales staff can find it quickly.

The guide is split into sections:

*selling points*

- why the QL is better than the rest
- QL technical features

*QL in action*

- demonstrating QL Abacus, Archive, Easel and Quill
- other QL software
- QL peripherals
- QLUB

*reference section*

- service and repair arrangements
- dealer contract

# QL

Here are just a few of the benefits the QL offers.

*speed* Nearly all the home computers currently available have at their heart an 8-bit processor. Most business computers use the faster and more sophisticated 16-bit chips. But the revolutionary QL has a 32-bit Motorola 68008 – which means that it's dramatically faster than its rivals and can handle much longer and more sophisticated programs.

*storage* QL's twin microdrives, included in the basic price, allow programs to be loaded very quickly. The microdrives also allow back-up copies of data to be stored and loaded. For most home computers, an equivalent floppy disk drive is an expensive extra.

Because the QL's memory is so much larger than its rivals, it can hold both data and programs. QL owners can easily plug in extra memory boards to make the QL's capabilities grow with their requirements.

The QL also has a ROM slot for ROM cartridge programs.

*operating system* QDOS, the QL's unique operating system makes it easy to use.

*super BASIC* The QL uses a very advanced and powerful machine language which makes programming easy.

*keyboard* The QL's full size keyboard has special feet so that it can be angled to the most comfortable position.

*software*

A major advantage of the QL is the range of software included in the basic price:

**Quill** is a word-processing program that makes writing letters and reports fast and enjoyable.

**Archive** is a versatile database program to help anyone maintain a perfect filing system.

**Easel** produces accurate histograms and pie charts for anyone who needs to present their statistics in a clear and professional way.

**Abacus** is a spreadsheet program which helps prepare budgets in seconds.

*QLUB*

With the QL comes a year's free membership of the QL User's Bureau which gives help and advice on computing problems. There's also a free newsletter to keep owners in touch with QL developments.

## QL price comparisons

How much does it cost to buy a system on which you can run a word processor, a database, a spreadsheet and a graphics program?

### **QL**

128 K CPU with keyboard and two 100 K microdrives built in  
four Psion software packages included  
Vision QL colour monitor

£698

### **BBC Microcomputer model B**

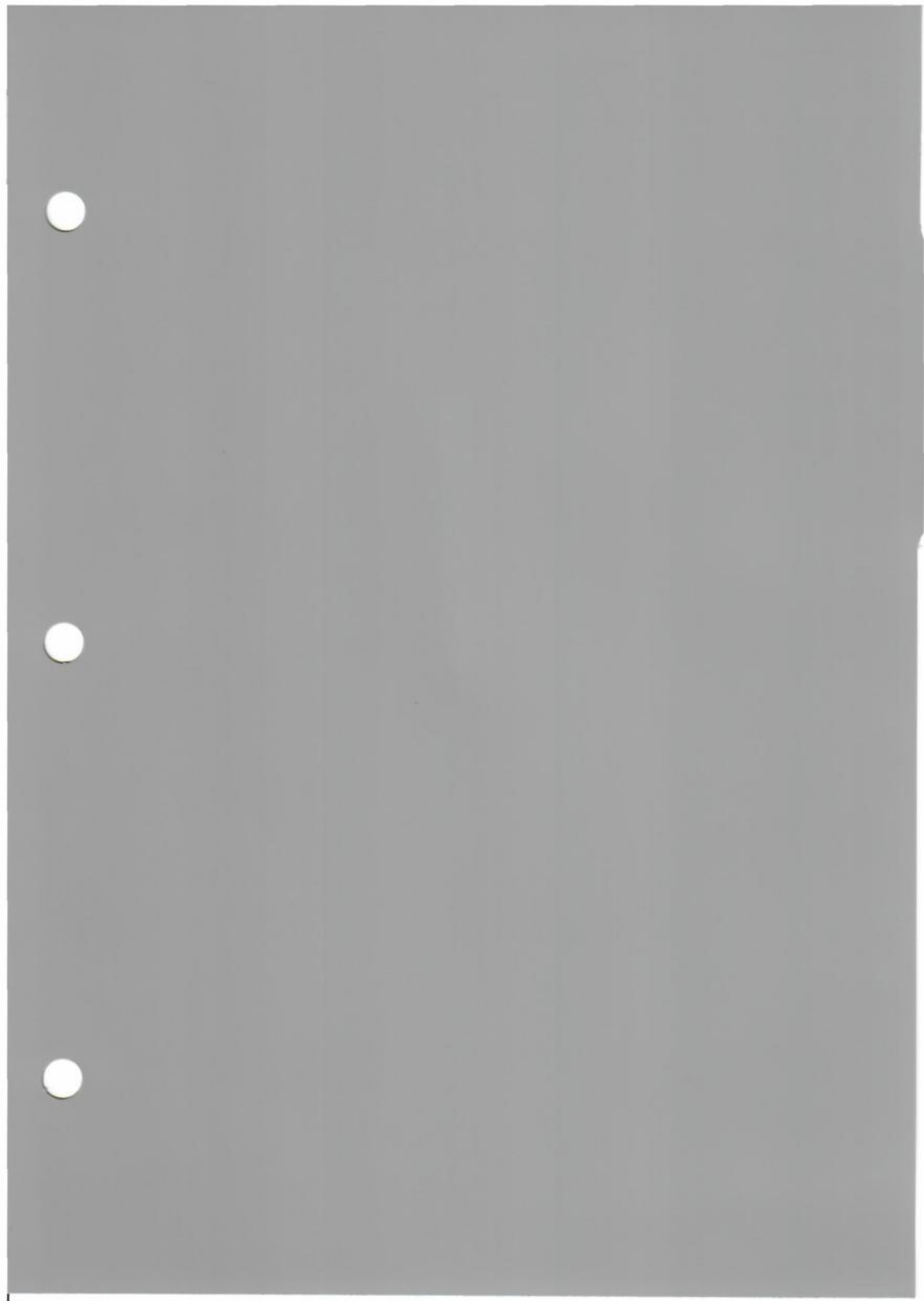
32 K CPU with keyboard built in disk interface  
one 160 K floppy disk drive  
colour monitor  
software

£1086

### **IBM PC**

64 K CPU  
keyboard  
one 320 K floppy disk drive  
monochrome display  
Xchange software

£2169

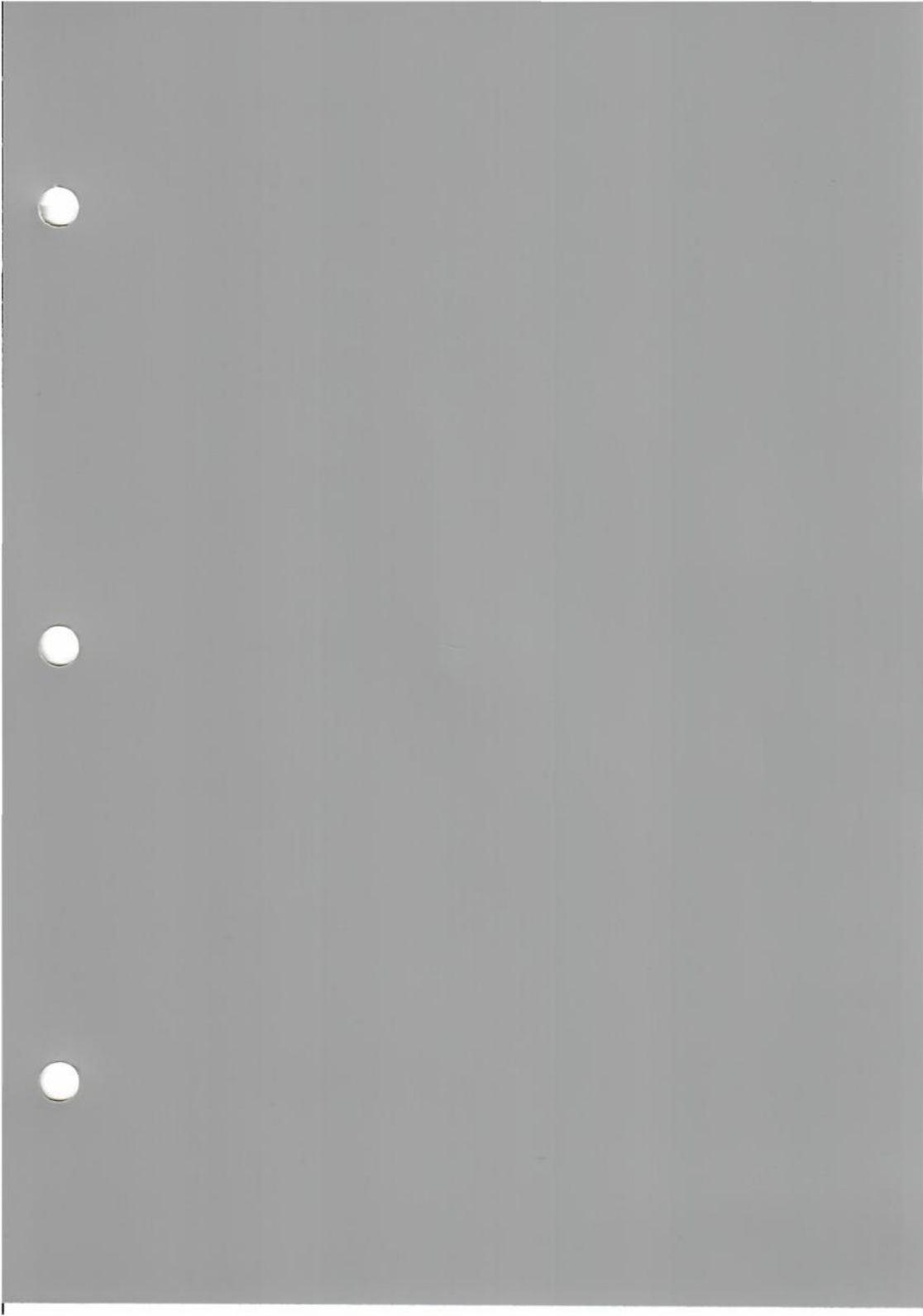


## QL technical features

<i>processors</i>	8/32-bit Motorola 68008, the CPU Intel 8049 which controls the keyboard, generates the sound and acts as an RS232C receiver
<i>memory</i>	128K RAM expandable to 640K
<i>storage</i>	two 100K Microdrives built-in with a transfer rate of up to 15K per second
<i>operating system</i>	Qdos the revolutionary QL disk operating system, which lets users carry out several tasks at once and split the screen into windows
<i>language</i>	SuperBASIC
<i>keyboard</i>	full-size 65-key QWERTY keyboard with space bar and left and right shift keys five function keys four cursor keys
<i>free software</i>	QL Abacus spreadsheet QL Archive database QL Easel graphics QL Quill word processor
<i>users' bureau</i>	QLUB includes one year's free telephone and postal helpline and QLUB newsletters
<i>networking</i>	two communications ports for QLAN local area network
<i>monitor</i>	RGB socket for colour or monochrome monitor
<i>television</i>	socket for colour or monochrome television



<i>serial interface</i>	two RS232C sockets for connection to most makes of serial printer
<i>joysticks</i>	two sockets for use with appropriate software
<i>ROM cartridges</i>	slot for a ROM cartridge, up to 32K
<i>expansion bus</i>	for RAM expansion boards, disk interfaces and other peripherals
<i>extra microdrives</i>	the QL's extension slot will take up to six extra microdrives
<i>reset button</i>	clears memory without having to switch the power off



# Demonstrating QL Abacus, Archive, Easel and Quill

One of the QL's major selling points is its collection of applications software. To make it easy for you to see the range and power of this software, we've prepared a set of demonstration scripts for you.

When you first get your demonstration QL, take the program cartridges out of the box and keep them in the recesses at the front of this manual.

Then, when you need to demonstrate the software, use these cartridges together with the special **pathways** cartridge you'll find in the same recesses.

We suggest you go through each script several times yourself, so that you're completely at home with all four programs.

## The programs in perspective

People sometimes complain that the scope of the four programs is limited. However, this is true of many other software titles on the market, which may cost anything up to £600.

Remember, QL Abacus, Archive, Easel and Quill are **included in the price of the QL**. They're designed to put the QL into immediate action, so that new users can start useful work straight away.

All four programs have an impressive range of features built in, making each one comparable to competitors selling for £100 more than the QL.

## **Points to emphasise**

In the scripts:

marks particularly strong points.

## QL Abacus

**Perspective:** QL Abacus is a neat, well-designed spreadsheet program. It was the invention of the spreadsheet that started the business micro revolution – showing for the first time that micros could do useful work. As you'd expect, the QL's spreadsheet is innovative and easy to use.

Spreadsheets are grids of rows and columns displayed on the screen. Each space on the grid is called a **cell** and can hold a number.

With QL Quill, you type numbers into cells – your latest sales figures, perhaps, or the bills you'll have to pay next month – and the computer carries out calculations on them. The results go into another row or column of the grid. Because it can work the results out so quickly, you have time to experiment with numbers – to see, for example, what would happen to profits if you cut the price of one product, or kept your shop open for longer hours.

Check that the QL is connected up and ready.

Press the reset button and then put QL Abacus in microdrive 1. Now press **F1**.

The grid is 64 columns wide and 255 rows deep. The columns are labelled A to BL; the rows 1 to 255.

Because of the limitation of the size of the screen, you can only see part of the grid – the top left-hand corner of it. To see the rest of it, you press

⇐ or ⇨ repeatedly.

Watch the bottom left of the screen to see which cell the cursor is on.

**F5 M67 ENTER** takes you to the 67th cell in column M. **F5** is the key to move you to a cell. Pressing

**F5 ENTER** without the cell number gets you back to the top left of the grid. That is: if you don't type a cell number, QL Abacus assumes you want cell A1. In computing terms, A1 is the default choice.

### Titles and labels

When you set up a spreadsheet, you should always give it a title and label the rows and columns. Type

"Sales of  
agricultural  
implements 1984  
**ENTER**

The " at the start tells the program you're about to type a label. If you make a mistake, **CTRL**↵ rubs out the last character you typed. When you're happy with what you've typed, press **ENTER**.

QL Abacus makes space to show the whole label, although it's longer than the cell.

Watch the contents indicator at the bottom of the screen. It shows what's in the cell your cursor's on.

### Entering a formula

⇨ takes the cursor to A2. Type

rept("=",Len(A1))  
**ENTER**

This is a **formula** that you're putting into cell A2. It looks bewildering at first, but you'll quickly pick up how to write formulas. This one means: **repeat** the character = for the whole **length** of whatever's in A1. In other words, underline 'Sales of agricultural implements 1984' with a double underline.

Now back to A1 – the quick way:

**F5 ENTER**

### Changing what's in a cell

Suppose you forgot something when you were typing in the spreadsheet label.

Type over what you entered before, changing it to "Sales of heavy agricultural implements 1984.

Press **ENTER**.

Now look at A2. The underlining has grown longer to match. Very few other spreadsheets are this clever.

### Labelling the columns

Go to B4 and type this formula:

`row=month  
(col()-1)`

Press **ENTER** three times. This formula says: in each cell in this **row**, put the **month** of the year, but with the left-hand column blank (-1).

### Putting in numbers

Go to B6 and insert a number, finishing with **ENTER**.

Go to A6 and type

"Disc Harrows  
**ENTER**

Since there's a number in B6, there isn't space to show the whole of that label.

**F3 gw20 ENTER**

modifies the **grid** by changing the **width** of the column you're in to 20 characters. Press **ENTER** twice. Now there's space for the whole label.

Go to C6 and type

row=  
dis.january\*1.5

Press **ENTER** three times. This means: fill this **row** with figures, starting with the **disc** harrows number for **January** and multiplying it by 1.5; which makes the figure in each cell in the row 1.5 times what it is in the previous cell.

What you've just done demonstrates a particularly helpful feature of QL Abacus. Other spreadsheets make you refer to rows and columns by their letters or numbers; with QL Abacus you type what the row or column contains – 'dis' (for disc harrows) or 'January'.

You used **F3** just now. It's a useful key.

**F3 J CNR ENTER**

for example, **right** justifies the number in each cell. Press **ENTER** twice and you'll see the effect.

Go to A7. Type in

"Rake harrows  
**ENTER**

Go to B7 and insert a number. Notice that it's right-justified in its cell.

**F3 EB7 ENTER**  
**C7:G7 ENTER**

This **echoes** numbers, copying the number in B7 into every cell from C7 to G7.

Go to A9. Type:

"Harrows –  
total **ENTER**

## Calculations

Go to B9 and type this formula:

row=  
dis+rak **ENTER**

This means: in this row, put the sum of the figures in the disc row and the rake row. Press **ENTER** two more times.



Now go to B8 and type

```
row=rept("-",  
width()+1)ENTER
```

This puts an underline before the totals row. 'width()+1' means put a dash across the whole width of every cell, plus one extra dash each time to fill the gap between the columns. Press **ENTER** twice more to see the result.

### Sophisticated grids

The above was a very simple spreadsheet. To give an idea of the power of QL Abacus, you're now going to load a complete spreadsheet from the **pathways** cartridge.

Put this cartridge in microdrive 2.

```
F3 Lmortgage  
ENTER
```

This loads a spreadsheet called 'mortgage'.

Look at the grid use indicator at the bottom of the screen. It shows A1:AN41, which means that the grid is 40 columns wide and 41 rows deep. A1 tells you that the grid starts in column 1 and row 1, and AN41 tells you that it ends in column 40 and row 41.

```
F3 x ENTER
```

starts a demonstration routine, pre-programmed by us. Answer each question with a realistic figure.

You'll see the program do some very clever things, recalculating the spreadsheet, and changing the month labels. Move the cursor round the screen to show how complex the formulas are.

This routine shows a very important feature of QL Abacus – one that makes it stand out from its rivals. This is the way you can set up the program to ask the user to type in data. It doesn't take long to become a confident, ambitious user of QL Abacus, and when you have you can write routines like this one that will make it easy for inexperienced users to work with the spreadsheets you design.

### **Finishing**

**F3 q ENTER** finishes your session with QL Abacus.

## QL Archive

**Perspective:** QL Archive is a powerful tool for storing, sorting and retrieving information of all kinds. Its particular strength as a database program is the freedom it gives users. They can design their own screen displays; and search through and sort their data in several different ways.

Most important of all – and this is something people who've been frustrated by other database programs will appreciate – you don't have to make predictions about what your data will be like before you start entering it. Other databases make you say what each item you store will be like and how much information it will contain. But QL Archive isn't like that: it's uniquely responsive to users' needs.

Check that the QL is connected up and ready.

Press the reset button and then put QL Archive in microdrive 1. Now press **F1**.

### Files and moving around in them

open **ENTER**

lets you open a file in which you've already stored data. If you make a mistake when you're typing, **CTRLQ** rubs out the last letter you typed.

mdv1\_gazet  
**ENTER**

says which file you want to open – a file called gazet on the cartridge in microdrive 1. QL Archive displays **" "** signs for you to type between.

display **ENTER**

displays the start of the file.

Explain that database files are made up of entries called **records** and that each item of information in a record is called a **field**.

What you see now is one record. It's like one card out of a card index. Each field is labelled. Fields marked **\$** contain only text, no numbers.

next **ENTER** displays the next record.

**F5 ENTER** repeats the previous command – a very useful short cut.

back **ENTER** takes you back one record.

Explain that you're typing whole words to give your commands, for the sake of clarity.

first **ENTER** takes you to the top of the file.

Now to find a particular record. Imagine you want to find the data on London.

find **ENTER**

London **ENTER** and the microdrive whirrs into action.

Wait a moment and there's the record.

### Sorting

Say you want the gazeteer sorted into reverse alphabetical order.

order country\$  
;d **ENTER** says 'put the file into **descending** alphabetical order of country' – so that Afghanistan appears at the bottom and Zimbabwe at the top.

QL Archive does this operation extremely quickly.

There are a large number of other commands, and it would take a long time to demonstrate them all. One useful thing you can do is to count the number of records in a file. Type

print count  
( ) **ENTER** The number of records in the file now appears near the top of the screen.

## Writing QL Archive procedures

Archive lets you abbreviate sequences of commands to a single command – a procedure.

Here's a very simple example:

`edit` **ENTER**

`n` **ENTER**

`next` **ENTER**

The screen lists the procedure, starting 'proc' and ending 'endproc'.

This makes typing `n` act as a short cut for typing `next`.

## Designing the screen

With QL Archive it's easy to change the screen layout to suit your needs. The part of the program that does this is the **screen editor**.

`sedit` **ENTER**

**F3 c** **ENTER**

starts the screen editor. For this part of the demonstration, imagine that you want to simplify the screen layout, concentrating on just the countries and their populations.

**F3 i**

alters the **ink** colour. Press the space bar and keep pressing until the colour you want – in this case, let's say white – appears. Press **ENTER**.

**F3 p**

changes the **paper** colour. Choose red for this demonstration. Press **ENTER**.

Pressing the space bar paints the line of the screen red. At the end of the line press

**ENTER**

This takes you to the next line.

Paint three more lines red.

Move the cursor back to the top left of the screen.

Demonstration    The text appears in white.  
Gazeteer **ENTER**

=    draws a double underline across the screen  
when typed repeatedly. At the end of the line,  
press **ENTER**.

Now type

Country:    Move the cursor three spaces to the right.

**F3 vcountry\$**    marks the position where the contents of the  
**ENTER**    field called 'country\$' will appear.

Press the space bar to make a line of dots  
ending below the 'v' of 'variable' in the bottom  
line of the command window. This sets the  
space where the country name will appear.  
Press **ENTER** twice.

Move the cursor three spaces to the right and  
type

Population:    Move another three spaces to the right.

**F3 vpop ENTER**    marks this as the place where population figures  
will appear.

Now make a row of dots to the end of the line,  
then press **ENTER** twice.

**F2 ESC ESC**    takes you out of the screen editor back to  
ordinary QL Archive.

Now you have a new screen display. Type **n**  
**ENTER** to scan through the file.

This has been a simple example. You can use  
any colours to display data from any files – and  
you can amend and add to this data.

QL Archive users find they quickly learn to make creative use of the screen editor, so that their data is clearly displayed and helpfully arranged, and so that entering new information is easy and error-free.

### Using a procedure

On the **demo** cartridge there's a QL Archive program that we've already written. It makes use of three files and 13 procedures.

- run "mdv2\_ stock" ENTER** starts the program. When the first prompt appears, type
- doorder ENTER**  
**a103 ENTER** You see a stock record. Type
- y** to confirm that it's OK.
- bye ENTER** This formula takes you out of the program into ordinary QL Archive.
- To show the procedures the program has used:
- edit TABULATE** displays the procedure list
- SHIFT with TABULATE** moves you up the list
- ◀ ▶ ↶ ↷** moves you around the list
- ESC** takes you back to QL Archive.

### Finishing

- F3 q ENTER** finishes your session with QL Archive.



## QL Easel

**Perspective:** QL Easel is an asset for anyone who needs to produce high-quality graphs, bar charts and pie charts quickly and easily. Easel has numerous advantages over its rivals:

- it's fast and easy to use
- the lines and bars can be designed by the user
- the graphs it produces are of a high quality and have an attractive layout
- it can handle mathematical operators and functions in the data.

To demonstrate QL Easel:

Check that the QL and the printer are connected up and ready.

Press the reset button and then put QL Easel in microdrive 1. Now press **F1**.

### The screen display

After the computer has loaded the program into its memory the screen will show an empty bar chart with 12 columns, labelled with the months of the year across the bottom axis, and a scale of 0-10 up the left-hand axis.

Above this is an explanation of the four function keys, F1, F2, F3 and ESC, which are used with QL Easel, together with a description of how to type in text, numbers and formulas. These are the main screen headings. On the first line below the bar chart is the cursor, and to its left the program will display prompts which tell you when you can start typing commands or text.




## Drawing a simple bar chart

The beauty of using QL Easel is that you can start drawing graphs and charts straight away, without having to set up and label the axes beforehand. To demonstrate this, type in some figures and watch the program draw the chart for you. Type

**50 ENTER** The scale on the vertical axis automatically adjusts to cope with a number greater than 10, and a bar 50 units high is drawn in the first column from the left. As you enter more numbers, the chart fills up from left to right. Type

43,40,65,78,92,  
98,107,122,138 remembering to type **ENTER** after each figure.

It doesn't matter if you type some of these numbers in wrongly, as you can correct a typing error by pressing

**CTRL** and  together to rub out characters to the left of the cursor.

If you make a mistake in the figures you enter on to the chart, and want to go back to the start of QL Easel, press

**F3 Z ENTER**

## Changing the style of the display

One of the outstanding features of QL Easel is the ease with which the display of information can be changed. Now that you've entered some figures and drawn a chart, you can demonstrate this feature in action. Type

**F3** to display a list of the commands available shown at the top of the screen. This is called the 'command window'. The first command on the

list is 'Change', and this is the one we want to demonstrate. You need only type the first letter of a command to bring it into operation. Press

- c and the computer will display the options to choose from with this command.

One of the changes that can be made is in the colour of the bars on the chart. Type

- B? ENTER to see the range of colours to choose from. There are 15 options, each one numbered, and beneath them on the left of the screen is a bar with a question mark at its centre, indicating that it's the option in use at present. Press

- 3 ENTER to see the bar chart in a new colour scheme.

Look at the top of the screen. The list of commands will be displayed again and you can now demonstrate some other ways of changing the appearance of the chart. Press

- c to see the options available with the change command again, then

- G? ENTER to change the graph paper. Choose one of the options by typing a number then ENTER.

Demonstrate a change of the width and colour of the lines on the graph by using the change command again then the option line. Press

- CL? ENTER to see the options available here. As above, choose one of the options by typing the appropriate number then ENTER.

Notice how making a choice is made easy for you by pressing ? and then selecting from the examples on the screen.

## Changing to another kind of chart

To end the demonstration of the change command you can show how the type of chart used can be altered. Make sure you have the command window displayed at the top of the screen: if not, press **ESC** repeatedly until you get back to the main screen headings, then press **F3** to see the command window. Now press

**C** to see the change options again, then

**F7 ENTER** to change to a pie-chart.

The option 'F' for format changes the kind of chart on which the information is displayed. Demonstrate another format by typing

**CF4 ENTER**

**CL15 ENTER** to change the lines on the new graph.

Finally, change back to the bars by typing

**CF2 ENTER**

You can see how easy it is to display information with QL Easel. This is just one of the many features of this program. Next we'll show how to incorporate mathematical calculations into the data on display and how different sets of figures can be compared on one graph.

## Comparing sets of figures

To do this, let's imagine that the figures you typed in at the beginning of the demonstration represent the value of a company's sales of agricultural implements over the first ten months of 1985. Now let's say that the company's costs in selling these implements are a fixed fraction of their sales each month: for example, 40%. We'll then subtract the costs from the sales to get the profit made by the company each month and we'll display all this information on a single graph.

Start by renaming the existing set of figures as 'Sales'. Type

**R** to call up the 'rename' function. On the line beneath the chart the computer will respond with 'Rename figures'. You have to type in the old name first, which is 'figures' in this case:

**figures ENTER** If you don't give a name to a set of figures the computer will automatically call them 'figures'. The computer now responds with 'Rename figures as', which is your cue to type in the new name:

**Sales ENTER** Now prepare to create the new set of figures called 'Costs' by typing

**N Costs ENTER** The sales figures are then cleared from the screen ready for you to enter the costs. This will be done by giving the program a formula to convert the sales figures into the costs. Tell the computer to expect a formula by typing

**ESC** It will respond by prompting with a question mark to the left of the cursor. Now enter the formula relating the costs to the sales:

**Costs = Sales \*0.4 ENTER** This tells the computer that the costs are 40% of the sales each month. A bar chart showing the costs figures will now be drawn on the screen. Enter the final formula:

**Profit = Sales - Costs ENTER** to see the chart showing the profit for each month.

We now want to see all three charts combined which we get with the 'view' command. Press

**F3 V** then enter the names of the three sets of figures, separated by commas:

Profit, Sales, Costs **ENTER** In answer to the prompt 'with format', type

**3 ENTER** and QL Easel will then draw a graph with the profit, sales and costs figures all displayed at once. Being able to produce comparisons of figures like this, with the minimum of fuss, puts this program well ahead of its competitors.

When you've done this, press

**ESC** to get back to the main screen headings. Finally, let's add a title and label the axes. To put in a title, type

"Sales of agricultural implements in 1984 **ENTER** The quotation marks at the beginning of the heading tell the program to expect some text. The text is entered on the graph as well as beneath it, and the entry on the chart can be moved around using the cursor keys. Position the heading at the top of the graph and then press

**ENTER** Now alter the labels on the axes. Press

**F3 EAV** to alter the label on the vertical axis. Then press

**F4** to delete the present wording 'axis 2'. Then repeat

**EAV** to enable you to enter new text. Now type

**#Million Enter** as a label for the vertical axis. Move the label into position using the cursor keys then press

**ENTER** Similarly, for the horizontal axis, type

**EAH F4** to delete 'axis 1'. Repeat

**EAH** and then type in the label

Year ending      Move the label with the cursor keys as before,  
December 1984    then press  
ENTER

ENTER      You now have the finished product in front of  
you. If you have a printer connected, print it  
out.

### **Drawing graphs of mathematical functions**

As a final illustration of QL Easel's power in dealing with mathematical formulas, we'll draw a graph of a **sine** function. This is a curve that often occurs in mathematical problems, so it's very useful to be able to plot it out easily on a graph. Press

ESC      to get back to the main screen headings. Then  
press

F3 Z ENTER      to clear the program of the previous data, and  
then

F3 CF4 ENTER      to change to format 4.

Now you're going to type in the formula. Press

ESC      to go back to the main screen headings, then  
type

sinecurve =      QL Easel will then draw this out on the screen.  
sin(2\*pi()\*      You can print this out too if you have a printer  
cell/cellmax)      connected.

### **Finishing**

F3 q ENTER      finishes your session with QL Easel.



## QL Quill

**Perspective:** QL Quill is a straightforward word processor. It's designed to make the most of the QL's processing power and screen display, and helps users increase their writing productivity in a way that's easy to learn and fun to use.

Check that the QL and the printer are connected up and ready.

Put QL Quill in microdrive 1. Press the reset button then F1.

Put the pathways cartridge in microdrive 2.

### Loading the demo

**F3** l q u i l l b a s This loads some sample text on to the screen.

**F2** shows the full screen.

**F3** shows the prompts and demonstrates the function keys.

### Moving around

⇐ ⇨ ⇩ ⇪ show the ways the cursor moves, a letter or line at a time.

**SHIFT** with ⇐ ⇨ ⇩ ⇪ shows the cursor moving fast, a word or a paragraph at a time.

### Simple editing

Insert a word in the short paragraph on the screen.

**CTRL** with ⇩ or ⇪ deletes the new word.

Insert some longer text: point out how QL Quill splits the text to make space (other word processors just push it along).

**SHIFT CTRL** with  $\diamond$  deletes the new text.  
and  $\diamond$

## The command window

- F3** opens the command window, that is, lets you choose a command.
- g** gives the GOTO command – each command is just one easy-to-remember letter.
- t** says 'go to the **top** of the page'.

## Formatting

QL Quill makes changing formats easy – and the effects are instantly visible. Press

- F3** to give a command.
- m** to change **margins**.
- $\diamond$  to move the cursor to the left. Keep pressing it to get the cursor to the left-hand edge – and the text reformats itself, something even expensive word processors can't do.

Try moving the margin somewhere else.

*space bar then*  $\diamond$  or  $\diamond$  moves the **indent margin** – the number of spaces left at the start of each paragraph.

## Back to typing

**ENTER** takes you back to ordinary typing. QL Quill always tells you how to get back from a command window – and if in doubt you can press **ESCAPE** at any time.

## Justification

The right-hand edge of the typing is ragged. With QL Quill, it's easy to justify it – make the right-hand edge straight.



**F3 j** and press the space bar to choose the option you want, right justify, then press **ENTER**.

### Search and replace

Word processors make light of repetitive amendments to documents. QL Quill can find every occurrence of a phrase and change them all uniformly. To show this type:

**F3 o r**

You're going to replace 'Dr' with 'Doctor'.  
Type:

**DrENTER**

**DoctorENTER**

### Typefaces

**F4** changes typefaces.

Type the first letter of the option you choose – watch the bottom left of the screen change.

Once you've chosen a new typeface, you can change the appearance of text you've already entered by typing:

**F4 p** for **paint**.

Now move your cursor over some text and watch its typeface change.

### Design

**F3 d** for **design**. This is one of QL Quills most exciting features.

Type the first letter of the option you choose to alter the design of your text.

**F3 t** demonstrates design – changing the text from green to white. Very few other word processors operate in colour.

Press **ENTER** to return the text you were designing to the screen.

## **Big edits**

Word processors make major edits easy – copying whole blocks of text, for example.

**F3 c** for copy.

Move the cursor to the start of the last paragraph.

**ENTER** marks this place as the start of the block.

**SHIFT ⇐** moves the cursor to the end of the paragraph.

**ENTER** marks the end of the block.

⇨ puts the cursor between the first two paragraphs.

**c** copies the block in this new position.

**ENTER** takes you back to ordinary typing.

Sometimes you need to wipe out blocks of text too – there's a QL Quill command to do this instantly.

## **Saving what you've done and printing it out**

**F3 s** brings up the save command.

**?** shows the files on the pathway cartridge.

**ENTER** confirms that you want to save your work on microdrive 2.

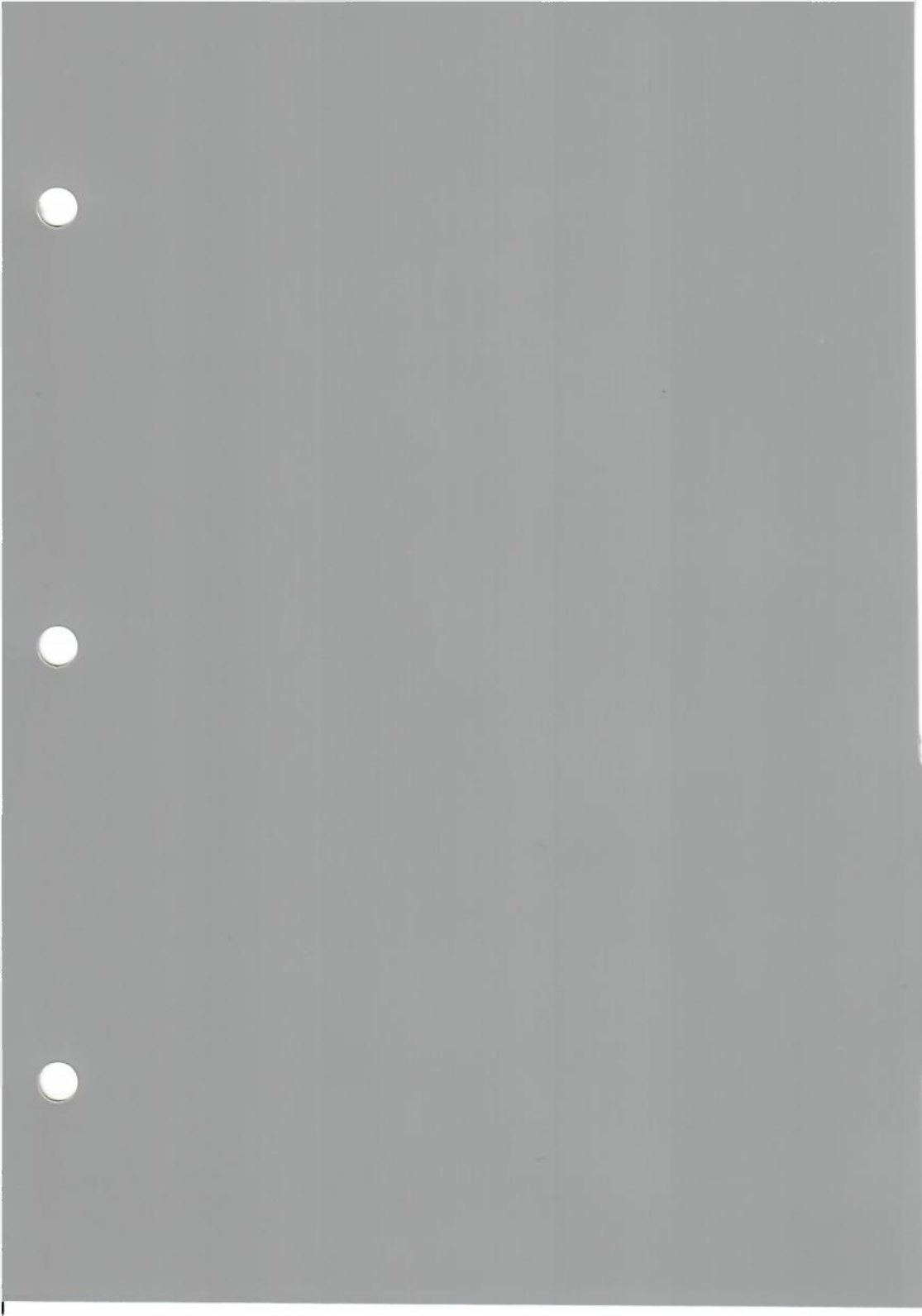
**ENTER** confirms that this is the file you want.

**ENTER** to say you want to carry on working with the same document.

**F3 p** for the print command.

**ENTER** to start printing.

**F3 q ENTER** finishes your session with QL Quill.



## Other QL software

*business accounting*

### QL Cash Trader

Practically every small, cash-based business will find that QL Cash Trader can organise their accounts and so save time and money. QL Cash Trader keeps a record of every payment and receipt – and it shows instantly the effect on profits of each transaction.

With QL Cash Trader, you need no longer be in the dark – the program keeps you in touch with your financial position, day by day. And as you'd expect with QL software, information is displayed in a clear and interesting way, not just as a dry list of figures.

*available  
price  
software written by  
published by  
pack consists of  
product code*

February 1985  
£69.95  
Accounting Software  
Sinclair Research Limited  
slipcase, binder, wallet, manual  
5504

*teach yourself typing*

### QL Touch'n'Go

Users will want to make the most of the QL's full-size keyboard: and this program has been specially designed to perfect users' keyboard skills. A carefully-arranged series of lessons takes you from one-fingered typing to the speed and accuracy of a professional typist.

*available  
price  
software written by  
published by  
pack consists of  
product code*

now  
£19.95  
Harcourt Systems  
Sinclair Research Limited  
wallet, manual  
5503

*for programmers*

## QL Assembler

An important tool for anyone interested in developing and writing software for the QL. Assembly language is the closest of all languages to machine code – the code the computer directly deals with – and it is therefore extremely efficient.

For under £40, you get an assembler and a full screen editor. The assembler lets you convert non-relocatable source files written for any Motorola 68000 processor so that they run on the QL.

Both the assembler and the editor are written in machine code and can be multi-tasked in SuperBASIC – so you can switch instantly between editor, assembler and SuperBASIC.

<i>available</i>	now
<i>price</i>	£39.95
<i>assembler written by</i>	GST Computer Systems Limited
<i>editor written by</i>	Metacomco
<i>published by</i>	Sinclair Research Limited
<i>pack consists of</i>	slipcase, binder, wallet, comprehensive manual
<i>product code</i>	5501

*for programmers*

## APL

Originally developed by IBM as a notation for communication between mathematicians, APL has developed into a quick, efficient programming language.

For scientists and mathematicians, it's a clear choice to solve programming problems.

<i>available</i>	now
<i>price</i>	£99.95
<i>published by</i>	MicroAPL 01-622 0395

*for programmers*

## **BCPL**

QL User called BCPL 'a brilliant compromise between a high-level language and a low-level systems language'. Not for beginners – but for anyone with a good knowledge of systems programming, BCPL is essential.

Developed in Cambridge, BCPL is extremely good at file-handling and text manipulation, and imposes no demands on the programmer about the data to be handled and the way it's organised.

*available* now

*price* £59.95

*published by* Metacomco 0272 428781

*for programmers*

## **LISP**

A powerful and versatile language, particularly well-suited for work in the exciting field of artificial intelligence.

As you'd expect with the QL, this is an advanced version of LISP, developed in Cambridge by the leading LISP expert, Dr Arthur Norman. And, of course, it makes full use of the QL's graphics.

*available* now

*price* £59.95

*published by* Metacomco 0272 428781

*games*

## QL Chess

Winner of the 1984 World Microcomputer Chess Championship. QL Chess sets a new standard for games software. You get a perspective view of the board, and the pieces look and move like solid, three-dimensional objects.

There's a pointer on the screen to make it easy to move the pieces. You can choose whether to play a human opponent or to match your skills against the computer – you can set QL Chess to match your own level of skill. There are 28 levels of play to choose from and QL Chess knows 4000 different opening moves.

Not only that, QL Chess also lets you:

- save and load games
- print out your games
- learn from your mistakes with hint and takeback features.

It even has chess clocks.

<i>available</i>	now
<i>price</i>	£19.95
<i>software written by</i>	Psion Limited
<i>published by</i>	Sinclair Research Limited
<i>pack consists of</i>	wallet
<i>product code</i>	5500



*programming aids*

## QL Toolkit

The QL has the most sophisticated BASIC around – and the QL Toolkit helps programmers make the most of it.

The kit consists of 19 utility programs and 56 language extensions to make SuperBASIC even more powerful.

- A screen editor to make writing and changing programs much faster.
- Better access to files: full random read and write access.
- A program to give you more control over the QL's multi-task operations – letting you display a list of current jobs and alter their priority.
- A print spooler lets you print a file at the same time as running a SuperBASIC program.

Most of the facilities can be used within a program or as separate commands.

QL Toolkit is an immensely useful collection of programs for any SuperBASIC programmer.

<i>available</i>	now
<i>price</i>	£24.95
<i>software written by</i>	QJump
<i>published by</i>	Sinclair Research Limited
<i>pack consists of</i>	slipcase, binder, wallet, comprehensive manual
<i>product code</i>	5502

*for programmers*

## Pascal

Probably the most popular high-level language of all.

Pascal encourages you to write elegant, structured programs, and it's particularly well-suited to solve complex data manipulation and algorithmic problems.

The QL's Pascal interpreter comes complete with an 87-page manual.

*available* now

*price* £39.95

*published by* Computer One 0223 862616

*for programmers*

## Forth

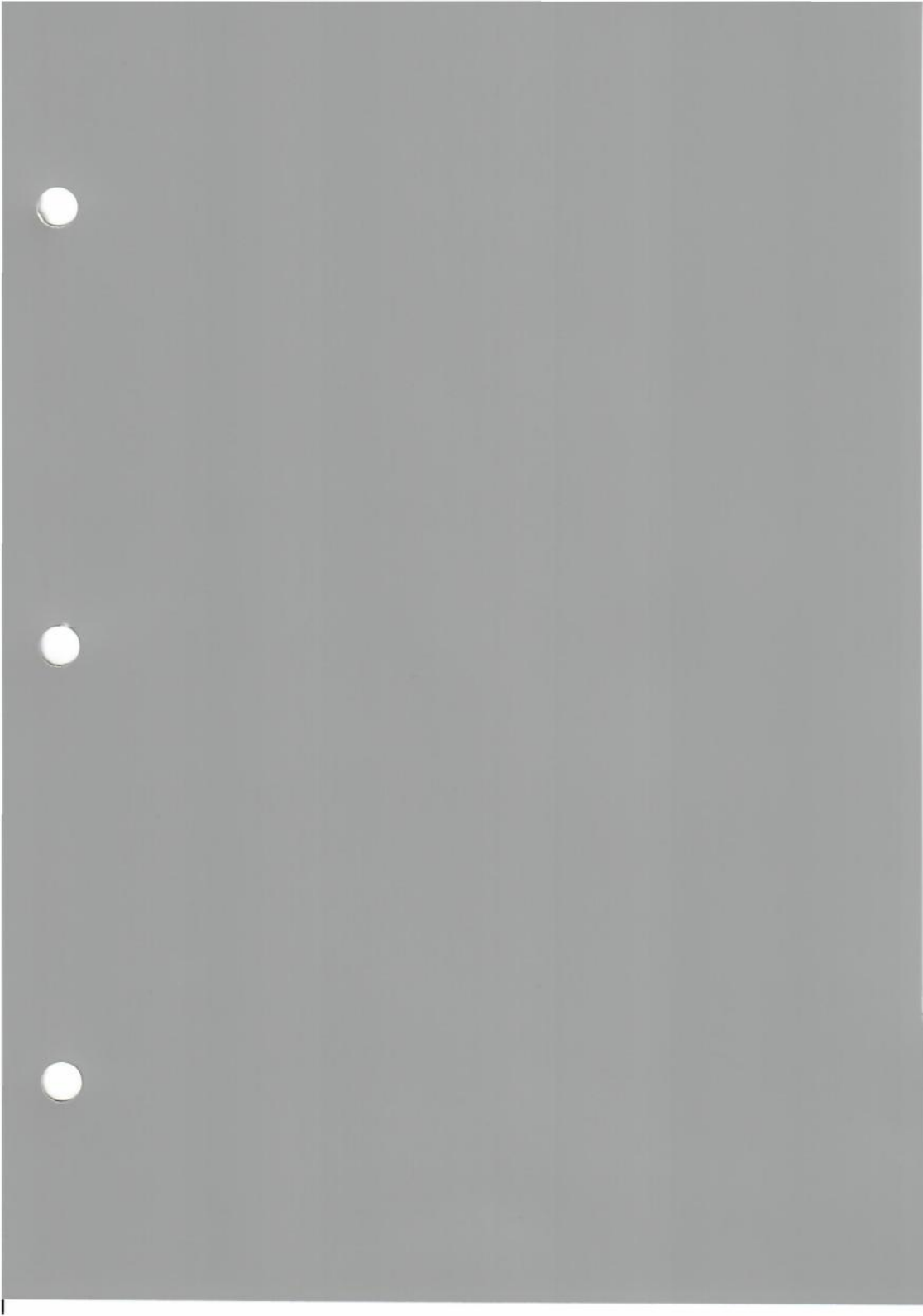
This 'new generation' language is proving popular and easy to learn. The program provides a full implementation of the latest Forth 83 standard with graphics and sound extension.

Forth is an efficient language, designed to match closely the way the computer works.

*available* now

*price* £29.95

*published by* Computer One 0223 862616

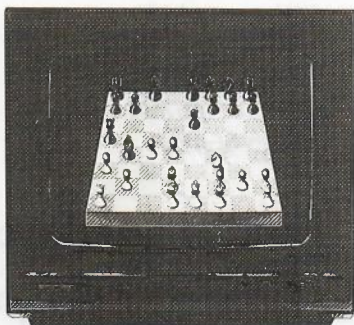


## QL peripherals

A range of add-on units for the QL. Prices include VAT.

*display*

### Vision QL monitor



- The only monitor specially designed to work directly with the QL – and to match the QL in appearance.
- Bright, sharp screen image: high-resolution (640 pixels across) and low glare – ideal to display the QL's sophisticated graphics.
- Designed to take up the minimum of desk top space.
- Comes with a cable, so it's ready to plug into the QL and start straight away.

*made by*  
*price*  
*from*

Kaga/Taxan

£299

MBS Data Efficiency 0442 60155

## *memory* **Expansion boards**

- Four memory cards to expand the QL's memory.
- They plug into the QL's expansion bus.

*made by* Quest International Computers

*prices* 64K £115

128K £185

256K £349

512K £579

*from* 04215 66488

## *connecting up* **Parallel interfaces**

- Every QL has two RS232 interfaces. But now you can add parallel interfaces too.
- For connecting the QL to printers: a standard Centronics-compatible interface, Q-PI.
- For connecting the QL to specialist instruments and control units (up to 16 of them at once): an IEEE-488 interface, Q-488.
- Both plug into the QL's expansion bus.

*made by* Cambridge Systems Technology

*prices* Q-PI £49.95

Q-488 £195

*from* 0223 323302

*extra storage*

## Floppy disk units



- 5.25-inch floppy disk drives for the QL.

*made by*

Quest International Computers

*prices*

single drive for 200K disks

£295

double drive for two 400K disks

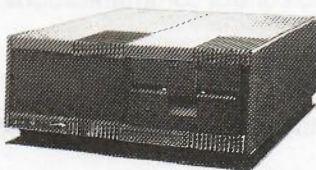
£695

*from*

04215 66488

*high-capacity storage*

## Firefly QL hard disk unit



- 7.5 Mbyte hard disk.
- Huge storage capacity.
- Extremely fast access.
- Quiet, compact and reliable.
- Uses the CP/M operating system.

*made by*

Quest International Computers

*price*

£1195

*from*

04215 66488

*communications*

## **QCOM** communications system



- More than just a modem: it's the QL's own modular communications system.
- Made up of three units, available separately.
- All three units designed to match the QL.

**QCON** to control communications.

**QMOD** the modem itself.

**QCALL** an automatic dial and answer unit.

**QCON** plugs into the QL and has an RS232 socket, so that you can connect up other computer equipment.

**QMOD** plugs into QCON, and lets the QL talk to other computers, and to Prestel, through the phone network.

**QCALL** lets users dial up from their QL keyboard, and to answer automatically data messages received by your modem.

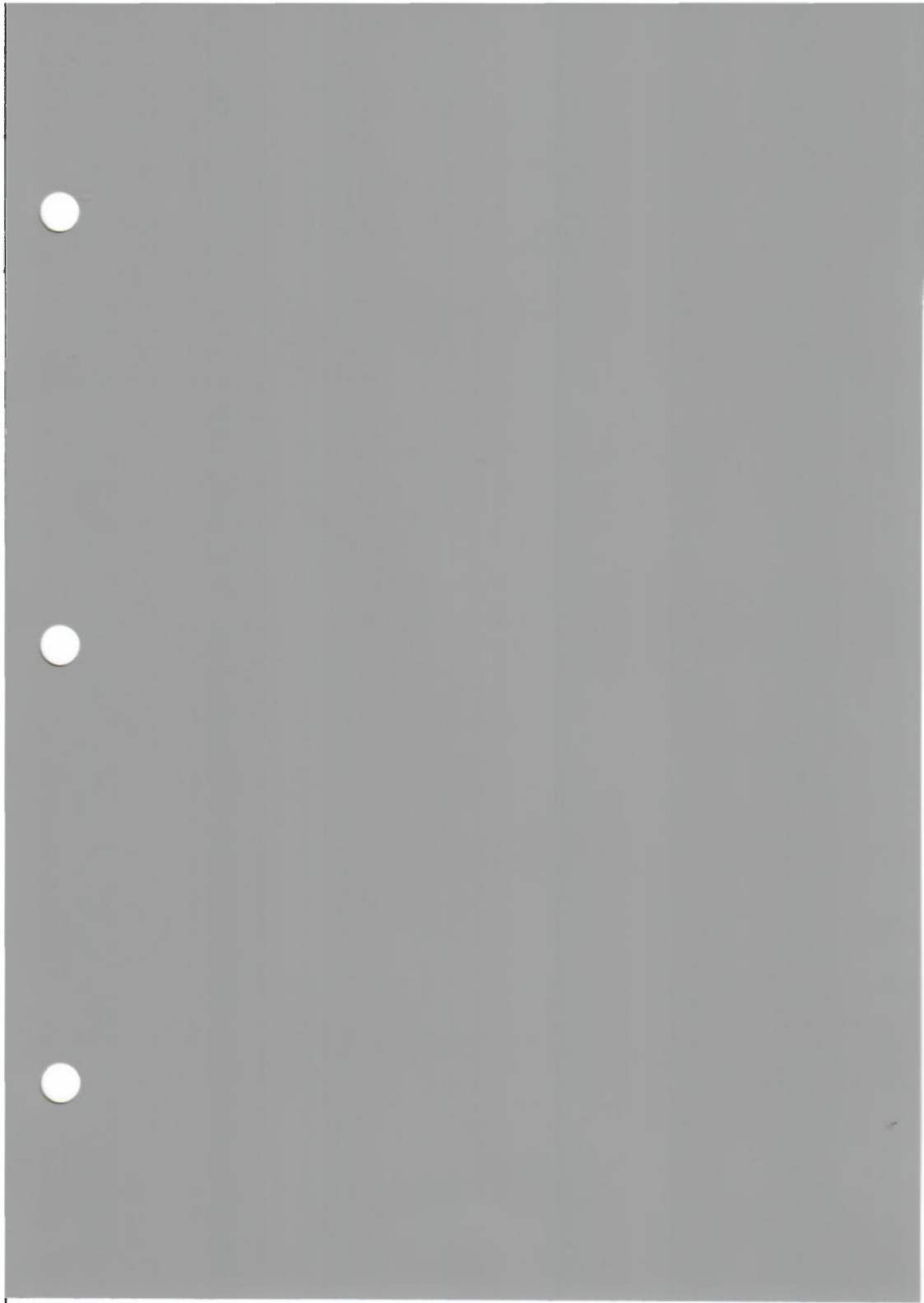
*made by* OE Limited and SCICON

*prices* QCON £79.95

QMOD £79.95

QCALL £49.95

*from* 0276 685311





## QL users bureau

QLUB is the QL Users' Bureau. There are already over 10,000 QLUB members, and the first year's membership is free.

As a member, you get:

- the QLUB newsletter
- a special software support service from Psion, who wrote QL Abacus, Archive, Easel and Quill.

### The newsletters

You get six newsletters a year, packed with technical tips, information on new software and peripherals, and advice on getting the most from your QL. Regular features include:

- **Software update:** the very latest information on the very latest software plus a useful roundup of software that's already available
- **Hardware update:** keeping the user up-to-date with the latest QL developments
- **QL library:** reviews on new books about the QL – an indispensable guide to the ever-increasing choice of titles in the shops
- **Prize competitions:** giving members the chance to win valuable prizes
- **Discounts:** an attractive 20% discount on selected Sinclair QL software titles, plus special discounts on hardware and software from other suppliers
- QLetters, Communications corner, QClose up, Machine code, Special offer office, QL Quarks and much much more.

### **The Psion software support service**

Psion Software Limited are providing a support service for all QLUB members on the four applications programs supplied with the QL. Support is also available for SuperBASIC, Qdos and all the main QL peripherals.

QLUB members who need instant help with a software problem can call the QLUB hotline

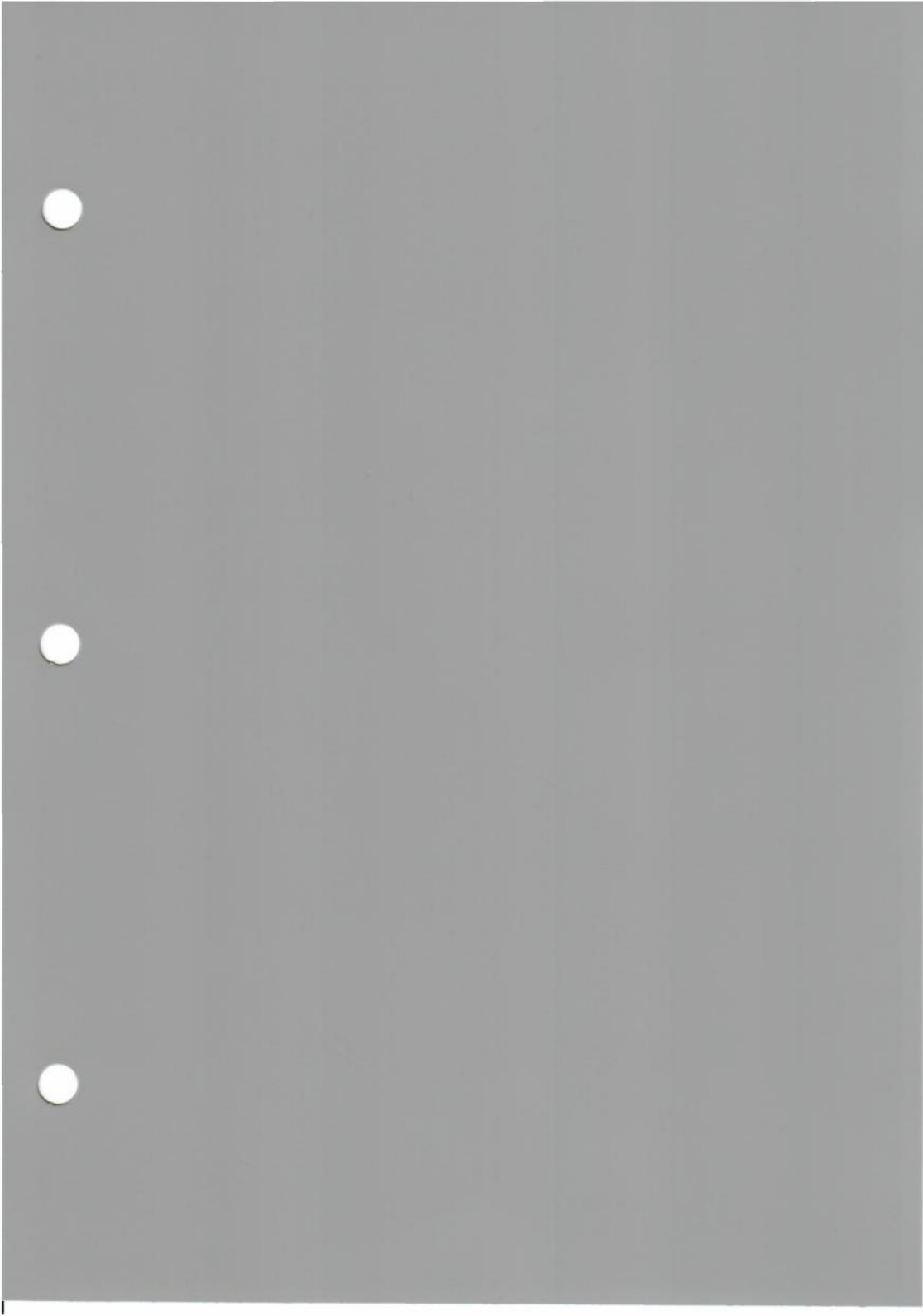
01-723 0533

Alternatively, members can write to:

Psion Software Limited  
22 Dorset Square  
London NW1

### **More information**

For more information on QLUB, phone  
Camberley (0276) 685311.

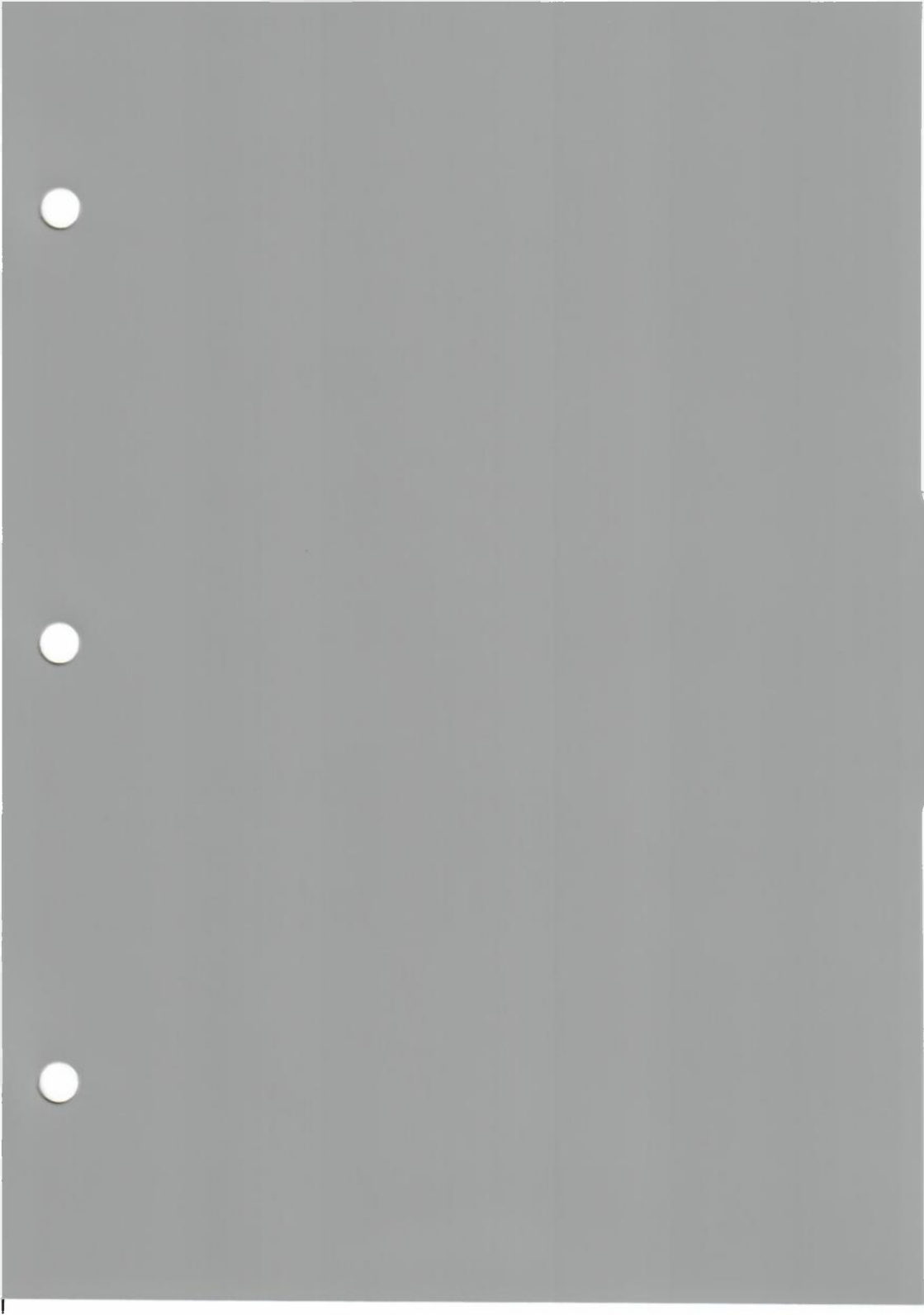


## Service and repair arrangements

QL computers are sturdy and reliable, but occasionally faulty machines do get through our quality control and reach customers. To help put things right for these customers, we've developed a seven-point program to deal with returned computers:

- From February 1985, every new QL will go out with a card advising customers to return the computer if it's faulty direct to Sinclair for the fastest possible service.
- A pre-paid postage label will also be enclosed, addressed to Sinclair at Camberley. Dealers are being given extra labels to give to customers who buy computers produced before February 1985.
- If the faulty QL is within its guarantee period, Sinclair will either repair it and return it to the customer within 7 days, or will send a replacement. Please send proof of purchase – a receipt or a dated guarantee card – so that we can check that the guarantee hasn't expired.
- If the QL is outside the guarantee period, customers should ring a special Camberley help-line number, shown on the card, and they will then be told how much the repair will cost.
- Some customers may nevertheless bring their faulty QL back to your shop. Please send it on to us. We can send the repaired or replacement QL either to your customer's address or to your shop. Please indicate clearly where you'd like us to send it.

- Within 30 days of buying a faulty QL, customers may insist on being given an instant replacement. When customers do this, please exchange the computer for a new one and return the faulty QL to your central warehouse. Sinclair will replace faulty stock for an equal number of new QLs.
- Now that customers are getting cards advising them to send faulty QLs straight to us, the number demanding instant replacements will go down dramatically. We believe most customers will accept the service offered on the card as fair and efficient.



# QL Dealer contract

Whereas Sinclair Research Limited (SRL) have designed and manufactured the QL Computer and

*name of dealer* .....

are desirous of selling such computer and peripherals as may be presently and in the future manufactured by Sinclair Research Limited (SRL) under the QL name.

Sinclair Research Limited require that

*name of dealer* .....

(hereinafter referred to as 'the dealer') should sell the QL computer in a manner appropriate to the best interests of Sinclair Research and its customers for QL Computers, and in return for the authorisation to sell the QL Computer by Sinclair Research Limited, undertake to satisfy the following requirements:

- 1 The QL Computer shall be prominently displayed in an appropriate site within the dealer's premises. A width of 1 metre of shelf space should be the minimum space allocated to the computer. The space above and below the computer within this linear metre should be devoted to QL peripherals, software and sales literature.
- 2 The QL Computer will be displayed together with an appropriate colour monitor, and linked to the electrical power supply during hours of business to be readily available for demonstration purposes to potential customers.
- 3 During hours of business, the QL Computer will be demonstrated by means of an appropriate item of software on permanent display.

- 4 An appropriate printer will be available adjacent to the QL Computer in order to demonstrate the facility to work together with a printer.
- 5 The QL Computer must be displayed in a site easily accessible to potential customers in order to allow them free access to the computer keyboard.
- 6 A member of staff fully conversant with the QL and the four Psion software packages (Abacus Easel Quill Archive) must be permanently available to demonstrate the QL Computer and to answer customer questions relating to the computer and software, and their applicability to the customer's business or leisure interests.

The Member of staff must be competent to demonstrate and extend advice on peripherals, including Visual Display Units and printers and the leads required to connect them.

- 7 The QL must be sited in an area of the store devoted entirely to the sale of Computers, Computer Software and Peripherals.
- 8 The QL must be displayed in a tidy and attractive manner. Software and show material or sales literature should be neatly displayed adjacent to, but not in front or on top of, the QL itself.
- 9 The dealer will take stock in support of the QL a range of software packages which reflect the various potential uses of the QL computer for business and pleasure.
- 10 The dealer will undertake not to sell the computer as a promotional item purely to force the sales of other items not produced or supplied by SRL.



- 11 The dealer undertakes to operate efficiently and in the best interests of the customer in relation to service and repair of apparently faulty products. In this respect he shall undertake to
- test products which are returned in order to validate the customer's claim
  - return faulty products to SRL or his distributor within 2 days of receipt from the customers for repair or exchange
  - operate the terms of the guarantee and return procedures as specified by SRL and in the best interests of the customer and SRL.
- 12 The dealer undertakes to his best endeavours to sell the QL computers, and in doing so to provide a knowledgeable, courteous and helpful service to customers expressing an interest in the product.
- 13 The dealer undertakes to uphold the good name of Sinclair in all discussions with potential customers.

signed .....

for and on behalf of

.....

.....

# Sinclair QL Preservation Project (SQPP)



On January 12<sup>th</sup> 1984 Sir Clive Sinclair presented the Sinclair QL Professional Computer in a typical Sinclair-extravaganza type launch event at the Intercontinental Hotel, Hyde Park Corner, London. This was exactly 12 days earlier than Steve Jobs presented the Apple Macintosh.

The QL is a very good example of an innovative, stylish, powerful and overall underestimated product and ecosystem. On one hand it failed in the market but on the other hand it influenced many developments which ended in many of today's computing devices.



Check out the website <http://sinclairql.net/> – The semi-official website related to the Sinclair QL Professional Computer. **QL forever!**

Urs König (aka QLvsJAGUAR)

[http://sinclairql.net/about\\_urs.html](http://sinclairql.net/about_urs.html)

<https://www.youtube.com/QLvsJAGUAR>

<https://plus.google.com/+QLvsJAGUAR>

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## Document details

Topic: Sinclair QL Sales Guide

Notes: Another rare original from the Sinclair archives.  
In a joint effort with Rich Mellow in early 2015 I bought this from the Tedeschi family when they sold-off Envico's collection

Number of pages (including SQPP cover and back pages): 59

Scanned: 2018-06-17 on a HP M477fdw

Check out the website <http://sinclairql.net/> – The semi-official website related to the Sinclair QL Professional Computer. **QL forever!**

Urs König (aka QLvsJAGUAR)

[http://sinclairql.net/about\\_urs.html](http://sinclairql.net/about_urs.html)

<https://www.youtube.com/QLvsJAGUAR>

<https://plus.google.com/+QLvsJAGUAR>