SierraOriginals

DETROIT

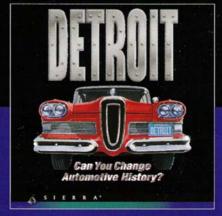Can You Change Automotive History?

SIERRA

STRATEGY

IMPORTANT

THIS MANUAL CONTAINS YOUR WARRANTY CARD!

In order to benefit fully from all our customer support services, you should return this card asap. We can't help or support you if we do not know who you are!

SIERRA Customer Services

- Technical Support

In order to provide you with the best possible service, we have two hintlines and a direct technical support hotline where our specially trained technical support team will be ready to take your call.

- Free subscription to the Sierra group's very own magazine

In order to keep our valued customers better informed, our free of charge magazine will provide you all the latest information on all our new products as well as practical advice and useful tips.

- The free SierraOriginals catalogue

The SierraOriginals catalogue contains details of all the forthcoming titles in the range.

WE WOULD LIKE TO TAKE THIS OPPORTUNITY TO THANK YOU FOR PURCHASING A SIERRAORIGINALS TITLE. WE SINCERELY HOPE THAT YOU ARE COMPLETELY SATISFIED WITH YOUR PURCHASE AND HAVE FUN PLAYING IT.

Dear SierraOriginals Customer,

You hold in your hands a part of computer gaming history. All these titles have the original storyline and technological innovations that have helped define and create the PC-Gaming industry as it appears today. Consider these titles as pictures in a scrapbook - a snapshot of history that has helped to evolve the computer gaming industry. All of the SierraOriginals titles have been kept in their original form. No attempt to modernize or improve the game was made with these titles in order to maintain the sense of nostalgia.

Some of the CD's may contain a **PATCH** directory. To determine if your program has a PATCH program, go to your CD-ROM prompt in **DOS** (i.e., your D:\> assuming your CD-ROM drive is labeled D) and type:

DIR (ENTER)

If the directory listing has a [PATCH] option, then you will need to add these patch files into the game directory after installing the game to your computer. For example, if you installed King's Quest V, and you noticed a directory called [PATCH], you would use the following command to copy the patches into the KQ5 directory:

COPY D: \PATCH*.*C: \SIERRA\KQ5 ((ENTER))

NOTE: the above example assumes that your CD-ROM is labeled as your D drive, and you installed the game to your C hard dive into the directory \SIERRA\KQ5. Please substitute the correct path information in the example above.

Windows '95 users may also have to play the game under DOS, since many of the titles are true DOS games and were created before Windows '95 was released. When using Windows '95, you can re-start your computer in a true DOS mode by clicking on the START button, selecting the SHUT DOWN option, and selecting the "Restart the computer in MS-DOS mode?" item.

Finally, many of these products were released before many of the high quality sound cards such as the AWE 32, Gravis Ultrasound and Ensoniq SoundScape have been released. When selecting an audio/music option for the game, your best bet is to select the AD-LIB option.

On behalf of Sierra On-Line, thank you for purchasing this SierraOriginals product. We appreciate the opportunity to share our history with you and your entire family!

Respectfully,

Quality Assurance Department.

Windows is a registred trademark of Microsoft Corporation

START UP PROCEDURE

WINDOWS INSTALLATION
1. Place the SierraOriginals CD into your computer's CD drive.
2. Start Windows.
3. Click on [File].
4. Select [Run].
5. At the Command bar, type the letter of your CD drive, followed by ":\Setup.exe". Click on OK or press [Enter]. For example, if the letter of your CD drive is "D", type "D:\Setup.exe" and click on OK or press [Enter].
6. Follow the on-screen installation instructions.
7. To run your SierraOriginals software, double click on the game icon.
8. Be sure to check the "Readme" file for the latest information.

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DOS INSTALLATION
1. Place the SierraOriginals CD into your computer's CD drive.
2. Type the letter of your CD drive, followed by a colon. For example, if the letter of your CD drive is "D", type "D:". Press [Enter].
3. Type "Install" and press [Enter].
4. Follow the on-screen installation instructions. Press **"A"** to load the English version of Detroit
5. To run your SierraOriginals software after loading, all you have to do to start is to go to the directory where the game have been installed by typing **(CD DETROIT)**, and then typing **(C:\DETROIT>DETROIT)** then pressing **[ENTER]**.
6. Be sure to check the "Readme" file for the latest information.

ATTENTION: YOU HAVE TO LOAD DETROIT THROUGH DOS.

DETROIT
THE BASICS
Starting Off in DETROIT

Each time you start up **DETROIT**, you will be given the option to start a new game, load a previously saved game to continue playing it, or quit back to DOS.

If you have already played and saved a game, you can select the **Load** button at this point. You will be given a list of up to twenty saved games to choose from, each preceded by a letter. Highlight the game you want to load , then click on Use, and your game will be loaded and ready to play.

If you are starting a new game, click on **Start**. The computer will present you with a number of panels that will appear only when you first begin a game, and not thereafter.

Set the Number of Players

Each game can have up to four players. If there are fewer than four players, the remaining slots will be played by the computer. The first slot is automatically set to human and can't be changed. (We have assumed that the first player will be human; if this is incorrect, we apologize.) Each of the other three slots can be toggled between computer and human by clicking.

Choose a Starting Territory

DETROIT divides the world into sixteen territories: Northern Europe, Southern Europe, Eastern Europe, Northeastern USA, Southwestern USA, Southeastern USA, Northwestern USA, Canada, South America, Southeast Asia, Australia, Africa, China, Japan, India, and the Mid East. Choose one of these territories to be your starting area by clicking on it. Since **DETROIT** strives for historical accuracy, not all starting territories are equal. For your first game, we recommend starting in North America or Northern Europe. Later, for more of a challenge, you can choose other territories as your home base. In general, when lists of territories are displayed, your starting region will have a check mark beside it.

Name Your Company and Your Car

Once you have selected your starting territory, a keyboard input box will appear. Type in the name of your company ("Megabux Autos", for example), and press Enter. Your company name may have up to fifteen characters in it, which may be letters, numbers, or spaces. Then do the same thing to name your prototype automobile. Once you have baptized your company and your car, you will be presented with the Main Factory Screen, and can begin playing.

To Exit DETROIT

At any point in the game, you may exit DETROIT by pressing **Alt-X** and confirming that you wish to exit to DOS. Your current game will not be automatically saved, however. If you want to keep your current game, use the disk icon or the file cabinet in Administration to save it before exiting.

The Main Factory Screen

This screen shows a picture of your company's headquarters. At the bottom of the screen is a wood-grain bar with a variety of information on it, called, simply enough, the Info Bar.

The Info Bar

At the left hand edge of the Info Bar is a square box. When you start a game, this box will say "Jan 1908." As time progresses, this box will update to show you the current month and year of your game.

At the right hand edge of the Info Bar is another square box. When you are on the main factory screen, this box shows a calendar-like grid called the Month End icon. Clicking on this box ends your turn. When you are on most other screens, this box displays a silhouette of a factory. Clicking on this icon returns you to the Main Factory Screen. When you call up a report or a graph to see your company's progress, this box holds an icon of a stack of papers under a red arrow. Click on this icon to close the report.

The center section of the Info bar shows you three things. At the top center, your company's current funds are displayed, followed by your company's name. At the bottom center is the message box. Whenever your pointer is over a command button, obvious or hidden, a message will appear in the message box telling you what that button does. Sometimes this may be your only source of information, so pay attention. Also, if you try to do something that the game doesn't permit, the message box will say "Message Present" to let you know that somewhere else on the screen, a panel has popped up explaining what you did that caused the problem.

The Game Tools

Between the message box and the End Turn/Return to Factory icon are six smaller icons. The first icon, the floppy disk, allows you to quickly and easily save your game at any point. The other five "gateway" icons will, when clicked on, take you instantly to one of the five main game areas as shown below.

Floppy Disk:
Saves your game

World Map:
Takes you to the Sales/Factories screen.

Tools:
Takes you to the Research screen.

Newspaper:
Takes you to the Marketing Office screen.

Automobile:
Takes you to the Design screens.

Bar Graph:
Takes you to the Administration Office screen

MAIN FACTORY SCREEN

ARCHIVES
MARKETING
ADMINISTRATION
CURRENT DATE
CURRENT FUNDS
MESSAGE BOX
GAME TOOLS
DESIGN
RESEARCH
SALES/FACTORY
COMPANY NAME
MONTH END

Saving Your Game

There are two ways to save your game for later play. The easiest way is to click once on the disk icon which appears on the info bar. You will be shown a lettered list of available game slots. Click on the slot you want to use, and enter the name of the saved game into the keyboard input box that appears. If you click on an already-occupied slot (one with a name other than "Empty"), you will overwrite the old game stored there, so be certain that's what you want to do before you do it.

Up to twenty games may be saved at one time. Your game file will be saved in whatever directory DETROIT is being played from. The game in the A slot will be saved as DETROITA.SAV, the one in the B slot as DETROITB.SAV, and so on.

The Factory

Embedded in the picture of the factory are six hidden buttons, each corresponding to one of the buildings in the picture. As you move your mouse pointer around on the screen, you will know when you encounter a button because the pointer will change to a green arrow and a message will appear in the message box telling you what building you are pointing to. Clicking on the button takes you inside the building, where you can get to work running your business.

Essential Concepts

The two most important concepts in **DETROIT** are the ones most important to real businesses everywhere: Time and Money.

Time: Beginning and Ending a Turn

DETROIT is an entirely turn-based game and has no real-time component. Game time runs in months and years. Most operating costs are figured monthly, although a few aspects of game are figured yearly, such as the inflation rate. You alone determine when the month is over by clicking on the Month End icon on the Info Bar. The number of game actions which may be performed during that month is limited only by your strategy and patience.

After the Month End button has been selected, you will be presented with a Month End Summary Screen, showing all the possible game actions with a check mark displayed next to those you have taken. A confirmation box is also displayed. If you discover that there are further actions you'd like to take before declaring the month over, click on "No" and you will be returned to the Main Factory Screen. If you are certain this month you have done everything you wish to, click on "Yes". If you are playing the game in single-player mode, your company's Profit/Loss report (which will be explained later) will appear. When you are done reading it, click on the Close Report icon to begin your next turn. If the game is being played by more than one human player, a warning flag will appear to give the players the opportunity to change seats so that the next person's turn can begin.

Money

As should be obvious, money is very important in **DETROIT**. Every player starts with the same $60,000 in capital funds. The speed with which that amount increases (or decreases) is the only measure of how well your company is doing. Most operating costs are deducted monthly, but some expenses are subtracted from your company's funds instantly, such as the cost for opening new sales offices and upgrading factories . Money from car sales accrues monthly. There are both obvious and easily controlled costs such as employee wages, and less controllable expenses such as transportation charges. You should always have more cash on hand than you think you will need. If your company funds ever drop to zero, you may take out up to three loans to save your company - but after the third strike, your company will go bankrupt and the game ends.

Inflation will increase your operating costs as time passes, and wages will have to rise as well if you expect to keep and increase your work force. This will necessitate raising the prices on your cars — but raise them too fast, and you could wind up with a stockroom full of unsold autos, and a bankrupt company! If you get into a cash crunch through poor planning, you can turn to the bank for a loan, but the bank can be stingy and will expect a high rate of interest on the money it lends.

DETROIT and Reality

DETROIT is, above all else, an entertaining strategy game. For the easiest starting conditions, you may want to begin your business in North America or Northern Europe. For a more difficult game, you might pick China or Africa as your starting location.

File Management

You can, at any time, save your current game of **DETROIT** by clicking on the disk icon. You may also access the save file command, as well as other file management commands and the game options commands, from the file cabinet in the Administration office. From the Main Factory Screen, click on Administration, and then click on the picture of the file cabinet at the right edge of the screen.

SAVE: Allows you to save your current game. As with saving from the disk icon, click on the slot to which you want to save the game and enter the name into the keyboard input box.

LOAD: Allows you to load a previously-saved game to continue playing it. This option is also available at game start.

Your current game will not be automatically saved. When you restore a saved game, your original save file remains. If you wish, you can assign the game a new name the next time you save it, so that you can go back and replay the game from the earlier save point if you want.

RESTART: After confirmation, this option will end the current game (without saving it) and return you to the start of the game.

QUIT: This option allows you to exit to DOS after confirmation. Your current game will not automatically be saved before exiting. You can also exit to DOS at any time by pressing Alt-X.

Setting the Game Options

Select the **Configure** option in the file management menu to set the game options for **DETROIT**.

SOUND: Toggles the game's sound effect on and off.

MUSIC: Toggles the game's music on and off.

DISSOLVE: Toggling this option changes the screen-exit effect from a gradual dissolve (when ON) to a slow fade (when OFF), which may speed up the transition on some computers.

DELAY: Use this option to set the length of time that message panels will remain on your screen before disappearing. Hold down the left mouse button to scroll rapidly through the settings.

GETTING THINGS ROLLING
Summary of Game Play

When the game begins, you have a car design, some money, and minimal facilities (one sales office and one factory in your chosen starting territory.) Your first order of business is to get your prototype built and marketed so that your company has income to rely on for expansion. The next step is to invest in research, for without research, you will never have new parts to use in your cars and they'll quickly become obsolete. Once your technicians have made some advances, you will need to design new cars, put your factories to work making them, and get your sales offices selling them.

When your company is securely grounded, you'll want to think about expanding into new territories: first by opening sales offices supplied by factories that already exist, and later by setting up new factories to supply sales offices in distant parts of the world. You will also need to make decisions along the way about what types of cars to sell where, when to upgrade your factory facilities, and when to stop production on car models that are no longer selling well. If you make wise decisions, your company will grow and prosper — but if you are foolish, bankruptcy lies around every corner.

The Roads Must Roll:
Producing Your First Car

At game start, you have the following assets: one factory and one sales office in your starting territory; the design for your first car; and $60,000 in your checking account. What you don't have is cars to sell, so your first task will be to build some.

Hiring, Firing, and Paying Your Employees

In order to get your autos built, you need people to work for you. Employee relations are handled through Administration. Clicking on the Administration building on the main factory screen brings up the Administration Office with its four hidden buttons. The use of the File Management option has already been covered, and the use of Reports and the Bank will be covered later.

Click on the Personnel door to bring up the Personnel Menu. There are four buttons at the top of the screen (**Benefits, Assm, Tech,** and **Done**), a column showing the total monthly wages paid to all your employees, and two smaller inset panels where you will do your hiring and set wages.

You can hire two types of employees: Assembly workers (shown as "Assm Workers") to put your cars together, and Technicians, to work in your Research department. (You don't need to hire people for your sales offices — they are automatically staffed.) In each panel, a column of information appears. **Avail** tells you how many workers are available for you to hire. This number will change from month to month depending on the wages you set. **Idle** tells you how many workers you have hired but not assigned to job sites. **Emp** tells you how many workers you have who are assigned, and **Wages** is the monthly pay rate you have set for them. The subtotal will tell you how much money you are spending on your employees for that month.

To put more people to work, click on **Hire** for the type of worker you want. A keyboard input box will appear. Enter the number of employees you want to hire, either with the mouse buttons or the keyboard, then click on **Wage** to set their monthly pay rate. If you want to lay off some employees, click on **Fire** and handle it the same way.

Once you have hired some workers, click on **Benefits** to set aside a percentage of the total wages you are paying to be used for benefits for your workers. You don't have to give your workers benefits — but it might be a good idea.

Putting Your Employees to Work

Assembly workers need to be assigned to Factories, and Technicians need to be assigned to Research.

There are two different paths you can take to assign your workers. Assembly workers are assigned through the Factories subpanel in the Sales/Factories section, and Technicians are assigned through the Research Menu panel on the Research screen. In addition, you can access either of these two screens directly from the personnel panel. Either way, you end up at the same set of screens. If you are assigning new employees, the personnel screen route is the most direct, but if you are shifting your employee assignments around, you may find it more convenient to go straight to the appropriate area from the Main Factory screen.

If you enter the Sales/Factories screen from the Main Factory, you will be shown the Territory Map. Click on the territory to

RESEARCH

BRAKES

COOLING

ENGINES

SUSPENSION

SAFETY

LUXURIES

RETURN TO FACTORY

MAR 1988 $29,515   MEGA→AUTOS

RESEARCH MENU

which you want to assign factory workers. There will be a separate Sales/Factories panel for each of the sixteen world territories in **DETROIT**. If you enter the Sales/Factories screen from the Personnel screen, the panel for your starting territory will automatically show up. To assign workers to your factory, first be sure that you are in the correct territory screen. At the start, the panel for your starting territory should show one sales office in the Sales box and a level one factory in the Factory box. **DETROIT** allows you to have only one factory per territory — the number indicates how modern your factory is, not how many of them you have in that area.

Click on **Detail** in the Factories box. This panel allows you to start, stop, and modify your assembly lines. Click on one of the assembly lines to highlight it, then click **Model**. A panel will pop up showing a list of your current car models. Highlight the model you want on that line (your prototype is your only option at the start) and then click **Use**. That model will show up on the selected assembly line. Next, click **Assign**, and a keyboard input box will appear. Enter in the number of workers you want to start working on that line. (The maximum number you can assign to a single line is two hundred and fifty-five.) Repeat this process for each assembly line you want to get running. If you want to shift your workers around, highlight an assembly line and click on **Free**. Enter in the number of workers you want to free up by taking them off that line. Once the workers have been freed up, you can reassign them to another line with the Assign button. If you want to stop one of your assembly lines entirely, click on **Stop**. The use of the rest of the buttons on the Factory panel will be explained later.

When you have opened sales offices or set up a factory in more than one territory, you can use the **Prev** and **Next** buttons on the Sales/Factory panel to cycle through the sixteen territories until you find the one you want to adjust. Clicking on **List** will show you how many sales offices you have in each territory, and what level factory, if any, is there.

Once you've staffed your factory with workers, you want do the same thing for your Research department by assigning your newly-hired Technicians to various projects. If you are already in the Personnel Menu, click on **Tech** to bring up the Research Menu. If you are at the Main Factory screen, click on the Research building to bring up the Research screen, then click on the picture of the lab technician to access the Research Menu . There are a total of seven hidden buttons on the Research screen. When you access the Research Menu either through Personnel or through Research, a panel will pop up showing a list of the seven systems and parts that go into one of your cars: engines, brakes, suspension, cooling systems, body design, safety features, and luxury options. You can assign Technicians to do research on any or all of them.

Highlight the part you want to be researched, then click on **Assign**. Set the number of Technicians for each research department with the keyboard input box in the same way you assigned Assembly Workers to your factory. (The maximum number you can assign to one project is two hundred and fifty-five.) When you click on Done for each part, a check mark will automatically appear in the box by that part on the main Research panel. If, later on, you want to stop research on that part, you can manually toggle off the check box by clicking on it. Even if there are Technicians assigned to the part, no research will take place unless the check mark appears. If you want to shift your Technicians around, highlight one of the parts, and click on **Free** to free up workers by taking them off that project. They can then be reassigned to a different department with the Assign button.

The One to Buy:
Creating the Demand and Supplying It

Selling Your Cars

From the Main Factory Screen, click on the Marketing building. The Marketing Office screen will appear, with the Info Bar at the bottom. You have several choices for what media to use to advertise your autos, but not all of them are available at the start. In order to advertise on Radio and Television, you'll have to wait until they've been invented.

There are six hidden buttons on the Advertising Screen. Five are your marketing options, and the sixth brings up a quick reference Marketing List.

The Marketing List will give you a summary of the advertising expenditures you've set for each territory. Clicking on Prev and Next will let you cycle through the territories. Marketing decisions must be made separately for each territory in which you are trying to sell cars.

Clicking on Billboards or Sports will bring up a keyboard input box with Plus and Minus buttons. There is a minimum cost associated with each choice, and the price will increase over time as inflation takes its toll. Clicking on the plus button will cause the minimum amount to show up in the window. If you don't want to spend that much, either click on the minus button to change the

amount back to zero, or right click to exit the panel, and go in search of a more economical advertising medium.

Magazines, Radio, and Television are slightly different. Clicking on these options will get you a list of various specialty markets in which you can advertise your cars. In Magazines, for example, you could choose to target Sports publications, or Women's magazines, or any of the others. For Radio and Television, you can decide what kinds of programs you want to air your commercials on. Highlight the publication or program area of your choice, and click on it. You will get a keyboard input box like the one for the other three options, which can be dealt with the same way. You can't target specific models to specific markets, however - there is no way to advertise just your sports cars in sporting magazines, or just your family wagons on television sitcoms.

Advertising costs, like most costs, are deducted from your funds at the end of each month.

Getting the Cars to the Buyers

Now that your clever advertising campaigns have stirred up public interest, you have to get those cars into the showrooms. From the Main Factory Screen, click on the Sales/Factories building. The Territory Map will appear, with icons indicating where you have opened sales offices or factories. Sales offices are represented by a light blue building icon, with a number showing how many offices are open, and factories are represented by a black building icon where the number represents the factory's level. At the start, you will see one of each icon in your starting territory. (Refer to Territory Screen to see how the territory map would look with a sales office and factory in each territory.)

Click on the territory for which you want to adjust your sales offices or your factory. The Sales Offices and Factories panels

TERRITORY SCREEN

A	N. EUROPE	G	N.W. USA	M	CHINA
B	S. EUROPE	H	CANADA	N	JAPAN
C	E. EUROPE	I	S. AMERICA	O	INDIA
D	N.E. USA	J	INDONESIA	P	MID. EAST
E	S.W. USA	K	AUSTRALIA		
F	S.E. USA	L	AFRICA		

SALES OFFICES   FACTORIES

will appear. (You saw these earlier when you were assigning your assembly workers and getting the assembly lines rolling. As explained before, you can also get to these panels through Administration: Personnel, if you choose.) The **Next** and **Prev** buttons on this panel allow you to cycle through the territories.

In the Office panel, click on **Detail**. A screen will pop up showing you a list of models and prices, with a number of command buttons. Your prototype will appear in the first slot, highlighted. There are two things you need to do to get your cars to the dealers: the first is to establish supply lines from your factories so the cars will be shipped, and the second is to set the price. Both of these things are done from the Office Detail panel.

A single factory in one territory can supply sales offices in a number of other territories, if it is making enough cars. When you begin the game you will have only one factory and one sales office, both in the same territory. Click on **Supply Line**. You will notice that you can have up to three supply lines for each territory, and that your starting territory is listed in the first slot. This shows that you already have one supply line automatically running from your factory in your starting territory to your sales office there.

Any time you have a factory and a sales office in the same territory, that factory automatically becomes the first supply line for that office. Thus, you do not need to do anything to set up the supply line for your first sales office. When you have factories and sales offices in several territories, arranging supply lines becomes a more complicated matter. This will be covered later, in the section on expanding your company.

Setting a good price for your cars is crucial to your company's success, so **DETROIT** gives you a number of options for pricing your automobiles. Pricing strategies must be set individually for each territory. Make sure you are on the right panel before you start, then click on Office **Detail**. Highlight one of your current production models from the lettered list, then click **Price**. A keyboard input box will appear, with a number of command buttons nearby. This panel automatically appears in the **Single** pricing mode, which allows you to set the price for a single model of car in a single area. The other three modes (**Model, Territory**, and **Global**) are useful only after you have multiple models of cars being sold in several territories, so they will be covered in the section on expanding your company.

Use either the plus and minus mouse command keys or direct keyboard input to specify the price in dollars for the selected model. Click **Done** or press Enter when finished. On the displayed list of production models, the price will appear next to the model name and the box will turn into a check mark. As long as the check mark is toggled on, that model will be sold at that price in that location. If you decide not to sell that model from that showroom, click on the check mark to toggle it back into a box, and that car will no longer be offered for sale in that territory.

SHIFTING INTO HIGH GEAR

If your factory is building cars which are selling, and your company is operating at a profit, you're off to a good start. It's time to think about what your next product is going to be, and to start extending your company's reach.

The Car of the Future: Designing New Automobiles

Obtaining New Technology

If you have invested in Research, sooner or later your Technicians will come up with some new automobile technology. When they do, at the start of the month a panel will appear informing you that new developments have been made. To find out what your people have come up with, you can go to Research and call up the Systems Details panels. To see what the new part looks like, and to put it into a new car, you need to head over to your Design department.

Designing a New Car

From the Main Factory Screen, click on the Design building. The first page of the design worksheet will appear with your prototype car design displayed. There are two pages to each car design, the first for designing the body and look of the car, and the second for determining the functional components that will make it run. To get from the first page to the second, click on **Part**. On the second page, click on **Body** to return to the first page. To begin an entirely new design, go to the first design page and click on **New**. The first design page shows you a summary of the components in the design for each car, and has command buttons to let you page through your current designs or load an old design from the Archives (the use of the Archives will be explained later). You can have up to sixteen current designs at a time. A picture of the car currently being worked on appears on the right side of the screen. In the upper right hand corner of this inset display will be either the word "New," indicating that this design is in development, or a number such as "1/16" to indicate which of your sixteen current designs you are presently looking at. Most of the actual design work is done on the second page of the design worksheet. The one exception to this is the body of the car, which you specify on the first page. All other components — the engine, brakes, suspension, cooling system, and luxury and safety features — are added from the second page.

On the right hand side of the first page are the buttons that allow you to design the body for your new car. First, you need to decide what type of car you're building — a sports car? A van? A compact? Click on the Type button to cycle through your options. A basic body design for each vehicle type will be presented. After a basic type has been selected, you can then modify any or all of the three body sections (front, middle, and back) until the car is exactly to your liking. Highlight the section of the body you want to design, then click on the plus and minus keys to cycle through your options. Mix and match them to until you have the exact combination you want. Use the Color button to select a color scheme for your new model.

When you are happy with the body of your vehicle, click on **Part** to start designing the rest of it. The second page of the design screen has four boxes, one each for the Engine, Brakes, Suspension, and Cooling System. In each box, click on the plus and minus keys to cycle through the available choices for each part. If you want more information about a particular component, click on **Detail** to pop up a screen with the design specifications.

To add luxury or safety options to the new car, click on either the **Luxury** or **Safety** button. A list will pop up, showing which of each of these options has been added to the design. If you are starting from scratch, these lists will be empty. The small inset panel at the bottom allows you to cycle through the available options with the plus and minus keys. Click on **Detail** to get more information about the feature. To add an option to the car, highlight one of the lettered slots and click **Use**. The option that appears in the inset window will be added to the design. Likewise, if you highlight an option on the list and click **Remove**, that option will be taken off the car. You can add up to ten luxury and five safety options to one car. To return to

the first page of the design, click on **Body**.

Your design options will be very limited at first, until your Technicians provide you with enough new components to give you a decent selection to choose from.

Once you have more than one design on the boards, you can click on **Prev** and **Next** on the first page of the design sheet to cycle through your current designs. When you fill up all of the sixteen available slots with car designs, you will have to make room for more, either by saving your some of your current designs to the Archives or by getting rid of some designs. To file a design away in the Archives, click on **Put**, and the current design will be saved directly to the Archives. If you are unhappy with a design and want to get rid of it completely, click on **Del**, and after confirmation the current car design will be deleted permanently from your records. Sometimes, you may want to make modifications on an already-existing design. If the design is current, you can simply make whatever changes you like, then save the new design under a different name. If the old design has been saved in the Archives, click on **Get**. The first page of the Archive records will appear. Click on the design you want, then click on **Use**, and the design will be put back onto the current list, assuming there is room for it. (Click on Prev/Next on the Archive panel to page through the rest of the Archive records if the one you want isn't on the first page.)

To see what a sample car design looks like, look at the design specifications for your prototype. This is a very simple car, of the "Family Sedan" type. By clicking on **Part**, you can see that the only components the car has are the engine - a four-cylinder in-line - and a simple hand brake. It has no suspension or cooling system, and no luxuries or safety devices. There's a lot of room for improvement.

Testing Your New Design

When you have designed a new car to your satisfaction, return to the first page of the design worksheet, and click **Make**. This directs your Technicians to make and test a prototype of your new automobile. A keyboard input box will pop up to allow you to name your new design, and asks you to confirm your decision to have the test car built. Then your test drivers will start putting the new car through its paces to check its performance.

The testing screen allows you to choose which of five performance checks you want to put your new car through, and to watch the car as it is tested. Initially, the viewscreen at the top right shows an interference pattern. Once you start testing the car, this window allows you to watch the testing as it progresses. The five available testing categories are Acceleration, Braking, Handling, Capacity, and Fuel Economy. To order a test, click on the test name. The cost of the test will be added to the computer printout in the lower right quarter of the screen. To select all of the tests at once, click on **Test All**. Each test costs a different amount.

When you have selected the tests you want, click on the button that says **Run**. The cost for materials and testing will be deducted from your funds, and the viewscreen will show you the car as it is put through its paces. If you don't wish to watch the tests as they take place, left click on the viewscreen as each test begins and the results will be instantly displayed.

The testing results are read as follows:

ACCELERATION: shows you how long in seconds it takes the car to go from zero to sixty miles per hour.

BRAKING: tells you the distance required in feet for the car to go from seventy miles per hour to a full stop.

ROAD HANDLING: gives you the number of gees at which the car stops holding the road.

CAPACITY: "Seating" tells you the number of people the car can carry, and "Cargo" is the holding space the vehicle has in cubic feet.

FUEL ECONOMY: shows the miles per gallon of gasoline the car can get in the city and on the highway.

The **Overall** rating of the car is a percentage value showing how well that car is predicted to market as that type of vehicle. Different types of cars will require different emphasis in design: a van needs more cargo space than a sports car, while a sports car requires better acceleration than a van.

Using the Archives

You can have up to sixteen current car designs in production at any time. If you exceed that number, but still want to hang onto your older designs, you will have to store them in the Archives.

To reach the Archives, go to the Main Factory Screen and click on the Archives building in the upper left part of the screen. The Archives panel will appear. Click on **Put**, and you will see a list of your sixteen current designs. To move one to the archives, highlight it, then click on **Use**, and the design will be taken out of the current list and stored.

You can also bring an older design back from the archives if you discover a need for it. From the main archive panel, click on **Get**. A list of the first twenty archived designs will appear. You can archive a total of one hundred designs. To see the rest of the archives list, click on **Prev** and **Next** to cycle through the pages of the archives until you find the one you want.

When you've located the design to be loaded, highlight it, then click on Use. The current design list will appear. Highlight an empty slot and click on **Use** in that window. The selected archive design will move to the current list. If you highlight an occupied slot on the current list and click Use, the selected current design and the selected archived design will swap places.

If you should happen to use up all the space in your archives, or if you just want to keep your archive lists short and easy to handle, click on **Delete** from the main archives panel. The archived design list will appear. Highlight the design you want to get rid of and click **Use**. The game will ask you to confirm your instruction; if you are sure you won't ever want that design again, click **Yes**. Once a design is deleted from the archive, it's gone forever, so be sure you're finished with it before you confirm.

Your Own Personal Growth Industry: Expansion and Innovation

Opening Up New Territories

Setting up sales offices and factories in new territories greatly adds to the complexity of your game, and is essential for your company's continued growth. Since a factory can supply sales offices in more than one territory if it is producing enough cars, you probably want to start your expansion by adding sales offices in territories close to your starting territory. The farther away from the factory your sales offices are, the higher the hidden incidental costs such as transportation fees will be for getting the cars to the showrooms. Because of this, it might not be a good idea to try to supply all your worldwide sales offices from a single factory. To open a new sales office, go to the Main Factory Screen and click on the Sales/Factories panel. The Territory Map will appear. Click on the Territory you want to expand into. The Sales and Factory panels for that territory will appear. In the Sales Offices section, click on **Open**. The cost of opening the new office will be immediately deducted from your company's funds. If you want to shut down a sales office, click on **Close**. Closing a sales office is not free - it costs one-half of what it cost to establish the office in the first place, and as with Open, the money is deducted immediately. Therefore, the game will ask you to confirm any office openings or closings. Since the deduction from your company funds takes place right away and can't be undone, decisions to open and close offices should be made with some care. You can open up to ten sales offices in any one territory. New icons will appear on the territory map each time you establish a sales office or factory in a new territory.

Opening a new factory is very similar to opening up a new sales office. Click on **Raise** to establish a Level One factory in that territory. Clicking on Raise again will improve the level of your factory by one. A higher-level factory is more efficient, but expansion gets progressively more expensive as the factory level increases. Clicking on **Lower** will downsize your factory, at a cost of one-third the price of expansion. As with sales offices, costs for improving or downsizing your factories are immediately deducted from your company funds.

Pricing and Supply on a Global Scale

Once you have more than one model of car to sell, more than one factory producing your cars, and more than one territory

to sell them in, pricing and supply become more complicated. The possible strategies for arranging your supply lines and setting your price strategies multiply enormously.

To set up new supply lines for a territory, or change existing ones, go to the Main Factory Screen and click on the Sales/Factories building. The Territory Map will appear. Click on the territory where you want to adjust your supply lines or prices. The Sales Office/Factory panel will appear. Each territory has its own panel, so make sure you're in the right territory before you start making changes. If you wind up in the wrong territory, clicking on **Prev** and **Next** will allow you to cycle through territories until you find the right one. Clicking on List from any territory panel will give you a summary of the number of sales offices and the level of the factory, if any, in each territory. In the Sales Offices section of the panel, click on **Detail**, then on **Supply Line** to get the three-slot lettered list of supply lines for that office. If there is no factory in your new sales area, you will have to arrange to have the cars shipped in from elsewhere. Click on one of the three lines to highlight it, then click on the plus and minus buttons to cycle through the available territories until you find the one you want. Naturally, you have to have a factory established in a territory before you can use it as a supply line. To stop shipping cars, cycle through the territories until you find the "None" option. You may remove the automatic in-territory supply line from a factory in the same area, if you wish.

When your supply lines are set, click on **Price**. You will have to set the initial price for each separate model of car you want to sell from that office using **Single** mode as described early. The other three buttons can be used to make more sweeping changes in the prices of your cars. Clicking on **Model** allows you to raise or lower the cost of a particular model of car in every territory. It doesn't matter which territory panel you are currently using — the change will be applied everywhere that model is being sold. Use the plus and minus keys or direct keyboard input to change the price on that model by percentage of the current cost, not by dollar amount. To lower the price, click on the minus key until you get negative numbers.

Clicking on **Territory** changes the price for every model of car being sold in the current territory. Again, the change is in percentage of the current prices, not dollar amount. Similarly, clicking on **Global** allows you to adjust the prices on every model in every territory. Note that if you are selling a particular model of car in a certain territory, there must be a supply line going to that territory from a factory which is making that particular model of car. It's pointless to tell your salespeople to sell "Megabux Electras" if none of the factories that are supplying them with cars are producing Electras.

Once you've supplied your new sales area with cars, and set the pricing strategy, be sure to remember to head over to marketing and spend some advertising money in that new territory, if you want your cars to sell.

Using the Bank

The bank is the place to go if you are expecting a cash crunch, are looking to finance a costly new expansion, or want to put some of your money away to accrue interest for a while. To get to the bank, go to the Main Factory Screen and click on Administration. When the Administration Office appears, click on the phone. The banking panel will pop up.

The top section of the panel shows your current funds (in Checking), your funds in savings, and the current yearly interest rate accrued on your savings. (Your checking account does not earn interest.) To transfer money from checking to savings, click on **Check**. A keyboard input box will appear for you to enter the amount of money you want to transfer. Likewise, to shift money from savings to checking, click on **Save** and enter the amount.

The bottom section of the panel shows your current loans, and the yearly interest rate the bank will charge you for the use of its money. To take out a loan, click on **Loan** and enter the amount in the keyboard input box. If the bank agrees to the loan, the money will be added to your checking account. If the loan is denied, the box will clear when you press enter, and you'll have to try again. Click on **Term** to set the length of time you want the loan to cover. This will determine the size of your monthly payments.

The minimum payment on your loan will be deducted from your checking account automatically at the end of each month. If you want to pay more than the minimum in a given month, click on **Repay** and enter in the amount. It will be deducted from your checking account and the amount remaining on your loan will be reduced.

CHARTING YOUR PROGRESS

So by now you've hired people, put them to work in the factories and in your research department, advertised your product, set the price tag, and got the cars shipped to the showroom. Maybe you've even expanded your operations already. Your cars are selling, but you need to plan for the future. Or perhaps your cars aren't selling, and you need to figure out where the problem lies. Your trusty staff of researchers and accountants stands ready to assist your business decisions with a wide variety of reports and graphs to show you just how well your company is -or isn't - doing.

(Note: Some additional reports and graphs may have been added to DETROIT since this document went to press. Please see the Technical Supplement and Tutorial booklet for details.)

Feedback: Gauging Your Progress with Reports

Reports give you a picture of how well your company is doing in the short term. Each report shows the figures for the month just past, and only for that one month. To get reports, enter the Administration Office screen and click on the pile of papers in the center of your desk. (If you do this in the first month, you will see that there are no reports available, since you have not started production yet.) A menu of available reports and graphs will appear, reports in the first two columns and graphs in the third one. Click on one of the report buttons to bring up that report. All reports are free with the exception of the Demand report, which must be commissioned from an outside research agency and paid for when ordered. Click on the stack of papers under the red arrow pictured at the right end of the info bar to close a particular report or graph.

Many of the reports and graphs have word-toggles you can click on to obtain more information or change the way the information is presented for viewing. All text that appears in red is associated with a toggle and may be clicked on to change the display. When you are finished reading reports, click on **Done** to return to the Administration Office.

• PROFIT/LOSS

The Profit/Loss Report is the most basic indicator of your company's health. In addition to being available through the Report menu, these figures are automatically presented to you at the start of each new month. The first column shows you your company's itemized expenses, while the second shows your income by territory. Click on **Income** to toggle your view of your profits between model and territory.

• TERRITORY

This report gives you detailed information on how well you are doing in each territory in which you have an installation. Click on the territory name to cycle through your territories (only those areas in which you have sales offices or factories will appear.) There are five columns of information on this screen, each of which can be toggled between two different sets of information. To toggle the column, click on the column header.

Toggles:

First column: model name/model type.

Second column: the number of assembly lines making each car/the price of the car in that territory.

Third column: the number of cars built in that territory in the previous month/the labor costs for making each car.

Fourth column: the number of cars sold in that territory in the previous month/the materials costs for making each car.

Fifth column: the number of cars in stock in that territory/the profit made on each car at the current price.

• MODEL

This report tells you how well each of your models is doing in each territory. Click on the model name to cycle through your current models. There are four columns of information on this sheet, each of which can be toggled between two

sets of information. To toggle the column, click on the column header. (The column titled "Territory" does not toggle.)

Toggles:

Second column: the number of assembly lines making each car/the price of the car in that territory.

Third column: the number of cars built in that territory in the previous month/the labor costs for making each car.

Fourth column: the number of cars sold in that territory in the previous month/the materials costs for making each car.

Fifth column: the number of cars in stock in that territory/the profit made on each car at the current price.

• COMPARE

This report is your main source of information on how well your competition is doing. From this report you can see the expenses, income, and profit or loss margin for each of your three competitors. (There are no toggles on this screen.)

• MARKET T

This report shows your marketing expenses arranged by territory. Click on the territory name to cycle through the territories. Click on the word "Territory" to toggle the display between the sums for each territory to the total sums for all territories.

• MARKET M

This report is very similar to Market T, except that your marketing expenses are arranged by media type. Click on the media type to cycle through the available media. Click on the word "Media" to toggle the display between the sums for each media type to the total sums for all media.

• DEMAND

This report is the only report that costs you money to acquire. To obtain a demand report, select a car model to get a report on by clicking on it, then click Use. You may get a demand report on only one model per month. Select the territories you wish a report on by clicking on them. You may select as many territories as you like, at a cost of $100 per territory.

Click on Use to order the report. The game will ask you to confirm the order. When you do so, the cost will be immediately deducted from your company's funds and the demand report will appear on the screen showing you how many cars could have been sold in that territory in the past month. The demand in a particular territory may change from one month to the next based on your competitor's actions, your own advertising, or other factors. Once ordered, the demand report cannot be changed until the next month - you may not change the model type or add to or subtract from the territories list.

The second and subsequent times you order a demand report, you will first be given the option of ordering a New report or viewing the last demand report you purchased (click on Old). Only the last report is available.

• DISTRIBUTION

This report shows you the supply lines for each of your sales offices. Click on the territory name to cycle through the territories. By clicking on any column heading you can change the display to show you the transportation costs involved in maintaining each supply line.

Analysis: Finding Trends Over Time with Graphs

Graphs allow you to gauge your company's progress over an extended period. The information available in the graphs is more concise and therefore less detailed than the information you can get from reports. Graphs can be accessed from the same place reports are accessed. Click on one of the buttons in the third column of the Reports/Graphs menu to bring up a graph. Click on the stack of papers icon at the right side of the info bar to return to the Reports/Graphs menu, and click Done to return to the Administration Office.

Profit

The vertical axis on this graph shows you your profits for each month, compared to those of your competitors.

By clicking on the scale indicator for the vertical axis, you can toggle the scale for a range of settings from tens of dollars to hundreds of millions of dollars. Only those scales which are appropriate for the profit levels shown will be available, however, so if the most any company made in any month shown was $2000, you will not be able to change the scale to anything greater than thousands of dollars.

The horizontal axis displays seven months of profit records. A year's worth of records are kept stored at a time. To access months not currently visible on the screen, click on the first or last month displayed.

Production

The vertical axis on this graph shows you how many cars you and your competitors built each month. The vertical axis scale can be changed to range from tens to hundreds of millions of cars produced per month. Only those scales which are appropriate for the production levels shown will be available, however, so if no company produced more than sixty cars in any month shown, the scale will not go above tens of cars.

As with profits, the horizontal axis displays seven months' worth of production records, and up to a year can be viewed by clicking on the first or last month displayed to scroll the printout.

Sales

The vertical axis on this graph shows you what your income from car sales is for each month, compared to those of your competitors. The numbers shown are for total income over all models of cars being produced. The vertical axis scale can be changed to range from tens to hundreds of millions of dollars in sales per month. Only those scales which are appropriate for the sales levels shown will be available.

As with profits, the horizontal axis displays seven months' worth of sales records, and up to a year can be viewed by clicking on the first or last month displayed to scroll the printout.

Subsys Level

This graph shows you what level of advancement your automobile subsystems have achieved, relative to those of your competitors. The vertical axis shows the percentage of the level possible in the game that you have reached for each of the seven systems. There is a built-in limit to the rate at which you can acquire new technology through research, so you should not expect to reach 100% quickly, even if you put maximum investment into your research department.

The horizontal bar shows each of the seven systems, abbreviated as follows: ENG=Engines, BRA=Brakes, SUS=Suspension, COO=Cooling, BOD=Bodies, SAF=Safety, and LUX=Luxury.

CUSTOMER SERVICE

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Hintline (Older Games)	(01734) 304 004	24 hrs. Requires a touch tone phone Automated Service
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* Costs 39p min. cheap rate, 49p at other times. Max. call length 7.5 mins, max. charge cheap rate £2.93, max. charge at other times £3.68 (UK only).

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