



TeraTech News

Creating excellent software since 1989

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Flying High with the National Air and Space Museum

TeraTech is currently working on a project to assist the National Air and Space Museum with the development of their upcoming "America by Air" exhibition. This exhibition will take visitors on a journey through the history of air transportation, including developments that will take place after the exhibit has already been launched. These developments will be displayed in a section of the exhibition called "In The News."

TeraTech has been brought on board to provide the database design, ColdFusion programming, RSS configuration, and interface functionality for "In The News". All of the items of this display, including the latest headlines and feature stories, will be housed in a central database for ease of display on their website, as well as on touch-screen kiosks and a news ticker located in the exhibition gallery.

Staff Changes at TeraTech

There have been several recent changes in the staff here at TeraTech. We have said goodbye to ColdFusion Intern Femi Oyedele, as well as Salesperson Beth Barnett, who had been with TeraTech for over seven years. Beth contributed to growth and success of our company and we wish her well in her new career. Replacing her is Martel McKinnie, an experienced and dedicated salesperson, who will bring a newfound excitement to our sales



Beth Barnett



Martel McKinnie

team. Martel will be focusing on companies with complex database integration issues, bringing TeraTech's extensive experience in custom software development to bear.

Other new arrivals to the TeraTech team include ColdFusion Intern Shigeo Kubota, Marketing Director Susan Prince, Marketing Intern Daniel Rooner, and Project Assistant Amy Kim, who will be working closely with Nii, who is our Senior Project Manager.

All of our new and existing team members are dedicated to maintaining TeraTech's reputation as a leader in our industry.

ColdFusion, Fusebox and Flex classes

We have classes on ColdFusion, Security, Fusebox, Flex and CF Server admin in September and October. See our website for more details.

<http://www.teratech.com/go/training>

All classes are at our Rockville training center. If you want to arrange a custom or onsite class please email Michael (at) teratech.com

ColdFusion 8 Interview with Charlie Arehart

The following is a sample of a brief interview conducted between Michael Smith and Charlie Arehart, *independent consultant and frequent contributor to the CF community*, regarding Charlie's thoughts and opinions on the newly released ColdFusion 8.

Michael Smith: We have heard that ColdFusion 8's new features focus on three areas: developer productivity, integration with external environments and technologies, and rich Internet experience. What are some of the other cool new features in ColdFusion 8?

Charlie Arehart: Well, as with most releases, there are lots more features than are often publicized. It's understandable: Adobe needs to pick the key points that would motivate new sales, but fortunately there are many, MANY new features that are purely developer focused. And while many of them have been talked about a lot in blogs and such, I think people would be surprised to learn still more. In fact, a couple of months ago I started doing a "Hidden Gems in CF8" talk at various user groups. I can't possibly repeat here all the little surprises I found. I'll be offering it at the upcoming CFUnited Express in Chicago, the day before MAX.

MS: ColdFusion has always been seen as a great language for data interaction, but not so much for designing great-looking front end user interfaces... Charlie's response and the full interview can be found at <http://cfunited.com/blog/index.cfm/2007/8/20/CF8-Interview-with-Charlie-Arehart>

CFUnited-07 Audio MP3s available now!

CFUnited 2007 Attendees can now login and access the audio for most topics. We are still collecting some more recordings, but for now we've released what's available.

Step 1: go to the CFUnited.com homepage and type in email address and password.

Step 2: click on "topics" and scroll down to the presentation you want to download. Each presentation is roughly 40-70MB.

Step 3: listen to the presentation

For non-attendees, we will make these audio recordings available for purchase very soon.

FYI, all Videos are coming soon. We conducted a screen capture with audio overlay so you can view what the presenter is doing on the screen instead of just seeing the presenters face. This will be available soon to purchase at an affordable price for all videos. Please keep an eye on the CFUNITED blog for future details.

CFUnited/Europe-08 Registration open

CFUnited is holding an amazing 10th anniversary event in Europe! (This is in addition to CFUNITED-08 in the DC area in June 08.) It will take place March 12-13 2008 At Novotel London West, UK. The price will be \$749 plus VAT until 10/31/07, after that it will be \$849. You can register for CFUnited Europe now! <http://europe.cfunited.com/>

CFUnited/Express Bay Area November 07

Hello Bay Area! We are bringing CFUnited Express to the San Francisco Bay Area. Current plans are to have the event early November.

Sean Corfield will be amongst the list of speakers. If you are interested in Speaking or Sponsoring, please contact Liz (at) teratech.com

Keep an eye out for more details soon on <http://www.cfunitedexpress.com/>

Register Now For CFUnited/Express Chicago 9/30/07

Don't forget to register for CFUnited Express Chicago! If you couldn't make it to this year's CFUnited conference, CFUnited Express is here to fill you in. Get the latest information regarding ColdFusion and Flex techniques from renowned speakers such as Ben Forta, Charlie Arehart, Shlomy Gantz, Ray Camden, Michael Smith, and more. Get a



chance to network with fellow developers and speakers, and receive a gift bag with tons of CFUnited items.

Date: Sept 30th, 2007, just before **Adobe MAX**

Where: Ascend's Chicago Facility

Cost: \$149 before 8/31/07, \$199 after, (and get a \$50 discount as a user group member)

Register now! Limited Seating. Great materials, goodies, free lunch, drinks, and more.

<http://cfunitedexpress.com/go/chicago/2007/>

ColdFusion 8 is out!

Adobe is deeply committed to ColdFusion and the loyal ColdFusion community. The highly anticipated 8th major release of ColdFusion, code-named Scorpio, was released 7/30/07. It lets you develop and deploy next-generation Internet experiences faster and more easily than ever before. Download the ColdFusion 8 eval from

<http://www.adobe.com/products/coldfusion/>

CarFax custom Model Glue training

CARFAX recently entrusted TeraTech to provide them with custom training in the Model Glue Framework. The three-day session took place on-site at a CARFAX location, and focused on several aspects. It started with a crash course in OO, followed by introduction to Model-Glue, including concepts and implementation. It then followed with ways to avoid common pitfalls, as well as using Test Driven Development. Through interaction and dedication, the CARFAX developers were brought up-to-speed on the complicated topic of Model Glue Framework.

New Fusebox Website Released

In conjunction with CFUnited, TeraTech and Team Fusebox launched a complete redesign of the Fusebox.org website 6/27/07 at CFUNITED.

The website was redone using FarCry CMS 4.0 for the content, while other more dynamic, database driven parts of the site will continue to be delivered via the Fusebox framework.

It was an easy decision to make", Sandra Clark, a member of Team Fusebox and lead on the website project said, "Most of Fusebox is content driven and anything that makes it easier for us to put content up gets used."

"While the new site is up now, it still needs people to contribute", said Clark. "More content is always good. Articles, code, case studies, etc. If its about Fusebox, we want it."

Fusebox is an open source development framework used by tens of thousands of ColdFusion developers worldwide that dramatically reduces maintenance costs.

FUSEBOX



Winner of Fusebox Video Contest

The winner of the Fusebox Video contest to make a ten minute presentation to demonstrate the versatility of the framework is Russ Johnson. The prizes included a pass to CFUNITED-08. You can see the video at <http://www.youtube.com/watch?v=xRXVx5dYcFs>

ColdFusion Survey Results

Some of you may have read the Computer World [article](#) listing ColdFusion as one of 10 dead languages and Ben Forta's [response](#), Ray's [opinions](#) and Adam's [rant](#) on this. Obviously ColdFusion is not dying but how do you convince your clients that CF is the right solution? Michael Smith gave a talk at CFUNITED-07 on "[Selling ColdFusion to Clients](#)" that covered what strategies to use for selling ColdFusion to clients and how to deal with common objections that clients have.

People have been telling us what arguments have been working on the street. Let us know your experiences at the survey at <http://mdcfug.org/surveys/survey.cfm>

Here are the results to date on this. *What issues have you heard when selling a ColdFusion solution to clients?*

Cost of CF Server	67%
CF Slow	27%
Not a Real Language	35%
Not Made by Microsoft	32%
Not Object Oriented	24%
Not Secure	16%
Not Open-Source	8%
Other	21%

What arguments have you made for using ColdFusion on a project?

Rapid Development	88%
Easy to Maintain Code	72%
Open Standards	16%
Multiple Vendor Support	21%
Made by Adobe	43%
11 Years Old	37%
Lots of Built in Functions	56%
Other	16%

Got Fusebox?

Get your Fusebox t-shirts, buttons, notebooks, and more at

<http://www.cafepress.com/fu>



[seboxgear](#). These amazing items are available at cost, and make a great gift for any Fusebox enthusiast.

Ask Miki – Good Managing for Profit—Yours

To have the most productive employees, you must build a partnership. As in any partnership, each side needs to contribute specific things to ensure the success of the operation



And although the efforts are equally valuable yours must come first, because it's your contribution, as their manager/leader, that enables your partners' to contribute their share.

Although what you need to do can be summed up in a few words, the effort required to actually do it never ends.

What you do—you must respect them all and treat them fairly, help them grow to reach their true potential and then not limit their upward mobility because it inconveniences you.

What you get—your people will respond by going the extra yard, working the extra hours, becoming, if they aren't already, real 10 per centers.

Your payoff—your reviews and promotions will reflect the high performance and increased productivity of your group, whether it's a team, department, company, or something in-between.

Your retribution—if you try to fake this attitude and pay it lip-service only, your people will know, if not instantly then within months. The result will be low productivity, a high rate of attrition, rotten reviews and no promotions.

As always, it's your choice.

Miki Saxon is President of RampUp Solutions, Inc. and provides products and coaching based on [MAP \(mindset, attitude, philosophy\)](#)™.

<http://www.rampupsolutions.com/index.cfm?p=14>
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TERATECH CUSTOM PROGRAMMING & TRAINING

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