# **NetPages**<sup>™</sup>

The Internationally Renowned Resource Guide to the Internet by Aldea Communications, Inc.

Welcome to **NetPages**<sup>™</sup>, the World-wide Internet Directory from Aldea Communications, Inc. Modeled after a familiar commercial concept, the telephone book, NetPages makes it easier to find people and organizations and to do business on the Net.

In addition to this paperback version, NetPages is available as an electronic-book and on the World Wide Web. To find out how to get these versions, visit the web at http://www.aldea.com.

Now "let your computer do the walking" with Aldea's NetPages.

Suggestions? Talk to the publisher directly by sending suggestions, comments, or complaints to Susan Estrada, President and CEO, at sestrada@aldea.com. We want to hear from you.

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ISBN 0-9651670-0-3 © 1996 Aldea Communications, Inc. All Rights Reserved Aldea Communications, Inc. info@aldea.com P.O. Box 188125 Carlsbad CA 92009 Voice: +1-619-929-1100 Fax: +1-619-929-0580 Web: www.aldea.com

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## Introducing the NetPages<sup>™</sup>

NetPages is a handy guide to the Internet. Three sections of the NetPages provide a familar phonebook-style format.

- a blue section with Internet "how-to" information,
- a **white section** with listings for email addresses and web addresses
- a yellow section with classified advertising.

Keep NetPages by your computer for handy reference.

#### **Blue NetPages**

The Blue NetPages provides a easy-to-use "how-to" guide for your Internet adventures. Topics include:

- Anatomy of the Internet
- Connecting to the Internet
- International Internet Statistics
- Internet Code of Conduct and Internet Culture
- Internet Names and Address Basics
- Internet Tool Box Software Hints
- Email Basics
- Email Gateways on the Internet
- Mailing List Basics
- USENET News Basics
- World Wide Web Basics
- Good Free Places to Start Surfing
- Internet Community Organizations
- Your Business and the Internet

#### Add your name to the **White NetPages**.

Visit the Aldea web at http:// www.aldea.com for an easy fill-out form.

#### White NetPages

The White NetPages has two sections: Individual Listings and Business Listings. The Individual listing section is sorted by last name and is right after the Blue NetPages section. The Business listing section is sorted by company name and follows the Individual listing section.

You can add your name or your business contact information in the White NetPages for no charge It will appear in the Fall-Winter edition of the NetPages and be available immediately online at the NetPages Web site. Visit the NetPages Web site to add your name or use the online version. The address: http://www.aldea.com.

#### **Direct Online Access for EUDORA Users**

Did you know that Eudora has a built-in directory feature that works automatically with the online version of the White NetPages? Configure your Eudora mail reader for Ph under the configuration or settings area. Look under Hosts for the Ph. In the blank next to Ph, type aldea.aldea.com. To find email addresses and Web addresses, open up Ph under the Window menu. Enter the name in the query window.

#### **Yellow NetPages**

The Yellow NetPages includes thousands of Web sites, mailing lists and USENET Newsgroups – organized by category. Additionally, display and expanded line listings are available for businesses who want to feature their online activities. You can add your business to the Yellow NetPages at the NetPages Web site. Visit http://www.aldea.com for more details.

#### How does Aldea collect information for NetPages?

All White NetPages listings are voluntary. We solicit information via the usual Internet means—mailing lists, newsgroups, word of mouth, etc. Your name will not be included without your permission. Classified advertising in the Yellow NetPages can be purchased with onebasic listing free of charge for all business.

## How can I get more information about NetPages and Aldea?

info@aldea.com ...... General Aldea information ads@aldea.com ...... NetPages advertising information Argentina Australia Austria Belarus Belgium Brazil Bulgaria Canada Chile Columbia Costa Rica **Czech Republic** Denmark Ecuador Estonia Finland France Germany Guatemala Guinea Haiti Hong Kong Hungary Iceland Ireland Israel Italy Japan Kazakhstan I atvia Lithuania Malaysia Mexico Netherlands New Zealand Norway Peru Philippines Poland Portugal Romania Russia Saudi Arabia Singapore Slovakia South Africa Spain Sweden Switzerland Taiwan Thailand Turkev United Kingdom U.S.A. Uzbekistan Venezuela Yugoslavia Zambia Zimbabwe

## Anatomy of the Internet

The Internet is made up of three distinct functions. First, thousands of networks all connected to each other provide the transport infrastructure. Second, people like you use the Net for day-to-day transactions. Third people place information on the net for others to read or use.

#### Internet Service Providers (ISPs)

ISPs are the businesses, universities, government agencies and others who connect you to the Internet. They provide dial-up modem connections or dedicated line connections to customers. Plus, they also connect to other ISPs so you can talk to anybody anywhere in the world.



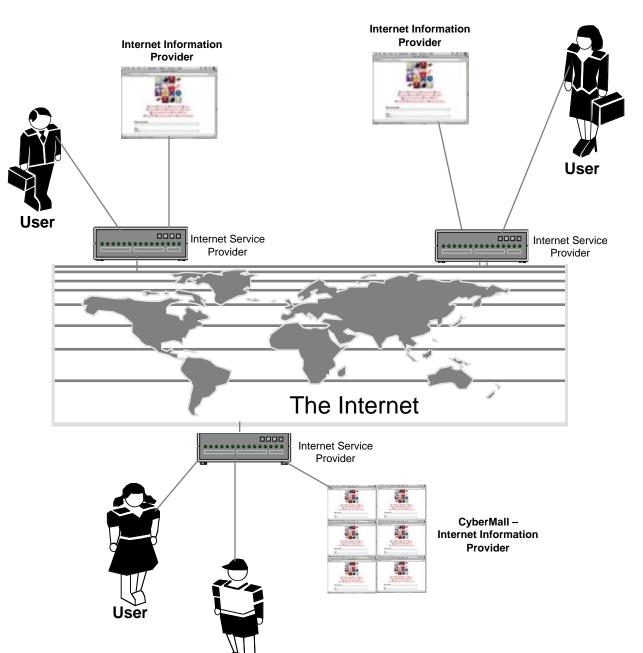
#### Users

Users are the people who use the Internet. Kids and adults, schools and businesses, people all over the world use the Internet.

And the owner.		đ
10.00		
1.20		
and the second sec		
Summer Street Street		
And Annual Street Street		
B-		
and the second se	-	

#### Internet Information Providers (IIPs)

IIPS are the people or businesses who put information on the Internet for others to use. The information can be made available on the Net in a variety of formats: World Wide Web, Gopher, FTP, Telnet, Usenet Newsgroups or email mailing lists. Businesses that support IIPs include Web presence providers and cybermalls.



#### The Internet can be viewed as three distinct functions.

• Internet Service Providers connect.

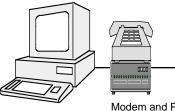
User

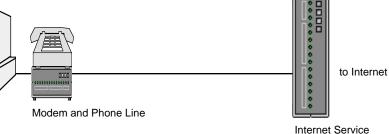
- Internet Information Providers provide content.
- And, users use the content.

## **Types of Connections**

### Online accounts with full Internet functionality

- Good for individuals and small business
- Inexpensive
- Many times have obtuse commands for finding information
- Requires a "double-download" for file transfers



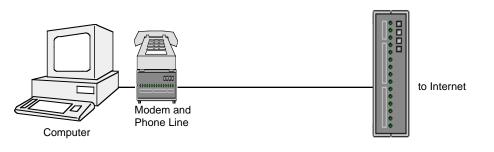


Software is usually bundled and customized. Examples include America Online and Prodigy.

Computer

#### **PPP** Accounts

- Good for individuals, small business and medium businesses
- Inexpensive connect time
- Full Internet to the desktop



#### Internet Service Provider

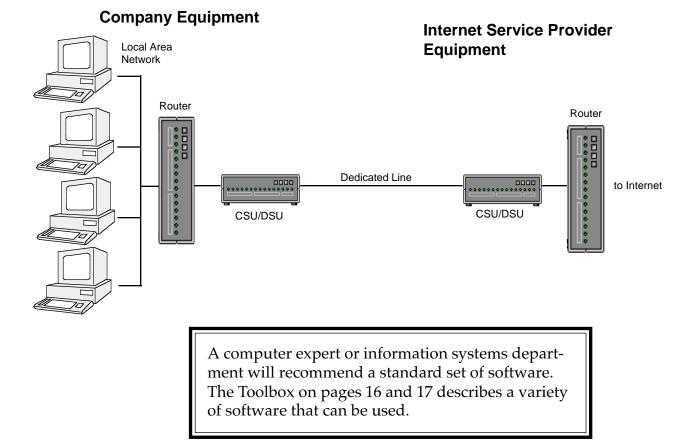
Provider

**Regular Internet** software can be used. Check the Toolbox on pages 16 and 17 for more information.

#### Blue NetPages<sup>™</sup>

#### **Dedicated Line Connections**

- Good for medium and large businesses
- High speed connectivity, full time
- Expensive hardware
- Best to have local staff for connection support



#### Choosing a connection can be quite confusing.

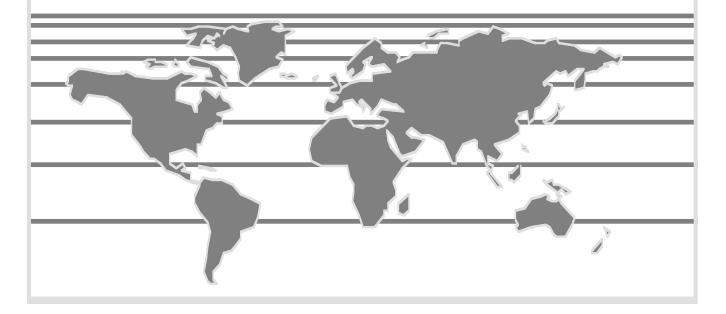
Make sure that you ask your potential Internet Service provider the right questions to determine the kind of connection you are purchasing from them. Remember, price is not the only judgement factor when choosing a connection. Educate yourself before you shop. Ask your potential provider for references.

See the **Yellow NetPage** section *Internet Service Providers* for companies that can sell you an Internet connection. *Users of the Internet continue to double annually. The number of World Wide Web sites is doubling every 3 months. Historically, exponential growth has been documented in the Internet since the late 1980s.* 

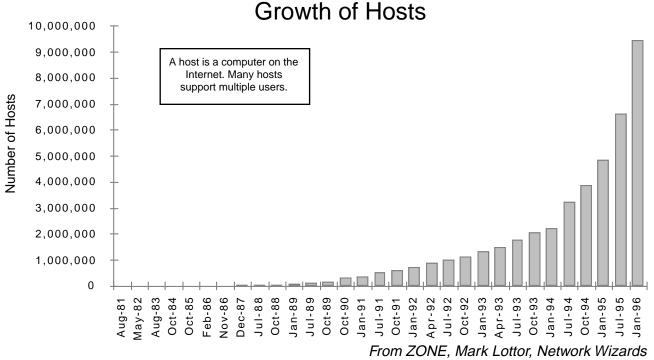
World Wide	Web Growth
------------	------------

Month	Number of Web Sites	Percent of .com Sites	Hosts per Web Server
6/93	130	1.5	13,000
12/93	623	4.6	3475
6/94	2738	13.5	1095
12/94	10,022	18.3	451
6/95	23,500	31.3	270
1/96	90,000	50.2	100 (estimate)

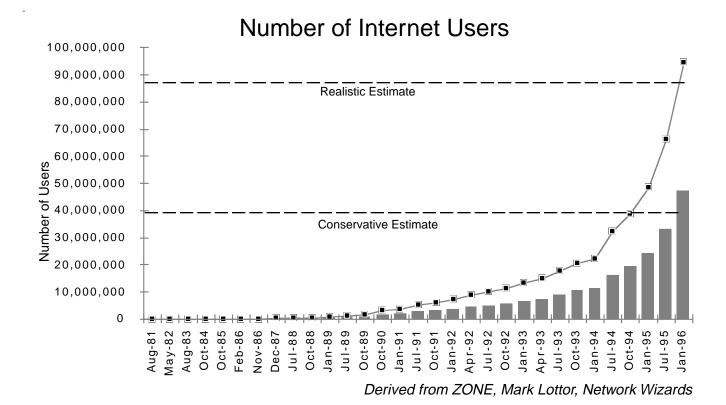
From Matthew Gray, Chief Technologist net.Genesis Corporation For more information, visit http://www.netgen.com



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For more information, visit http://www.nw.com



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<b>Cyber-cues</b>
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To communicate some emotion in cyberspace a series of smiley-facelike concoctions have evolved to punctuate your informal network messages. Here are a few of the more common ones:

:-) smile	:-( frown
:) also a smile	;-) wink
:-D laughing	8-) wide-eyed
:-} grin	:-X close mouthed
:-] smirk	:-o oh, no!

## Short cuts to over-used expressions

To save time when typing in informal network messages, the following expressions have been abbreviated to save on wrist and hand strain:

## The Culture

The Internet, as a network of networks, is built on a foundation of trust and cooperation. For many years, the use of the net was limited to researchers and scientists. During this time, a special Internet "culture" evolved. There are very few rules on the Internet–generally, most forums are open and democratic. Because of this, unmoderated sessions sometimes become "noisy," that is, for every valuable piece of information you find, you must spend time sorting through useless information.

Direct mail advertising is a sensitive issue to some net users. Because the recipient of a message usually is the one who has to pay for it, recipients become very sensitive to unwanted messages. Senders must take care to ensure that their email messages are desired by the recipient or else face an onslaught of complaints.

The spirit of cooperation is still alive and well in the Internet–without it, the network would fall apart. Remember this spirit of cooperation as you use the Internet.

"The Internet is a giant international network of intelligent, informed computer enthusiasts, by which I mean, "people without lives." We don't care. We have each other, on the Internet. "Geek pride," that is our motto." —Dave Barry, humorist

## Internet Code of Conduct

The Internet relies on the cooperation of its constituents — users with users, service providers with other service providers, and users and service providers with one another.

The following guidelines for conduct were developed from an Internet Society (ISOC) document available online at (http://www.isoc.org).

#### Mailing lists, newsgroups and bulletin boards

- ✓ Post within the forum's scope/topic.
- ✓ Avoid redundant, empty, or stupid postings.
- Respect the opinions of other participants.
- ✓ Be careful about the lack of social cues and possible ambiguities in text communications.
- ✓ Use common courtesy when posting critical, negative comments (avoid flaming.)
- ✓ Be sensitive to the forum's standards in respect to obscenity.
- ✓ Do not use expressions that are considered sexually harassing, racial, or in some way discriminitory.

#### Advertising

- Do not post to lists or boards or newsgroups whose purpose states no advertising.
- ✓ Use browsing services such as WAIS, gopher, and WWW to list products and services.
- ✓ Use email-enabled information services like mailing lists to which users can subscribe or send email to obtain information.

#### Privacy

- ✓ Do not invade the personal privacy of other users.
- ✓ Do not forward email without permission.
- ✓ Do not deliberately break into computer systems.

#### Security

- ✓ System break-ins or aiding others to break into systems is illegal.
- Getting passwords or other access information by fraudulently is unacceptable.

#### Intellectual Property

Copying or making available copies of protected works without the author's permission is illegal.

### Names, Names, We All Have Names

There are two kinds of names used on the Internet—host name (computer names) and user names (specific names for people). Email addresses encompass both user names and host names in this format:

francine@aldea.com

where *francine* is the **user name** and *aldea.com* is the **host name**.

Host names are used when you telnet, ftp, gopher, and use the "web." A host name is structured like this:

alpha.aldea.com beta.aldea.com gamma.aldea.com

*where: com* is the **top level name** (*aka domain*) *aldea* is the **company name** (*domain*) *alpha, beta,* and *gamma* are **individual computer names** 

You can get your own domain, either under one of the commonly used organizational domains such as .com (commercial) or unde r a geographic identity such as carlsbad.ca.us. See pages 14 and 15 for a complete list of top level domains – the right-most part of a name.

Universal Resource Locators, fondly known as URLs, are the domain names plus an identifying prefix. Here are common URL prefixes.

<u>URL</u>	<u>Type</u>	<u>Usage</u>
http://	World Wide Web sites	http://www.aldea.com
ftp://	FTP sites	ftp://ftp.uu.net
news://	USENET Newsgroups	news://news.announce.newusers
gopher://	Gopher sites	gopher://gopher.eff.org

These are used with World Wide Web browser software.

#### Addresses

**IP** (Internet Protocol) addresses are four-part names separated by periods (called dots or dot notation); for example, 192.149.45.3 is the IP address for a computer at Aldea Communications. You very rarely need to use IP addresses, but it is handy to jot down a few important addresses for emergencies; in particular, make a note of the addresses for your computer (if you have one) and the computer from which you usually read your email.

Many names on the Internet are case-sensitive. Take time to type the name exactly.

#### **Recognizing Names**

Once you've spent time on the Internet, you'll find it easy to recognize the different top level domains. You'll be able to tell how international the Internet is as you communicate with people the world over. Pages 14 and 15 have a list of the commonly used domains as well as all country domains.

#### **Getting a Name**

If you are doing business on the Internet, you may want to consider getting your own domain name. Here are a variety of ways to obtain one.

#### **Your Internet Service Provider**

Your Internet Service Provider must be your first stop in the quest for your own domain name. They will help you decide if you need a domain name and assist in filling out the oft-confusing forms. And, most importantly, Providers must tell you if they support domain names for their customers. If the answer is no and you really want your own name, you'll have to change providers.

#### InterNIC - http://rs.internic.net

The InterNIC Registration Services assigns domain for .com, .gov, .org, and .net. Forms can be obtained at their web site.

#### APNIC - http://www.apnic.net

APNIC Info Service gathers, organizes and distributes information in the Asia Pacific region. They can help you get a domain name in this region or point you to the appropriate national Network Information Center (NIC).

#### RIPE NCC - http://www.ripe.net

The RIPE Network Coordination Centre provides a support service to Internet Service Providers in Europe. The procedure for registering for an Internet domain name in Europe is available at their web site.

#### Canadian Domain Name Registry - http://www.canet.ca

The CA Domain Committee and the University of British Columbia administer the .ca domain. To apply for a ca domain name, visit their web site and fill out the application template.

#### U.S. Domain Registry - http://www.isi.edu/in-notes/usdnr

The U.S. domain (.us) registers federal government agencies, state government agencies, K-12 schools, community colleges, technical/vocational schools, private schools, libraries, museums, city and county government agencies, and as well as businesses and home computers. Visit their web and read the overview first. Check the availability of a domain name through the InterNIC's Whois service at http:// rs.internic.net/ cgi-bin/whois 14

## **Commonly Used Top Level Domains for Internet Names**

COMMERCIAL BUSINESSES	COM
HIGHER EDUCATION (MAINLY U.S.)	EDU
GOVERNMENT (MAINLY US)	
MILITARY (US)	MII
NETWORK	
ORGANIZATION (EG. CHARITIES)	ORG
AFGHANISTAN	AF
ALBANIA	AL
ALGERIA	DZ
AMERICAN SAMOA	AS
ANDORRA	AD
ANGOLA	
ANGUILLA	-
ANTARCTICA	
ANTIGUA AND BARBUDA	AQ
ARGENTINA	
ARMENIA	
ARUBA	
AUSTRALIA	AU
AUSTRIA	AT
AZERBAIJAN	AZ
BAHAMAS	BS
BAHRAIN	
BANGLADESH	
BARBADOS	
BELARUS	
BELGIUM	
BELIZE	
BENIN	
BERMUDA	
BHUTAN	BT
BOLIVIA	
BOSNIA AND HERZEGOWINA	BA
BOTSWANA	
BOUVET ISLAND	
BRAZIL	
BRITISH INDIAN OCEAN TERRITORY	
BRUNEI DARUSSALAM	
BULGARIA	
BURKINA FASO	
BURUNDI	
CAMBODIA	
CAMEROON	
CANADA	CA
CAPE VERDE	CV
CAYMAN ISLANDS	KY
CENTRAL AFRICAN REPUBLIC	CF
CHAD	
CHILE	
CHRISTMAS ISLAND	
COCOS (KEELING) ISLANDS	
COLOMBIA	
COMOROS	
CONGO	
COOK ISLANDS	CK
COSTA RICA	CR
COTE D'IVOIRE	CI

CROATIA (local name: Hrvatska)	HR
CUBA	CU
CYPRUS	CY
CZECH REPUBLIC	CZ
DJIBOUTI DOMINICA	
DOMINICA	
EAST TIMOR	
ECUADOR	
EGYPT	
EL SALVADOR	
EQUATORIAL GUINEA	GO
ERITREA	
ESTONIA	
ETHIOPIA	
FALKLAND ISLANDS (MALVINAS)	FK
FAROE ISLANDS	FO
FIJI	
FINLAND	
FRANCE	
FRANCE, METROPOLITAN	FX
FRENCH GUIANA	GF
FRENCH POLYNESIA	PF
FRENCH SOUTHERN TERRITORIES	
GABON	GA
GAMBIA	GM
GEORGIA	GE
GERMANY	
GHANA	
GIBRALTAR	
GREECE	
GREENLAND	
GRENADA	GD
GUADELOUPE	
GUAM	
GUATEMALA	
GUINEA	
GUINEA-BISSAU	
GUYANA	
HAITIHEARD AND MC DONALD ISLANDS	HI
HEARD AND MC DONALD ISLANDS	
HONDURAS	
HUNGARY	
ICELAND	
INDIA	
INDONESIA	
IRAN (ISLAMIC REPUBLIC OF)	IR
IRAQ	
IRELAND	
ISRAEL	
ITALY	
JAMAICA	
JAPAN	-
JORDAN	
KAZAKHSTAN	ΚZ
KENYA	
KIRIBATI	ΚI

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KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF	KP
KOREA, REPUBLIC OF	
KUWAIT	
KYRGYZSTAN LAO PEOPLE'S DEMOCRATIC REPUBLIC	KG
LAO PEOPLE S DEMOCRATIC REPUBLIC	
LEBANON	
LESOTHO	
LIBERIA	
LIBYAN ARAB JAMAHIRIYA	
LIECHTENSTEIN	
LITHUANIA	
LUXEMBOURG	LU
MACAU	
MACEDONIA, THE FORMER YUGOSLAV REPUBLIC OF	
MADAGASCAR	
MALAWI	
MALAYSIA	
MALDIVES	
MALI	
MARSHALL ISLANDS	
MARTINIQUE	
MAURITANIA	
MAYOTTE	
MEXICO	
MICRONESIA, FEDERATED STATES OF	
MOLDOVA, REPUBLIC OF	
MONACO	MC
MONGOLIA	MN
MONTSERRAT	
MOROCCO	
MOZAMBIQUE	ΜZ
MYANMAR	
NAMIBIA	
NAURU	
NEPAL	
NETHERLANDS	
NETHERLANDS ANTILLES	
NEW CALEDONIA NEW ZEALAND	
NEW ZEALAND	
NIGER	
NIGERIA	
NIUE	
NORFOLK ISLAND	
NORTHERN MARIANA ISLANDS	MP
NORWAY	
OMAN	OM
PAKISTAN	ΡK
PALAU	PW
PANAMA	
PAPUA NEW GUINEA	
PARAGUAY	
PERU	
PHILIPPINES	
PITCAIRN	
POLAND	
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ROMANIA ..... RO

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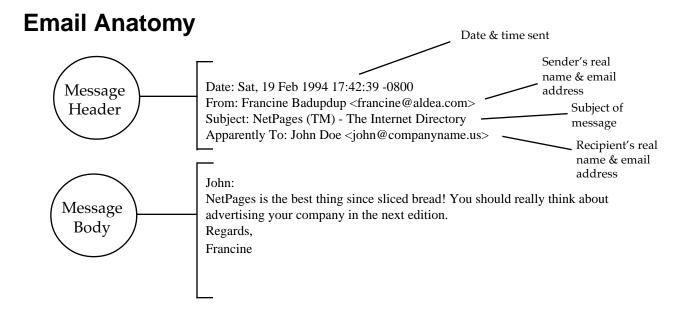
RUSSIAN FEDERATION	RU
RWANDA	
SAINT KITTS AND NEVIS	KN
SAINT LUCIA	
SAINT VINCENT AND THE GRENADINES	
SAMOA	vv5
SAN MARINO	SM
SAO TOME AND PRINCIPE	ST
SAUDI ARABIA	SA
SENEGAL	SN
SEYCHELLES	SC
SIERRA LEONE	SI
SINGAPORE	
SLOVAKIA (Slovak Republic)	
SLOVENIA (Clovak Republic)	
SOLOMON ISLANDS	
SOMALIA	
SOUTH AFRICA	
SOUTH GEORGIA & THE SOUTH SANDWICH ISLANDS	
SPAIN	ES
SRI LANKA	LK
ST. HELENA	SH
ST. PIERRE AND MIQUELON	PM
SUDAN	SD
SURINAME	
SVALBARD AND JAN MAYEN ISLANDS	01
SWAZILAND	
SWEDEN	
SWITZERLAND	
SYRIAN ARAB REPUBLIC	SY
TAIWAN, PROVINCE OF CHINA	ΤW
TAJIKISTAN	ΤJ
TANZANIA, UNITED REPUBLIC OF	ΤZ
THAILAND	ΤН
TOGO	
TOKELAU	тк
TONGA	
TRINIDAD AND TOBAGO	
TUNISIA	
TURKMENISTAN	
TURKS AND CAICOS ISLANDS	
TUVALU	
UGANDA	
UKRAINE	
UNITED ARAB EMIRATES	AE
UNITED KINGDOM	GB
UNITED STATES	US
UNITED STATES MINOR OUTLYING ISLANDS	UМ
URUGUAY	
UZBEKISTAN	-
	VU
VATICAN CITY STATE (HOLY SEE)	
VENEZUELA	
VIET NAM	
VIRGIN ISLANDS (BRITISH)	
VIRGIN ISLANDS (U.S.)	VI
WALLIS AND FUTUNA ISLANDS	
WESTERN SAHARA	ΕH
YEMEN	
YUGOSLAVIA	
ZAIRE	
ZAMBIA	
ZIMBIA	
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Software Tool	Purpose	Quantity of Accessible Information
FTP	File Transfer - great for software downloads	Gigabytes
Gopher	Hierarchical document publishing- lots of pre- 1993 information still stored in Gopher format	Over than 25,000 sites
IRC	Internet Relay Chat - party-line typing sessions	
Phone and Videoconferencing	Talking to another Internet connected person	person to person
Telnet	Remote interactive - controlling and using a remote computer	Thousands of databases
Usenet News	Topical news discussion groups organized by subject	Over 14,000 newsgroups
World Wide Web	Document publishing with linking features	Over 90,000 sites

Positive Features	Negative Features	Retrieve Software or Get More Information	Ease of Use ක්ක්ක් = easiest ක්ක්ක් = easy ක්ක් = not so easy ක් = hard
Good for moving even large files, lots of software archives	Need to know where the files are in advance	ftp://wuarchive.wustl.edu Pick the directory for your computer	አአአ
Menued information is easily navigated	No obvious search methods	ftp://boombox.micor.umn.edu /pub/gopher	አአአ
Fun to "chat" with other netters. Good "what's on" guide.	Sometimes confusing to follow conversations	http://www.prospero.com /globalchat	<b>አ</b> አአአ
Real time audio and video conferencing	Usually need at least 28.8 kbps connection to use. Need special equipment – audio and video capability	http://www.northcoast.com /savetz/voice-faq.html	አአ
Log into thousands of databases	Need to know where the databases are in advance	ftp://ftp.ncsa.uiuc.edu/Telnet Choose your type of computer	ጵታ
Thousands of realtime discussions on a wide variety of topics	Reading Newsgroups can become a career	news://news.announce. newusers	አአአ
Nirvana for information junkies - easy to use with lots of accessible information	Need to install web browser PLUS helper applications for full functionality	http://www.netscape.com http://www.microsoft.com (There are many browsers. These are two of the most popular for Macs and PCs.)	<b>አ</b> ጵጵጵ

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## **Email Do's and Don'ts**

- Don't say anything in your email messages that you wouldn't want to see in the newspaper. Remember email is easily forwarded.
- CSP Don't forward personal email to mailing lists without the author's permission.
- Don't send personal messages to conferences, bulletin boards, or digests.
- Correction Do proof-read and edit messages. Conference and bulletin board messages are "showcases" for your work .
- Do ask your Internet Service Provider to tell you which email software they support. There are many different computer programs available to read mail.
- Do ask your friends and business associates to write their email address on their business card and add them to your address book. Or, tell them to add their name to NetPages!

## **Email Gateways on the Internet**

Many other large public networks have electronic mail gateways between their networks and the Internet. Sometimes, an email address has to be "converted" to Internet format. To help you find the correct formatting for some large networks, we summarize some guidelines from the Internetwork Mail Guide by Scott Yanoff (available via ftp at ftp://ftp.csd.uvm.edu/pub/internetwork-mail-guide).

Network Name	Sample User ID	How to form Internet Email
America Online	user id	userid@aol.com
Applelink	userid	userid@applelink.com
AT&T Mail	userid	userid@attmail.com
Bitnet	userid@site	userid@site.bitnet
BIX	userid	userid@bixcom
Compuserve	1234,567	1234.567@compuserve.com
Connect	userid	userid@connectinc.com
Delphi	userid	userid@delphi.com
Easylink	1234567	1234567@ein.attmail.com
Easynet	host::userid	userid@host.enet.dec.com
Eastbet	first last @ org	first.last@org.mts.dec.com
Econet	userid	userid@igc.apc.org
Ecuanex	userid	userid@ecuanex.apc.org
Fidonet	first last at 1.2/3.4	first.last@p4.f3.n2.z1.fidonet.org
Genie	userid	userid@genie.geis.com
Geonet	userid at host	userid@host.geonet.de
Glasnet	userid	userid@glas.apc.org
Greenet	userid	userid@gn.apc.org
MCI Mail	first last (1234567)	1234567@mcimail.com or first_last@mcimail.com
Niftyserve	userid	userid@niftyserve.or.jp
Nordnet	userid	userid@pns.apc.org
Peacenet	userid	userid@igc.apac.org
Pegasus	userid	userid@peg.apc.org
Prodigy	userid	userid@prodigy.com
Pronet	userid	user@tanus.oz.au
Sprint Mail	first last at org	/G=first/S=last/O=org/ADMD= TELEMAIL/C=US/@sprint.com
Telecom	userid	userid@viatel.pronet.com

You can be in the next edition of the NetPages. Visit http://www.aldea.com to find out how! ©1996 Aldea Communications, Inc. All Rights Reserved A pet peeve of many net veterans is misposting request messages. Contact the administrator of a mailing list, rather than posting to the entire list.

If you are unsure of the kind of list you are subscribing to, try the automated methods first.

## **Mailing Lists and Sending Mail**

A mailing list is an email address that stands for a group of people rather than for an individual. Mailing lists are usually created to discuss specific topics. Generally, anybody interested in that topic may join that list. Some mailing lists have membership restrictions, others have message-content restrictions, and still others are moderated. Most "public" mailing lists have a second email address to handle administrative matters, such as requests to be added to or deleted from the list.

*All subscription requests should be sent to the administrative address rather than to the list itself.* 

#### **Finding Mailing Lists**

NetPages includes a Mailing List category in the Yellow NetPages.

Liszt lists over 20,000 mailing lists which are searchable. You can find Liszt on the World Wide Web at http://www.liszt.com.

PAML, Publicly Accessible Mailing Lists, has categorized and alphabetical lists of mailing lists. You can find PAML on the World Wide Web at http://www.neosoft.com/internet/paml/ and in the USENETNewsgroup news.lists.

Tile.net has lists of mailing lists and Usenet Newsgroups. You can reach it on the World Wide Web at http://www.tile.net.

### Subscribing to a Person-Administered Mailing List

The administrative address for many mailing lists has the same name as the list itself, but with –request appended to the list name. For example, to join the ietf-announce@cnri.reston.va.us list, you would send a message to ietf-announce-request@cnri.reston.va.us. Most often, however, requests to a –request mailbox are handled by a human, and you can phrase your request as a normal email message. Normally, if you want to be taken off of a mailing list, just send an email message to the same –request address. Then be patient, and wait a few days for the mail to be turned off.

#### Blue NetPages<sup>™</sup>

#### **Subscribing to Majordomo Mailing Lists**

 To get information about mailing lists at a site, send a message to majordomo@host.domain
 In the body of the message, type index

 When subscribing to a Majordomo mailing list, send email to majordomo@host.domain
 In the body of the message, type subscribe ListName
 Substitute the name of the list for ListName.

 To unsubscribe from a Majordomo mailing list, send email to majordomo@host.domain
 In the body of the message, type unsubscribe ListName

✓ To send mail to the mailing list, send email to ListName@host.domain

#### **Subscribing to Listserv Mailing Lists**

 To get information about mailing lists at a site, send a message to listserv@host.domain
 In the body of the message, type
 List

 When subscribing to a Listserv mailing list, send email to listserv@host.domain
 In the body of the message, type subscribe ListName YourFirstName YourLastName
 Substitute the name of the list for ListName and your own name.

 To unsubscribe from a Listserv mailing list, send email to listserv@host.domain
 In the body of the message, type unsubscribe ListName YourFirstName YourLastName
 Substitute the name of the list for ListName and your own name.

✓ To send mail to the mailing list, send email to ListName@host.domain For lists with many readers, administrators prefer to have a computer program handle routine list administration. Many lists are accessible via Listserv, Majordomo or other mailing-list manager programs. USENET is a worldwide conferencing system comprised of thousands of newsgroups. People read and respond to their favorite subjects.

## The Essence of USENET News

Newsgroups are ordered in a hierarchical structure. The left word in the name specifies the newsgroup's category.

Major USENET categories are :

- alt. Alternative groups
- comp. Computer discussions
- **misc.** Everything else
- rec. Recreational activities both sports and hobbies
- **sci.** Scientific discussions
- soc. Social issues
- clari. Clarinet commerical services
- news. Discussions about USENET itself

#### **USENET News Tips**

- Start by reading news.announce.newusers.
- If you have questions about using USENET, check out news.newusers.questions.
- Before participating, read a newsgroup until you feel comfortable with the subject matter and the personalities.
- In moderated newsgroups, pay attention to the moderator.
- Don't post off-subject material.
- DON'T SPAM post the same message to a large number of groups all at once. It is rude.
- Don't blatently advertise if a newsgroup doesn't allow it.

#### Finding USENET Newsgroups

There are many ways to find newsgroups.on the Internet. Here are three:

#### **NetPages**

Check out the special section at the end of the Yellow NetPages where over 14,000 USENET Newsgroups are located.

#### Liszt – http://www.liszt.com

Liszt has searchable Newsgroups. If you are interested in making beer, you can type beer into the search window and newsgroups that are associated with beer will be displayed.

#### Tile.Net - http://www.tile.net

Tile.Net also provides a searchable database of newsgroups.

#### **Recommended News Readers**

• Software like America Online and Netcruiser from Netcom include News Readers.

- Netscape Navigator has a function which allows you to read news from it's browser. Navigator can be downloaded from http://www.netscape.com
- Trumpet is a commonly used reader for PCs and can be picked up at ftp://ftp.utas.edu.au.

• News is a commonly used reader for Macintoshes and can be picked up at ftp://ftp.apple.com

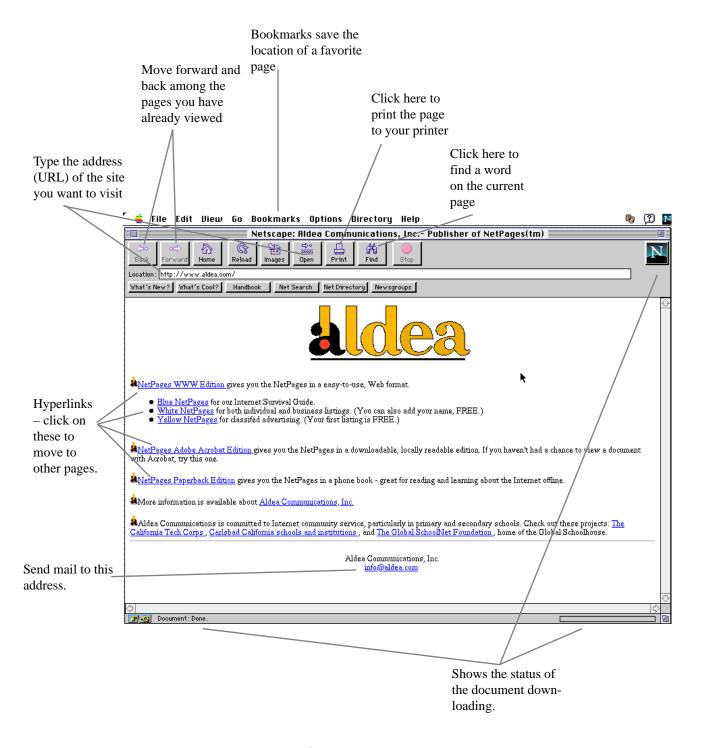
#### Flames

A flame is an overreaction to something that someone else has said in a newsgroup or on a mailing list. Flames can be acerbic, vile, vicious, and downright mean. If you post on the net, eventually some jerk will flame you. Here are some coping strategies:

- ignore the flame
- feel bad about the flame and then delete it
- try your hardest (and sometimes it's really hard) not to flame back
- start a flame war by sending an equally harsh reply

You need a software program to read news. Ask your Internet Service provider for a recommendation.

You need to know the name of the computerwhere you'll find USENET News stored. Ask your Internet Service Provider for the name of the computer.



#### A typical Web Browser screen. Some browsers look different, but most support the features highlighted here.

## **Helper Applications**

A World Wide Web browser like Netscape or Mosaic needs helper applications to take full advantage of the coolness of the Internet. The chart below lists common helper applications and where to get more information. You'll have to configure your Web browser to recognize helper applications. Review the Web browser manual to find out how.

Helper	Purpose	Macintosh	Windows
Acrobat Reader	Allows viewing of Adobe Acrobat (pdf) files	http://www.adobe.com	http://www.adobe.com
Movies	Watch movies	Mpegplay http://www.ncsa.uiuc.edu /SDG/Software/ MacMosaic/ Supplementary/Helper.html	http://www.ncsa.uiuc.edu /SDG/Software/ WinMosaic/viewers.htm
RealAudio	Listen to audio streams	http://www.realaudio.com	http://www.realaudio.com
Quicktime	Watch Quicktime movies	http://www.ncsa.uiuc.edu /SDG/Software/ MacMosaic/ Supplementary/Helper.html	http://www.ncsa.uiuc.edu /SDG/Software/ WinMosaic/viewers.htm
Video	Watch Movies	Sparkle http://www.ncsa.uiuc.edu /SDG/Software/ MacMosaic/ Supplementary/Helper.html	MPEG Player http://www.ncsa.uiuc.edu /SDG/Software/ WinMosaic/viewers.htm
Audio	Listen to audio files	SoundMachine http://www.ncsa.uiuc.edu /SDG/Software/ MacMosaic/ Supplementary/Helper.html	http://www.ncsa.uiuc.edu /SDG/Software/ WinMosaic/viewers.htm
Global Chat	Realtime typing discussion groups	http://www.prospero.com	http://www.prospero.com

Using the World Wide Web is easy. All you need is an Internet account, Web brower software, and a sense of adventure.

#### Good Free Places to Start

http://www.aldea.com ..... NetPages Web site

#### Alta Vista

Take the high view with this search site. Just type in what you seek, and you'll get suggestions on where to go.

World Wide Web:

http://www.altavista.digital.com

#### **Cool Site of the Day**

If they say it's cool, it must be cool. A nice way to find an eclectic assortment of Web sites.

World Wide Web: http://cool.infi.net/

#### EFF's (Extended) Guide to the Internet

The basics – Web-readable or downloadable for offline reading. Versions available in English, Hungarian, Italian, Japanese, Polish, and Russian.

World Wide Web: http://www.eff.org/pub/Net\_info/EFF\_Net\_Guide/

#### Excite

A thrill a minute , this site has a nifty search and directory. You can even set up your own personal search page. Remember your privacy though – do you really want strangers to know what you are seeking?

World Wide Web:

http://www.excite.com

#### Infoseek

One of our favorites, it's the fastest search tool out there. Try this one first.

World Wide Web: http://www.infoseek.com

#### **Net Happenings**

Net-Happenings is a list started by a really nice guy in North Dakota for the purpose of spreading the word about educational resources on the Net. There's lots of stuff that's useful for everyone.

Email:

listserv@lists.internic.net

In the body of the message type: *subscribe net-happenings your first name your last name* 

#### World Wide Web:

http://www.midnet.net/NET

#### **NetPages**

Hey, you're already reading it! Check out the online version and add your name and business to the White and Yellow NetPages sections.

#### World Wide Web:

http://www.aldea.com

#### **Netsurfer Digest**

One of our favorite ways to find new information. It's brief, it's funny, and it comes right to your email box. What could be better?

#### Email:

nsdigest-request@netsurf.com
To subscribe to the HTML version send the following message in the BODY
of the message: subscribe nsdigest-html
To subscribe to the HTML version send the following message in the BODY
of the message: subscribe nsdigest-text
World Wide Web:

http://www.netsurf.com

#### Pathfinder

Pathfinder is Time Inc.'s collection of online selections of its already famous print publications like Time, Money, People and other magazines. A fun place to get started.

World Wide Web: http://www.pathfinder.com

#### **Scout Report**

Scout Report is a weekly publication featuring new resource announcements. If you like it delivered and academic, this one's for you.

Email:

```
listserv@lists.internic.net
```

#### World Wide Web:

http://rs.internic.net/scout/report

#### Yahoo

Yipee, it's a directory organized by categories, making it easy to find general information. Point and click, point and click, point and click - you get it.

#### World Wide Web:

http://www.yahoo.com

The organizations listed here are "doing good" for the general Internet user. They are good places to find further topical information.

#### APNIC – Email: info@apnic.net WWW: http://www.apnic.net

The Asia Pacific Networking Group provides Internet information for Asia Pacific region. They can help you find Internet Service Providers and get an Internet address and domain name.

#### CIX - Email: info@cix.org

**WWW:** http://www.cix.org

The Commercial Internet Exchange (CIX) is an international trade association for Internet service providers.

#### EFF – Email: ask@eff.org WWW: http://www.eff.org

The Electronic Frontier Foundation (EFF) was founded in July of 1990 to ensure that the principles embodied in the U.S. Constitution and the Bill of Rights are protected as new communications technologies emerge. It is open to membership from individuals and organizations.

#### IETF - Email: info@ietf.cnri.reston.va.us

WWW: http://www.ietf.cnri.reston.va.us

To help coordinate the operation, management and evolution of the Internet, the IAB established the Internet Engineering Task Force (IETF). The IETF is managed by its Internet Engineering Steering Group (IESG). The IETF is a large open community of network designers, operators, vendors, and researchers concerned with the Internet and the Internet protocol suite.

#### Internet Society (ISOC) – E mail: info@isoc.org WWW: http://www.isoc.org

The Internet Society is a professional, non-profit organization with the general goal of fostering the well-being and continued interest in, and evolution and use of the Internet. Membership is open to individual members and corporate members. Chapters are being formed worldwide. A membership form is available in the Yellow NetPages.

#### IANA – Email: iana@isi.edu WWW: http://www.isi.edu

The task of coordinating the assignment of values to the parameters of protocols is delegated by the Internet Architecture Board (IAB) to the Internet Assigned Numbers Authority (IANA). The "Assigned Numbers" Request for Comments (RFC) documents the currently assigned values from several series of numbers used in network protocol implementations. Internet addresses and Autonomous System numbers are assigned by the Registration Services portion of the InterNIC. The IANA is located at USC/Information Sciences Institute.

#### InterNIC – Email: info@internic.net WWW: http://www.internic.net

The InterNIC is a five year project partially supported by the U.S. National Science Foundation to provide network information services to the Internet community. Domain names, Internet addresses and advice are provided via the network electronically and by FAX.

#### Terena – Email: terenasec@terena.nl WWW: http://www.terena.nl

The Trans-European research and Education Networking Association (Terena) was formed in October 1994 by the merger of Rare and Earn. They provide a Central Internet Registry for the European Region (domain names and addresses.)

#### WWW Consortium – Email: info@w3.org

#### WWW: http://www.w3.org

The World Wide Web Consortium exists to realize the full potential of the Web. W3C works with the global community to produce specifications and reference software. W3C is funded by industrial members but its products are freely available to all. The Consortium is run by MIT LCS and by INRIA, in collaboration with CERN where the web originated.

#### Your Business and the Internet

The timely delivery of information is one of the new competitive measures of conducting business. The Internet is an inexpensive and quick distribution mechanism for your information. The Internet shrinks the time the information is in transit between sender and receiver.

The Internet is still growing exponentially, world-wide, with most of the growth occurring in the commercial/business sector. Personal computers are being widely deployed in business and for personal use and modems are inexpensive, so it's becoming more likely that the consumers you want to reach are Internet users.

#### Are Your Customers on the Internet?

- ✓ Are they individuals with home computers and modems?
- ✔ Are they small or medium businesses with computers and modems?
- Are they large businesses with local area networks (LANs) and personal computers?

If you answered yes to any of these, you will probably find customers on the Internet.

#### What Can Your Business Do on the Internet?

There are a variety of things you can do when you start using the Internet as a strategic communication medium for your business such as:

Sales - Selling goods or services to people
Marketing - Promoting your goods or services
Public relations - Promoting your business
Customer service - Providing information or a help desk to support your product or service.
Retail sales - Selling soft goods or hard goods
EDI (Electronic Data Interchange) - Exchange of inter- or intra- business data
Research - Collaborations and tracking of developments
Using the Internet as a library - Using the variety of resources online

#### **Cultural Issues for Businesses**

There are a number of Internet cultural issues you should consider. The Internet only works because of a foundation of trust and cooperation among the people who use and run it. You must take care not to break any unwritten rules.

Advertising, in general, should be carefully dealt with. Passive advertising is generally acceptable on the Internet such as a gopher or WWW sites. But, active advertising such as direct email or posting to large number of inappropriate newsgroups is not generally acceptable. Why? People usually have to pay to receive your information. And, they are focused on a particular list for topical discussions, not something off-topic.

The *Blacklist of Internet Advertisers* can be a good education for the novice. Visit the site at http://www.cco.caltech.edu/~cbrown/BL

#### **Security Issues for Businesses**

Security is a concern when you start doing business on the Internet. Some of the most important issues are:

- Copyright protection
- Trademark protection and globification
- Proprietary information protection
- Protection from hacker break-ins

Since doing business on the Internet is so new, many of these issues have no simple solution and are under active discussion.

Educate yourself about copyright at the Library of Congress (http://www.loc.gov) and about trademarks at the U.S. Patent and Trademark Office (http:// www.uspto.gov). See the *Yellow NetPages* subjects Internet Security and Computer Security for vendors who have turnkey security solutions for you. There are many security mailing lists and USENET newsgroups. If you are responsible for company-wide information system security, you may want to read them.

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## **Business Activities on the Internet**

Activity	Application	
Sales	<ul> <li>Contacting customers</li> <li>Customers contacting you</li> <li>Browsing your online catalog</li> <li>Literature dissemination</li> <li>Taking orders and payment</li> </ul>	
Marketing	<ul> <li>On line literature</li> <li>Billboards</li> <li>Participation in topical discussions</li> </ul>	
Public Relations	<ul> <li>Participate in online forums</li> <li>Site for browsing</li> <li>Online press releases</li> <li>Interact with press online</li> </ul>	
Customer Service	<ul> <li>Customer-service@yourcompany.com</li> <li>Site for browsing new information</li> </ul>	
Retail Sales	<ul> <li>Catalog sales</li> <li>Soft good (information) downloading</li> <li>Query system</li> <li>Ordering and payment mechanisms</li> </ul>	
Research	<ul><li>Collaborations inter or intra-company</li><li>Development tracking</li></ul>	
Using the Internet as library	<ul> <li>Thousands of databases</li> <li>Huge variety of information available</li> </ul>	

Cultural Issues	Security Issues
<ul> <li>Direct mail is not wanted by some Internet users</li> <li>Know venue where you are selling and use appropriate behavior</li> </ul>	<ul> <li>Proprietary information</li> <li>Competitors</li> <li>Protection of payment information</li> </ul>
<ul> <li>Different software formats such as email and WWW . Know your customer and make it easy for them to get your information by formatting it the way they want it.</li> <li>Direct mail is not wanted by some Internet users</li> </ul>	<ul> <li>Competitors</li> <li>Proprietary information</li> </ul>
<ul> <li>Know the venue where you are selling and use appropriate behavior</li> <li>Direct mail is not wanted by some Internet users</li> <li>Press is just starting to get online - many are lurkers</li> </ul>	<ul> <li>Falsified information</li> <li>Intact forwarding of publications</li> <li>Designate an official spokesperson and make sure all employees know who it is and what each employee is allowed to say</li> </ul>
<ul> <li>Unfamiliar use except in high tech industries</li> <li>People expect "interactive" response, respond within 24 hours</li> </ul>	<ul> <li>Real customers</li> <li>Protect logging system</li> </ul>
<ul> <li>Still perceived as novelty</li> <li>Some people are uncomfortable</li> <li>Lack of human interface, sometimes good, sometimes bad</li> </ul>	<ul> <li>Protection of payment information</li> <li>Copyright of transferred soft goods</li> <li>Hacker break-ins</li> </ul>
<ul><li>Novices are not welcome</li><li>Net veterans are somewhat snobbish</li></ul>	<ul><li> Proprietary information</li><li> Computer protection</li></ul>
<ul> <li>Free sites are sometimes very busy</li> <li>Finding information can be difficult</li> <li>Value to "info scout" concept - on-staff or outsourced Internet expert</li> </ul>	<ul> <li>Virus protection</li> <li>Hacker break-ins</li> </ul>

#### **Building a Web Site**

A Web site can benefit any business. But, building one is not a trival decision. Time and energy must be devoted to creating the site, keeping the site up-to-date, and responding to customer requests that result from the site. If you want to have your own "on-net" shop, it has to be there all the time, 24 hours per day, 7 days per week. You need either a dedicated line connection or a space in an online mall.

Answer these three important questions before building a web site:

- What are you going to put on it what's the purpose of the site?
- Who is going to build it?
- Where will it "live" once it is ready?

#### **Owning Your Own Web**

Large companies and smaller companies with an Internet "agenda" can benefit from owning their own hardware and software. Here's a brief checklist of requirements:

- The highest speed Internet connection you can afford
- Web server software
- A computer to run your Web server
- A Web designer

#### **Rent a Web**

Any company with limited time, money, or energy can benefit from renting Web space. Many "cybermalls" or Web presence providers have online help making it simple and inexpensive to get on the Web. Here's a brief checklist of requirements:

- Decide the goal of your web and decide on content.
- Evaluate web shops and find one that meets your needs.
- Hire a Web designer if necessary.
- Buy a user connection so you can monitor your site.

Check the *Yellow NetPages* under Internet and Web subjects for listings of connection providers and online malls.

Blue NetPages<sup>™</sup>

#### Ogilvy & Mather Direct's Internet Advertising Rules

- 1. Intrusive-mail is not welcome.
- 2. Internet consumer data is not for resale without the express permission of the user.
- 3. Advertising is allowed only in designated newsgroups and list servers.
- 4. Promotions and direct selling are allowed, but only under full disclosure.
- 5. Consumer research is allowed with the consumer's full consent.
- 6. Internet communications software must never hide concealed functions.

From Advertising Age, July 11, 1994

#### Promote, Promote, Promote

Building customer awareness is the same problem on the Internet or off. Just like a traditional store, you must create "cyber-foot-traffic" into your online area and, then, generate return visits.

Put your electronic contact information everywhere; word of mouth works well on the Internet. Set up your own direct mailing lists by issuing invitations to customers. Take a listing in a directory service like the NetPages (any business can get a free Basic listing in the Yellow NetPages). Generate return visits to your site with contests and regularly updated information. Keep customers updated through your mailing list.

Use common sense and your imagination when promoting your business on the Internet.

- Advertising online Messages to *appropriate* mailing lists Messages to *appropriate* USENET newsgroups
- Simple things Electronic addresses on business cards Electronic addresses in advertisements
- Specialized places to list your information Internet directory services like NetPages Internet specific publications such as magazines and newletters.

## Seven Rules for Companies on the Electronic Highway in the late 1990s

- Know your customer-meet his/her needs.
- Think global; act local.
- Capital expansion can be incrementally self-funding.
- Joint ventures can provide low-cost expertise.
- Create competitive advantages through change.
- Manage for cash.
- You will be regulated live with it.

From PaineWebber, Hype vs. Reality on the Electronic Highway, Christopher P. Dixon, Media Analyst

Doing business on the Internet makes sense for many businesses. This might be the right time for your business to join the thousands of others in cyberspace.

- Evaluate your business's needs and your customers' needs.
- Figure out what you want to do online and choose the best Internet software to present your information.
- •Get a high quality connection to the network or find a good partner like a cybermall or advertising agency.
- •Build customer awareness of your electronic presence.

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