Removing the printer (including WIN.INI entries) and
reinstalling from RC3 share.
Removing all fonts.
Both of these.
I was able to fix the problem by installing the RC2
printer driver.

Type of Machine:

Config.Sys:

Autoexec.Bat:

Win.Ini:

System.Ini:

Form #: SYS005   Version #: 2.00   Revision Date: 01/30/92

From: Ben Slivka
To: DOS/WIN Group-secure
Cc: Bob Muglia; Doug Hogarth; Tony Audino
Subject: FW: Trip Report: Windows & OS/2 Conference (LONG)
Date: Thursday, February 20, 1992 2:36

>From scottlu Thu Feb 20 13:33:09 1992
To: ntuser
>From valh Thu Feb 20 13:00:49 1992
>From   elizaf Sat Feb 1 14:39:08 1992
To: camp
Cc: andyr josephk valh

On Thursday, January 30, I spent a day at the Windows & OS/2 Conference
at the San Jose Convention Center. I attended several sessions,
including the OS/2 Strategy Briefing. Observations follow.

Developer's Keynote:

Paul Grayson from Micrografx did a presentation called "Competing in the '
90s". The majority of his presentation focused on "How to compete against
Microsoft" (about 6-8 slides). His advice to developers included:

        *Don't pre-announce features - Microsoft will add them to their
         products and eliminate your competitive edge
        *Support IBM - develop for OS/2
        *Create a niche
        *Develop strategic alliances

I was unable to tape his presentation, although it is available from the
conference if you are interested.

Mission-Critical Windows Database Front Ends:

        This session had four panelists talking primarily about what to look
for in buying a database product to use in developing mission critical
front ends. The key missing feature from any database on the market is
good reporting capability.

        Excel was mentioned as being one tool for front end development. The
Channel Computing product Forest & Trees was presented by a developer
for PG&E. She talked about strengths and weakness of the product.

        I was interested to find that no one, either presenter or attendee,
mentioned or question the capability/reliability of Windows to run
mission critical apps given the UAEs of Win3.0.

OS/2 Strategy Briefing:

I taped this session. Stop by if you would like to listen to it. I
might also have it transcribed it there is some interest.

A lot of hype here. No one was allowed to enter the room until about 5
minutes before they were set to start. The crowd was very
enthusiastic.
A lot of people were wearing "I have OS/2" or "I want OS/2" buttons.
The room was about 3/4 full. At the end, they did not take any time
for Q&A.

First up, Joe Guglielmi to present stratgey. He was trying to be

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humorous. His first joke was about being in Las Vegas:

-Everyone drives big cars, no one has a COMPAQ
-In the casinos: no one has their own DEC
                    the SUN never shines
                    and best of all, there are no WINDOWS to be found.

This brought a lot of laughs from the crowd.

IBM strategy:

Desktop strategy:
*provide leading edge technology, exploit hardware
*create an open environment, industry working together, so customers
 have choices to put together systems to solve their problems
*providing a base for creative new applications to take advantage of
 individual and networking capabilities
*investment in system management capabilities
*protecting customer investments

OS/2 focal point of desktop strategy, focused on end user benefits,
seamless environment, user friendly interface.

30,000+ copies shipped in Early Experience Program
350+ companies using Limited Availability beta (12/91)
        Examples of companies commited to OS/2:
                    Sears 4,000 units
                    Delta 15,000 units
                    MTT 30,000 units
General Availability 3/92 12 languages concurrently (60 countries)
Distribution: "OS/2 available everywhere DOS is available today"
Give customers power of choice:
*22,000 apps for OS/2 including DOS, WIN, OS/2 16-bit and 32-bit apps
*700 ISV developing 1200 OS/2 apps ready for delivery this year
*Catalog available (in my office)

*1 million OS/2 licensed shipped now; Expect to sell 2-6 million in the

first full year.

Integrating Platform:

DOS enhancements
OS/2 pen, multimedia enhancements
OS/2 2.x ——> mid 1993
OS/2 will move to Taligent in mid 90's
OS/2 is "tomorrow's technology today"

Lee Reiswig — OS/2 demo:

There were 12 PCs, all except 2 were PS/2s, none with less than a 386
and 8 mgs. The demo was very well done, very smooth. He demoed the LA
version with additional drivers "which arrived this morning". Live
running code. Capabilities of March product.

First, he demoed the way that you can change the settings of a window so that
it can look like DOS, Windows, OS/2 1.3 or OS/2 2/0. The point here was to
show that it will provide a good migration path for anyone moving to OS/2 2.0.

He also showed 12 apps running simultaneously in separate Windows. The
machine was a 486 with 32 mgs. He did not launch any applications
here, nor did he perform any functions until the end. Basically, all he did
was maximize each Window, say the product name and OS (like Lotus for DOS)
and close each application, one by one. At the end, he had two apps, Excel
for Windows running in a Window and DeScribe's 32-bit OS/2 app running in a
Window. He showed DDE between the two apps.

His only direct comparison with Windows was in a multimedia
demonstration. He ran two wave files simultaneously and showed how this
could not work in Windows. Then he tried to open an app while a wave file
was running. The sound stopped in Windows while the app was being
launched. The same thing happend with OS/2 — and Lee reminded the crowd
that "this is beta software". This made me wonder about the stability of the
code for this March product. He also demo the new Columbus multimedia app —
but it was running in Windows. Then he showed how you can run a wave file, a
video, and open an app simultaneously — but it didn't work. He ignored it
and moved on.

All in all the demo was very good and probably convinced a lot of people.

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Observations from the floor:

The majority of vendors were displaying Windows products. Of all the vendors I talked to, none were developing for OS/2. The IBM booth was huge with a lot of people present for demos. There must have been at least fifty people in IBM sweaters running around. But- the MS booth was packed everytime I walked by it, especially the NT demo station. I overheard people saying how cool NT was.

There was a test drive station that had Windows and OS/2 running. I didn't get a chance to sit down and try it out because all the machines were in use constantly.

Please stop by my office if you have other questions or want to see any of the stuff I brought back.

Elizabeth

From: Mike Delman
To: Brad Chase
Cc: Brad Silverberg
Subject: RE: meant to tell you
Date: Thursday, February 20, 1992 2:55

Thanks Brad. Glad we are seeing some preliminary results already. I am sure things will get progressively better if we stick with it.

>From   bradc Thu Feb 20 13:26:38 1992
To: mikede
Cc: bradsi
Subject: meant to tell you

X-MSMail-MailClass: IPM.Microsoft Mail.Note
X-MSMail-Priority: 0002
X-MSMail-Message-ID: 184ACF5D
X-MSMail-Conversation-ID: 184ACF5D
Date: Thu Feb 20 1992 13:24:46

thought our meeting the other week was productive, thanks for coming by

to chat

From: Paul Maritz
To: Brad Silverberg; Jonathan Lazarus
Cc: Dwayne Walker; Claire Lematta (WGNR); Yaron Shamir
Subject: more anti OS/2 thoughts...
Date: Thursday, February 20, 1992 2:55

What are we/should we be doing to leverage WIN32S against OS/2 2.0. Building up the perception that there will be a base of Windows applications that will not run on OS/2 2.0 is something that we should do. I wonder if this is something we should high-light in one of the press tours (presumably the one I do on 3/9) during March. I will ask yarons what we can demo then.

Yarons - what could be demo'd then?

From: Liz Sidnam
To: Bill Pope; Cameron Myhrvold; Jody Snodgrass; Peter Miller
Cc: Art Schumer; Bob Taniguchi; Brad Silverberg; Cathy Licht; Greg Lobdell; Jonathan Lazarus; Kevin Harrang; Lionel Job; Liz Sidnam; Marty Taucher; Peter Miller; Stew Chapin
Subject: RE: Party line for Borland re: C 7.0 debug kernel bundle
Date: Thursday, February 20, 1992 3:09

Yes, this is a good point (you'll note that this was the only point that I didn't include in the talking points at the bottom of my response, because it is controversial). Your positioning on pricing is good; I guess we could term it as "very aggressive pricing that affords us a reasonable profit," without giving any details about our cost on the kernal being less than $99 which could feed the fire (although most people will assume our costs