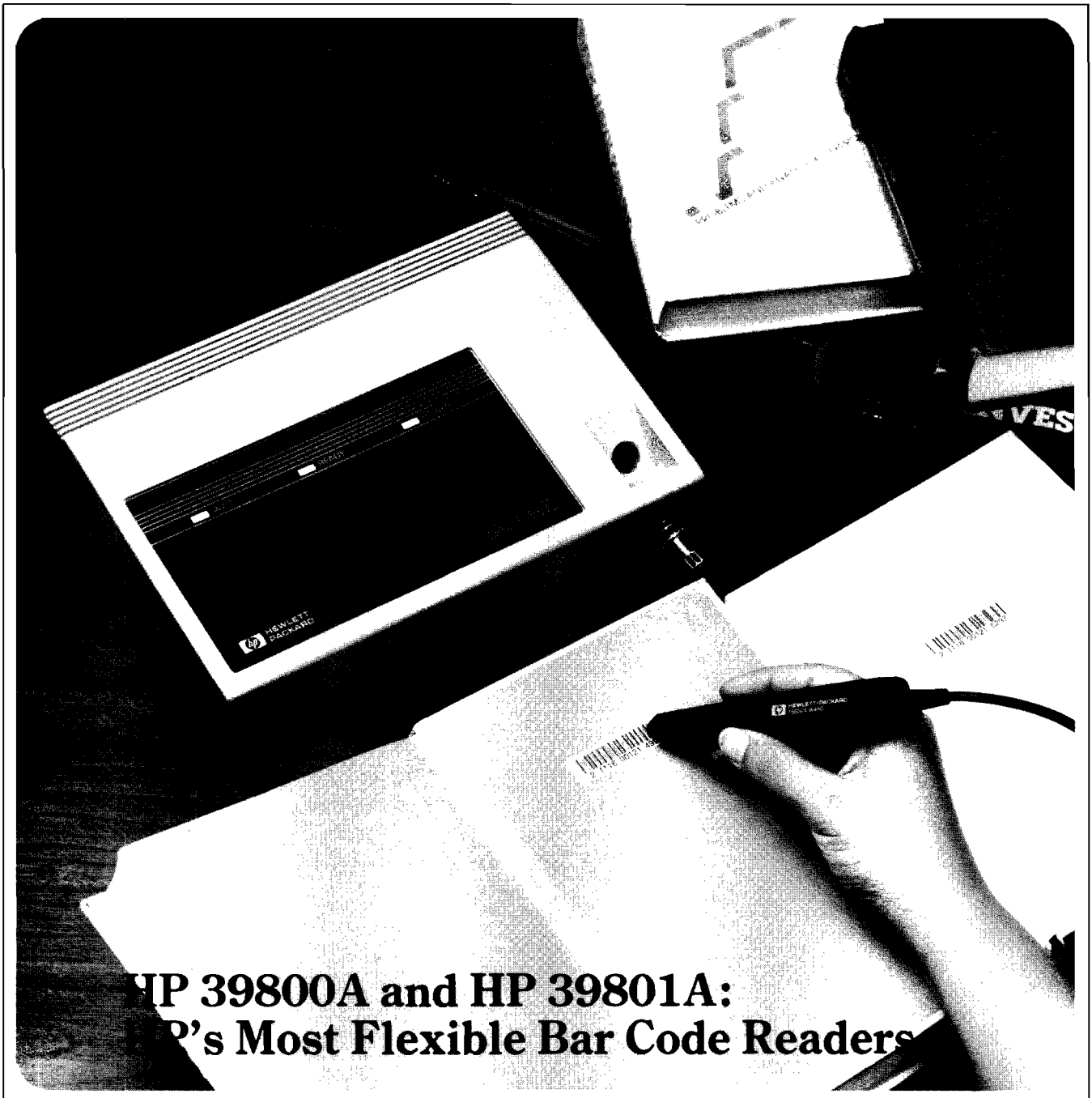


COMPUTER FOCUS

Computer News for HP OEMs and Independent Software Vendors

November 1983



**HP 39800A and HP 39801A:
HP's Most Flexible Bar Code Readers**

 **HEWLETT
PACKARD**

International

COMPUTER FOCUS

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The HP 39800A and 39801A are flexible, high performance bar code readers designed for bar code data collection in factory and office environments. See articles beginning on page 13.

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.



Software Contracts: Unfair, Fair, or “Too Fair”?

As of today, there is very little standardization of software licenses and software licensing practices within the industry. The end user is in a position where every form agreement is different — and almost every form agreement should be changed to fit the particular licensing transaction and to allow comfortable future life for the end user.

Many form software license agreements still include provisions out of step with good DP operating practices. Many include provisions that no well-counselled customer should go along with. When the contract is unrealistic, one or both parties will be in automatic breach — a situation that can hurt the vendor as much as the end user.

Some particular provisions that tend to be either unrealistic or unduly onerous include the following:

1) Limitation on copies. Form contracts often limit the number of copies for backup for archival purposes to a fixed number, ignoring the fact that the user may customarily back up software and files for many generations, perhaps even including a copy at Iron Mountain! In addition, with some software there is no harm to the vendor in permitting “development copies” even though the license may restrict productive use to a single copy.

2) No disclosure to third parties. Many form contracts include a prohibition against disclosure of the software to third parties. In many cases there *will* be third parties exposed to the software including auditors, consultants and contract programmers. The vendor’s interest may be adequately protected by requiring that the user “not disclose to third parties except under [written] burden of confidentiality.”

3) Limitation to a particular CPU. The contract may limit use of the software to a named CPU — but this can lead to trouble for the vendor if the customer has several suitably configured CPUs at the site and, following good DP operating practice, periodically reassigns activities to different CPUs at the same site. In such a case, the vendor may know about it and waive the restriction, running the danger of waiving more than intended! A limitation to live use on only one CPU at a time plus the site restriction may be adequate for the vendor — and legitimatizes what is likely to occur in any event.

4) Limitation on assignment. The end user normally has a legitimate desire to be able to assign the license to a “parent, subsidiary or successor in interest to the business” of the end user. I think of this as an end user’s right to corporate reorganization at some future time. A permanent license agreement might well be an effective document 10 or 20 years hence. The vendor will usually be adequately

protected by trade secret provisions plus an “advance written notice” requirement so that the end user may be able to go through normal corporate gyrations without seeking the consent of the vendor. An alternative approach is to include a provision that consent to assignment “will not be unreasonably withheld” — but this would mean obtaining the consent of the vendor to *any* assignment.

5) Immediate return of materials. Many form contracts call for immediate return of all materials at the end of term or in the event of termination. If this provision is ever brought into play, it poses two problems: first, the vendor usually does not want *everything* back — but would be content with either return or certification of destruction; and, second, there is no way that an end user would be able to mechanically accomplish immediate return or destruction. It may be a considerable period of time until everything can be purged from prior roll-outs, etc. The net effect is that it is fair to require “*prompt* return or certification of destruction of all copies. . . .”

6) Confusion between “scope of use” and “trade secret protection.” Many form contracts blur the distinction between quantity of “use” restrictions and “secrecy” restrictions. Confusion in this area may turn around and bite the vendor if a court decides that, say, a restriction to use by end user employees is a *secrecy* restriction rather than a *scope* restriction.

There appears to be a healthy developing trend toward “click pricing,” rather than merely relying purely upon the traditional site or CPU use limitation. For software capable of some kind of a direct or indirect use measurement, concerns about expanded use through communications (*e.g.*, a single copy on a host machine in a ring network) will be minimized.

In General

Probably the best rule of thumb in putting together a form contract is to look at the contract from the end user’s point of view to make sure that it is reasonably fair. End users are becoming smarter — and a good form contract will be less likely to result in negotiations with every new licensee.

Paul S. Hoffman, Esq. is the founder of Paul S. Hoffman, P.C., a Croton-on-Hudson law firm with a practice concentration in software contracts. Reprinted with permission from the June 1983 issue of the ICP “Insider’s Newsletter.” Copyright 1983 by International Computer Programs, Inc., 9000 Keystone Crossing, Indianapolis, IN 46240.



HP-UX Training — the Final Frontier

Two new, exciting courses are here on HP-UX and a third is just down the road.

“Introduction to HP-UX” is simply that — a basic introduction to the HP-UX operating system and its features. Students should have experience with time-sharing systems but need not have an experience with UNIX™. Position this course like “A Programmer’s Introduction” on the HP 3000. This course provides students with a fundamental learning foundation; however, it does not go into enough depth to enable students to thoroughly use the features to their fullest.

Customers should use the texts and reference manuals recommended in class for the additional training necessary to get the maximum use of HP-UX features. These items are supplementary materials that should provide sufficient guidance in utilizing HP-UX features.

Prod Num: 35128A/X

Length: 5 days

System: Any system using HP-UX

Contents:

- History of UNIX™
- Getting started with HP-UX
- Creating and maintaining files
- Intro to HP-UX text editors
- HP-UX file system
- HP-UX commands
- Intro to HP-UX shell and shell programming
- Intro to text formatters
- Programmer productivity
- Survey of HP-UX utilities

“HP-UX System Administration” is designed for those students with a background in HP-UX or UNIX™ who want to learn the unique features of HP-UX on the HP 9000, Series 500/600 or Series 210.

Prod Num: 35129A/X

Length: 3 days

Contents:

- Goals of system administration
- Software for the administrator
- User authorization and control
- System startup and shutdown
- Maintaining the file system
- Overview of HP-UX networking
- Conversion and compatibility
- System configuration and HP 9000 tuning
- System administration for HP-UX
- Support issues

These courses are available now. Be looking for a course on “Programming in C-Language” in December. For course dates and locations, contact your local HP sales rep.

UNIX™ is a trademark of Bell Laboratories.



Series 100 — Pulling a Rabbit Out of the Hat

Here's something we didn't mention in the recent series of articles on the *Series 100 Communicator*: in addition to continuing information on the HP 120/125, the *Communicator* will also cover the forthcoming additions to the Series 100 family.

When we pull our rabbit out of the hat, your customers will be reading about it in the *Communicator* — another reason that you should get your own subscription.

How to subscribe

The subscription is Product 45530N — Series 100 Software Notification Service. Call the nearest HP office and ask for "Computer Products Order Processing."

How to get back issues

Back issues are carried by Computer Supplies Operation.

Issue #	Cover	P/N	
		US Edition	Int'l. Edition
1	Blue	5955-3930	5955-3937
2	Blue	5955-3943	5955-3947
3	Blue	5957-6203	5957-6213
4	Green	5957-6204	5957-6214
5	Orange	5957-6205	5957-6215
6	Yellow	5957-6206	5957-6216

The direct ordering phone number is 800-538-8787. In California, Alaska, and Hawaii, call 408-738-4133.

HP Series 100/DeskLink Weds HP Personal Computers to the Interactive Office

Series 100/DeskLink is a new software product which runs on HP's Series 100 personal computers. It connects the Series 100 to the HP 3000 using HPDeskManager. It provides access to HPDesk Manager's basic functions: electronic mail, electronic filing, and time and calendar management (word processing is performed using the Series 100 word processors). At the same time, it maintains local processing capabilities — the customer can use Series 100 programs without leaving HPDeskManager.

The DeskLink user can store Series 100 files on the 3000 and electronically mail them to other users. And HPDeskManager messages can be transferred to the Series 100 and edited and printed there.

DeskLink offers Series 100 users an efficient, convenient way to tie their personal computers to the personal support and electronic mail capabilities of HPDesk Manager.

SERIES 100/DESKLINK HEWLETT PACKARD

Series 100/DESKLINK is a software product that runs on any Series 100 Personal Computer. It offers HPDESKMANAGER users the local processing facilities of the Series 100 while remaining connected to HPDESKMANAGER, in addition to normal standalone operation.

Series 100/DESKLINK is a new method of accessing HPDESKMANAGER from a Series 100 personal computer without losing local processing capability and access to Series 100 disc files.

Series 100/DESKLINK provides the user with facilities to:

- Use HPDESKMANAGER to send Series 100 disc files to other users.
- Save HPDESKMANAGER messages as Series 100 disc files.
- Use Series 100 Applications without exiting HPDESKMANAGER, for example: WORDSTAR*, VISICALC**.
- Access local Series 100 files without exiting HPDESKMANAGER.
- Edit text using Series 100 edit functions.

Series 100/DESKLINK uses the function keys of the Series 100 Personal Computer. HPDESKMANAGER areas are accessed through the numeric (0-9) keys. A template is provided for the keyboard of the Series 100 for easy reference.

FEATURES	BENEFITS
Downloading incoming messages	Messages can be dealt with locally. Reduces both remote connection time and HP3000 load.
Discfile functions	VIEW, ERASE, COPY and RENAME a disc file
Sending Disc Files	Include disc file contents in messages.
Applications Usage	Application software can be used without exiting from HPDESKMANAGER
Help facility	Minimises training and user time
Ease of use	Screen labelled function keys provide an easy to understand user interface

*WORDSTAR is a copyright of Micropro International Corp.
**VISICALC is a registered Trade Mark of VisiCorp.

Series 80 Utilities Available from the Users' Library

Several low-cost utility programs for Series 80 personal computers are available through the Series 80 Users' Library. These binary utilities provide a number of commands and functions that make it easy to program and control the HP-85, HP-86 and HP-87. Among them are programs that provide enhanced string manipulation, quick copying from disc to tape, enhanced CRT, cursor and keyboard control, and utilities to transfer files from a Series 80 computer to other HP desktops.

Personal Computers

Two packages of the most popular utilities, one for the HP-85 and one for the HP-86/87 are now available from the Series 80 Users' Library. The HP-85 Binary Enhancements Pac contains 22 Binary and one BASIC program. The package includes program documentation and a recorded tape cartridge or flexible disc (3½" or 5¼"). The Binary Utilities Package for the HP-86/87 is made up of 13 Binary programs. Documentation for each of the 13 programs and a recorded 3½" or 5¼" disc make up the package. Programs included in these packages are:

HP-85 binary enhancements	No.
Teletype Emulator (BASIC)	1190005
Polar and Rectangular Coordinate Conversions	6091003
Audible Beep Control	8291006
Typing Aids	8291007
Enhanced B PLOT Capabilities	8291008
Storing and Retrieving Programs as Data	8291010
Sorting Groups of Elements of a String	8291012
Converting ROM Statements to Mainframe Statements	8291014
Enhanced String Manipulation	8291015
Mathematical Functions	8291017
Array Organization and Initialization	8291019
Programmer Control of the Internal CRT and Keyboard	8291021
Enhanced CRT, Cursor and Keyboard Control	8291023
Statistical Functions on an Array	8291025
Storing and Retrieving Programs in Standard Interchange Format	8291026
Storing and Retrieving Data in Standard Interchange Format	8291027
Tape Verification and Record Type	8291028
Retrieving HP 9845A Save Programs	8291029
Graphics Printhead Capabilities	8291031
Graphics Cursor	8291032
Enhanced String Input, Immediate Execute Keys and Cursor Control	8291034
Graphics Tablet Display	8391002
Copying Discs to Tapes	8991001

Binary utilities for HP-86/87	No.
Logical Interchange Format	8291002
Storing and Retrieving Programs as Data	8291011
Sorting Groups of Elements of a String	8291013
Enhanced String Manipulation	8291016
Mathematical Functions	8291018
Array Organization and Initialization	8291020
Programmer Control of the Internal CRT and Keyboard	8291022
Enhanced CRT, Cursor and Keyboard Control	8291024
Forms/80 Binary Utilities	8291030
Graphics Cursor	8291033
Enhanced String Input and Cursor Control	8291035
Immediate Execute Keys	8291036
Graphics Tablet Display	8391003

Both the HP-85 Binary Enhancements Package and the HP-86/87 Binary Utilities Package may be purchased directly from:

The Series 80 Users' Library
1000 N.E. Circle Blvd.
Corvallis, OR 97330 USA

International orders can either be charged on VISA or MasterCard or a check in U.S. funds drawn from a U.S. bank. Please add 10% to total for International orders.

Complete descriptions of these and many other useful programs are included in the Series 80 Software Catalog. The most comprehensive guide to Series 80 software available, the catalog is full of products to help solve hundreds of computing problems. Included are descriptions of HP designed software, HP PLUS software (developed by third parties) and Series 80 Users' Library programs. The third edition of the catalog, P/N 5953-7804, is available now from HP's Computer Supplies Operation. Whether you want a total software solution or an inexpensive program to solve a specific problem, you will find what you need in the Series 80 Software Catalog.





HP A600 Owners Get RTE-A Upgrade Kit at No Charge

Last June, HP introduced an upgrade kit for HP A600 processors (12108A) which enabled HP A600 computers, shipped before April 1983, to run RTE-A. Only the necessary processor-board firmware was included in this kit for customers without software support contracts.

Required modifications to the HP A600 have made it necessary to replace the firmware on all installed HP A600s at HP's expense. The new firmware will allow customers to run RTE-A as well as RTE-A. 1. Therefore, customers who want to upgrade from RTE-A. 1 to RTE-A will no longer need the 12108A upgrade kit. After the new firmware is installed, a customer not on support services, who wants RTE-A will simply need to order 92077 (RTE-A) Option 601.

HP L-Series Trade-up Program Extended

Recently, we have noticed increased interest in the HP L-Series trade-up program. This program gives significant credits toward the purchase of HP A600 products when a customer trades in an HP L-Series product purchased before March 1, 1982. Well, HP has listened to your requests. For your HP L-Series customers we have good news and great news.

The good news is that the HP L-Series trade-up program has been extended for six more months, effective September 1983. The great news is that the program has been extended to allow trade-ups to the new Micro 26 (but not the 2436E) and other HP A600+ products. Now the same credit that was given toward the purchase of an HP A600 product will also apply toward the purchase of the corresponding HP A600+ product.

As some of these credits have changed since the original publication of this program, be sure to contact your HP sales rep to find out how the extended program works and how you can trade up to the new Micro 26 products. Remember that this program ends on February 29, 1984, so make sure your customers take advantage of this opportunity now.

GRAPHICS/1000-II Supports HP 2623 and HP 2627 on HP A-Series MUX

Good news! As of B.83, GRAPHICS/1000-II will support the HP A-Series 12040 MUX with HP 2623A and HP 2627A terminals. There are no changes to the usual MUX initialization procedures. Examples of initialization are in the welcome file supplied with the primary. The MUX is transparent to the graphics application; so, applications that run on terminals connected via ASIC cards can run on terminals connected via the MUX card with no changes to the application code. Also, by replacing ASIC cards with a MUX, slots in the A-Series card cage will be freed up and available for other devices.

Now Your Customers Can Buy the HP 1000 System Designer's Guide Directly

The HP 1000 System Designer's Guide, formerly available as HP Sales Aid SA-307, is now the HP 92007K HP 1000 System Designer's Guide, which appeared on the October 1 HP Price List. The 92007K product consists of:

- The HP 1000 System Designer's Guide, P/N 92007-90001, with collating instructions, binder spine ID card, and index tabs
- An HP binder, P/N 9282-0659.

Users who do not need the binder can order 92007K with Option 001 at a cost saving.

Updates for the 92007K product are obtained by ordering the 92007Q HP 1000 System Designer's Guide Manual Update Service, which was on the September 1 HP Price List.

Contact your HP sales rep for ordering information.

New FCC/VDE Certified HP 1000 Model 40 and 45 Systems

HP has qualified the new HP 1000 Model 40 and 45 systems to meet FCC/VDE RFI standards. This was accomplished by qualifying the MAC disc family. Additionally, the MAC discs can be used with the RFI qualified Model 60 (2178C) and 65 (2179C) systems.

The new Model 40 (2176E) and 45 (2177F) are E- and F-Series based systems, respectively, housed in a 29431F steel cabinet. The 2176E and 2177F include the following options:

- 005: 50-pin terminal connector cable
- 006: 25-pin terminal connector cable
- 007: HP 264X terminal connector cable
- 014: Delete memory
- 015: 230V operation
- 031: Software on HP 7906M/MR disc cartridge
- 032: Software on HP 7920M disc pack
- 033: Software on HP 7925M disc pack
- 050: Cabinet modification for rack mounting of HP 7906MR disc; prerequisite is Option 031.

All the same options will be added to the 2178C and 2179C (RFI-qualified HP 1000 Model 60 and 65 systems).

Be careful when ordering the HP 7906MR disc. The HP 7906MR must be ordered with Option 025 for rack mounting in the 29431F steel cabinet. Also available on the system is Option 031, which gives software on the HP 7906MR disc cartridge and Option 050, which modifies the steel cabinet for racking the HP 7906MR with HP 7906MR Option 025. Both HP 7906MR Option 025 and 2176E/2177F Option 050 must be ordered to rack mount an HP 7906MR.

In Summary...

The new HP 1000 Model 40 and 45 systems are RFI qualified. This now gives us a complete line of RFI qualified systems.

There are new options to the RFI qualified HP 1000 Model 60 and 65 systems for MAC discs.

For HP 7906MR, order HP 7906MR Option 025 and 2176E/2177F Options 031 and 050.

HP 264X terminal or mag tape is required on-site for software support.

Contact your HP sales rep for more information.

RFI Compliance for HP 1000 Systems

On October 1, 1983, RFI (Radio Frequency Interference) regulations went into effect. All systems manufactured after October 1 by HP will comply with FCC and VDE RFI regulations and standards. HP will not test nor speculate on the compliance of a specific configuration of an OEM as shipped to their customer. However, the following are exempt from FCC standards:

- Any system in a transportation vehicle (motor vehicle or aircraft)
- An electronic control system in an industrial plant. This would include an HP 1000 system used for process or machine control, an important exception given HP's industrial automation charter
- Industrial, commercial, or medical test equipment. This is a significant exemption, given that automatic test is a big HP 1000 application area.

Systems used for data processing, including program development and computation are not exempt and must comply with RFI standards.

There are currently four systems from HP that do not comply. These are the HP 2176C, 2177C, 2178A, and 2179A, which can be purchased only by customers with exempt applications or for use in countries without RFI standards.

Customers who wish to buy non-compliant systems for use in applications that are exempt from FCC regulations must fill out a prepared form that is available through the order processing coordinators at local HP sales offices.

All computers are considered components and for these it is the customer's responsibility to insure RFI compliance of the assembled system. (At the component level, customers can buy non-HP peripherals, freeing HP of responsibility for RFI compliance of computers.) HP encourages customers to buy our systems so they can avoid the effort and cost of RFI testing their own configurations.

All A-Series Products Comply with FCC/VDE Standards

When ordering systems that comply with FCC/VDE standards, it is important to order peripherals that also comply. All HP peripherals are RFI tested with at least one HP system. However, it is important to confirm that the particular peripherals ordered comply with RFI standards on the system they are to be used with.

Our OEM compliance strategy is that HP 1000 computer systems and peripherals are tested for compliance in a configuration pursuant to FCC/VDE rules and regulations. HP's policy is that all systems and peripherals manufactured after October 1, 1983 will comply with FCC and VDE RFI/EMI standards as shipped to our customers.

In Summary . . .

HP systems comply, except HP 2176C, 2177C, 2178A, and 2179A. Make sure the correct peripherals and options are selected. For example, for a 12979B I/O Extender, Option 001 must be ordered, and on the HP 7906MR, Option 025 must be ordered.

For non-complying systems (HP 2176C, 2177C, 2178A, 2179A), the customer needs to fill out an RFI exemption form.

OEMs must determine their own compliance strategy. This may or may not require testing of their final configuration.



New Office Products Improve the Power and Value of The Interactive Office

An exciting set of new or improved products strengthen HP's Interactive Office.

The HP 2628 word processing workstation provides a lower-price alternative to the HP 2626W and offers a graphics option. Now HP customers can run all the office tools on one workstation.

The HP 2687 and HP 2688 laser printers provide high-quality, low-cost laser page printing to HP customers with the quiet, fast operation office users need. The 2688 supports graphics, too.

HPWord III brings multiple language support, free self-paced training, a new training class, programmatic intrinsics, and more to HPWord.

HPSpell checks and corrects HPWord, TDP/3000, HPSlate, and ASCII documents with a 74,000-word dictionary.

HPListKeeper offers novice and expert users a simple, elegant way to keep personal information in the form of convenient lists.

HP expands its leadership in business graphics with enhancements to HPDraw, HPEasyChart, and DSG/3000. New fonts, new figures, color palettes, and 35mm slide capability are just part of the story.

HPMenu has enhanced the integration of The Interactive Office components with new intrinsics which pass file names and parameters between application programs.

Series 100/DeskLink, a new product for the HP 100 and 125 personal business computers, connects the personal machine's local processing power to the shared files and peripherals of the HP 3000.

For more information, contact your HP sales rep.

Training for HPWord

A new classroom course for users of HPWord is now available. Called HPWord Basics, it is a three day course which will be held at HP training centers and can also be given at the customer site.

Students in the class are assumed to have no previous experience of HPWord, or any other word processor.

The class covers the basic features of HPWord including Document and Paragraph Formatting, Text Enhancements, Headings and Footings, Tabs and Indents, Pagination Control and Printing.

The key to success when starting out with HPWord is **practice** and this class provides extensive practice exercises and examples. Students are also encouraged to bring along some of their own work to do during the class.

Attendance at this class will result in well trained users of HPWord who will understand how HPWord can help them in their job, who are confident in their skill and who will become productive very quickly.

So make sure your customers understand the importance of proper basic training for their HPWord users, given by an HP Product Support Representative.

Ordering Information:

Description	P/N
HPWord Basics (at HP Training Center)	36564A
HPWord Basics (at customer site)	36564X

Also available soon will be a classroom course for experienced HPWord users, covering more specialized functions such as Mass Mailing, Calculations and merging Text and Graphics.

Ordering Information:

Description	P/N
HPWord Advanced Class (at HP Training Center)	36505A
HPWord Advanced Class (at customer site)	36505X

The HPWord self-paced training, which is bundled with the product, has been revised and updated for HPWord III.

Part 1 teaches the fundamentals of HPWord and Part 2 covers the more advanced and specialized functions.

Self-paced training is only recommended under the following conditions:

- An experienced HPWord user is on hand to supervise the training
- The student has sufficient uninterrupted time to go through the training.

Ordering Information:

Description	P/N
Part 1	32120-9000020
Part 2	32120-9000021

One copy is included with HPWord. Further copies can be ordered.

Finally, if you want to know how to position the range of HPWord training now available, a data sheet containing information about all the HPWord training materials and guidance on their appropriate use has been prepared, HPWord Training Data Sheet (P/N 5953-8262).

Contact your local HP sales rep for more information.

Now Anyone Can Produce Artist-Quality Graphics

On September 1, HP announced significant enhancements to its business graphics products for the HP 3000: HPEasyChart, DSG/3000 and HPDraw. These enhancements, which include higher-quality output, better performance, improved integration, improved human interface, and expanded device support, strengthen our graphics offering and will help you sell HP 3000s.

HP is the leader in the business graphics market, but now new features make our graphics offering "simpler, better, and faster." These features are summarized as follows.

Higher-quality Output

35mm slides can be designed with HPDraw, output to mag tape, and processed on a DICOMED film recorder. Your customers can produce high-quality 35mm slides for just \$10-15 per slide. In addition, HPDraw graphics can be sent to the HP 2703A terminal for 35mm output on a Matrix camera directly connected to the 2703. Contact your HP sales rep for more information on 35mm and a list of DICOMED service bureaus.

Three new, filled fonts with smooth outlines at any size for DSG/3000 and HPDraw. These new fonts — Classic, Modern (like Helvetica) and Uniform (for columnar text) — dress up any presentation aid. HPEasyChart uses Modern only.

Color palettes for DSG/3000 and HPDraw provide ready-made, aesthetically pleasing color combinations for screen graphics (on color terminals) and 35mm slides. There's even a palette that matches terminal colors to plotter pen colors. Up to 64 colors can be selected.

Better Performance

Background vector to raster conversion for output to the HP 2680A and new HP 2688A laser printers, and the HP 2608S Dot Matrix Line Printer frees the user's terminal for other tasks. And the conversion has been speeded up.

(Note: Like the HP 2680A, the 2688A and 2608S will require additional software for graphics output.)

Improved Integration

HPEasyChart now reads self-describing files. Data can be exchanged between QUERY, HPWord, HPListKeeper, DSG/3000 and HPEasyChart — without re-entering it. You can quickly transform an HPListKeeper list into a chart.

All graphics products now support current objects under HPMenu. File names, device model numbers and other menu options are automatically transferred when the user moves from one subsystem to another using HPMenu. Users can even customize default menu options.



HP 3000 Series

Expanded Device Support

All graphics products now support the new HP 2628A word plus graphics terminal, HP 2625A HP plus IBM terminal, HP 2688A low-cost laser printer, HP 2608S line printer, HP 7475A 6-pen graphics plotter, and HP 7580/85B drafting plotters. Users can also plot to an RS-232 device on a separate port from their terminal by specifying a logical device number.

Improved Human Interface

Consistent menus, function keys, error messages, etc. for all graphics (and office) products.

The HP 17623A graphics tablet can be used with HPDraw (on the HP 2627A terminal only, at present) to change values of fields in addition to sketching symbols, picking function keys and area filling shapes.

Plus...

HPEasyChart users can change chart type without losing data, insert and delete lines of data, and browse through chart names and self-describing file names.

DSG/3000 users can rotate charts 90 degrees, suppress annotations and specify a bar chart minimum other than zero.

HPDraw users can design and edit drawings with fewer keystrokes (in advanced mode), create, edit and save Roster files within HPDraw, and take advantage of a significantly expanded figure library.

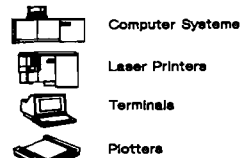
This enhanced software should be available as of October. Remember, graphics provides a competitive edge for HP in the office automation market. Seize the opportunity; demo graphics in your accounts. Let prospects experience first-hand how easy to use HP's graphics products are and how they can help them focus on key information in their daily work.

The HPDraw figure library has been significantly expanded!

 Radcliffe Co. Mfg. Sites



Equipment Leasing Reduced Rates



Limited offer, Inquire now!

New Plant Safety Rules



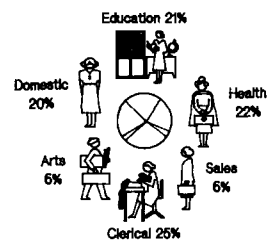
Call your Office Coordinator
ext. 292 for details

And remember...

In Classified Areas



U.S. Female Occupations



 HEWLETT
PACKARD

This was produced using the new fonts and figures available in the enhanced version of HPDraw.





HP 39800A and HP 39801A: HP's Most Flexible Bar Code Readers

The giant industrial market is awakening to the advantages offered by bar code data collection — rapid data entry, accuracy, flexibility, and ease of use. This adds to the already emerging markets for bar code data collection in libraries, hospitals, laboratories, and retail stores.

Numerous criteria will determine which of HP's computers is appropriate for a specific system. The HP 39800A and HP 39801A bar code readers offer a high performance solution for bar code data entry with any of the following HP computers:

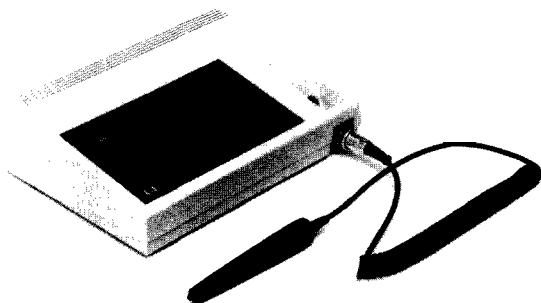
- HP 3000
- HP 1000
- HP 250
- HP Series 200
- HP Series 100
- HP Series 80
- HP-75C.

In addition, many systems require CRT terminals with bar code capability at various data entry locations. Once again, the HP 39800A and HP 39801A offer an excellent solution! These readers can be connected in series between the host computer and any RS-232-C CRT terminal. This may include any of the following terminals:

- HP 262X
- HP 264X
- HP 2382A.

You will find the HP 39800A and HP 39801A particularly attractive because they can be configured with a wide range of computers and CRT terminals. Plus, these readers support all popular commercial and industrial bar codes.

Imagine, a single bar code reader which can be used in so many configurations within your customers' systems.



What are the HP 39800A and HP 39801A?

The HP 39800A and HP 39801A are flexible, high performance bar code readers designed for bar code data collection in factory and office environments.

Configuration flexibility is provided by two RS-232-C ports. In a typical configuration, port 1 is connected to the host computer. If a CRT display is required for operator interaction, port 2 may be connected to virtually any RS-232-C terminal.

Code-reading flexibility is also provided. The HP 39800A and HP 39801A can be used to read the following:

- 3 of 9 code (std.)
- Interleaved 2 of 5 code (std.)
- Industrial 2 of 5 code (std.)
- UPC, EAN, and JAN codes (Opt. 001)
- Codabar Code (Opt. 002).

In addition, Extended 3 of 9 Code and Code 11 will be available soon. Note that Extended 3 of 9 code is a full ASCII (128 character) bar code.

High performance comes from excellent reading performance (high first read rates with high accuracy) and a new bar code wand. The new wands offer a 45-degree scan angle, a replaceable, sealed, sapphire tip, and a rugged, lightweight case. In addition, a single wand, the HP 16830A, can be used to read virtually all high, medium, and low resolution bar codes. This wand is standard with the reader. A higher resolution wand, the HP 16832A, is also available.

The HP 39800A includes two LED indicators (green/red) not found on the HP 39801A which can be used for simple visual feedback or instruction. However, the primary difference between the two readers is in software. A wide range of programmable features allow the HP 39800A to be used as a simple, yet interactive, independent bar code data entry station. The HP 39801A is non-programmable, and will generally be used with a CRT terminal, desktop computer, or personal computer.

Documentation is available now:

- Data sheet (P/N 5953-9375)
- Option 001 (UPC/EAN/JAN) data sheet addendum (P/N 5953-9376)
- Field training manual (P/N 5953-9372)
- "Reading bar code with the HP-75C and the HP 39800A." (P/N 5953-5538).

Additional documentation available soon includes:

- Option 002 (codabar) data sheet addendum (P/N 5953-9377)
- Application bulletin 67: "HP 39800A/39801A bar code reader configuration guide for HP Series 80 personal computers." (P/N 5953-9374)
- Application bulletin 66: "HP 39800A/39801A bar code reader configuration guide for HP Series 200 computers." (P/N 5953-9373).

Remember — the HP 39800A and HP 39801A are high performance bar code readers with flexibility in both configurations and code reading capabilities. When your customers ask about bar code data entry, tell them about these readers!

Contact your HP sales rep for additional information.

Bar Code Labels Available

Many bar code applications can be successfully addressed with pre-printed, sequentially numbered bar code labels (correlation between the dummy identifier and the real thing done in a database). This is especially useful for customers new to the bar code game, for small applications where the purchase of printing equipment is not justifiable, or applications requiring labels which can withstand dirty environments. *They're also great for demos.*

HP now offers as standard products, high quality preprinted sequential bar code labels through CSO. The labels are available in low density code 3 of 9 (readable with all wands supplied by HP) and high density interleaved 2 out of 5 (requires high-resolution wand). 100,000 labels (sequentially numbered from 00000 to 99999) are available in each code in 10 sets of 10,000 labels each. More information is available in the CSO catalog (Summer '83 edition, P/N 5953-2450) and data sheet, P/N 5953-5937.

CSO DIRECT ORDER

CSO Fast Phones — the easy, direct way for customers to order supplies, accessories, media, furniture and software.

Location	Telephone Number
United States	800-538-8787
California	408-738-4133
United Kingdom	0734-792868 0734-792959
France	(6) 928 32 64
Belgium/Luxembourg	(02) 762 32 00
Switzerland	(057) 31 22 54 or 31 22 59
Canada	(514) 697 42 32
West Germany	07031-142829 07031-223133
The Netherlands	020-470639
South Africa	802-5111 53-7954 28-4178



Announcing the HP 7935G: One Gigabyte — All Removable

HP is pleased to announce the HP 7935G product, a bundled package consisting of three HP 7935Hs. This new product appeared on the September 1 HP Price List.

Now your customers can increase their removable media mass storage at the very economical price of \$61/Mb, which beats all competitors! Private volume configurations, disc-to-disc backup, and system-to-system data transfer are just a few of the applications suited for the HP 7935H. Remember too, that all of the HP 7935s are now shipped with PEP firmware for greater I/O performance. Extra media modules for the HP 7935H are available from HP. (Please note also that the 97935K upgrade kit is no longer available effective September 1.)

The HP 7935 is now supported on the HP 3000 Series 39/40/42, 44/48, and 64/68. Furthermore, the HP 1000 RTE-VI and RTE-A based systems, as well as the HP 9000, also support the HP 7935.

The great versatility of the HP 7935 as a fast backup device, as a private volume disc, or as a fast flexible method of data transfer makes it a valuable addition to any system. Our installed base of HP 7935s continues to grow larger, so call your HP sales rep if you need more information.

HP 3000 Graphics Packages Support HP 2608S

The HP 2608S line printer now supports graphics printing from HPDraw, HPEasyChart, and DSG/3000 software packages on HP-IB HP 3000 systems. The HP 2608S prints at 400 lpm in the alphanumeric mode, and up to 33 lines per minute in the graphics mode. This allows the HP 2608S to serve as both a system printer and as a fast graphics output device.

When using the latest release of these software packages, the HP 2608S can be selected as the desired output device from the "PLOT" screen. The HP 3000 converts the vector image into a raster file, which is passed to the system spooler.

TDP and Editor packages cannot call graphics files for appended or merged text and graphics output on the HP 2608S. (This merged text and graphics capability does exist for TDP and the HP 2680A Laser Printer.)

DSG chart files or HPDraw raster files allow for production printing of multiple charts or drawings.

Best of all, there are over 2000 of the HP 2608S line printers already installed on HP 3000 systems. The ability to leverage these hardware and software sales is tremendous. The HP 2608S is the perfect complement to high resolution, multicolor plotters. Printing 70 by 72 dots per inch, the HP 2608S can provide fast output for rough drafts or high throughput for those multiple copy jobs. And the spooled output requires no operator intervention for up to 127 copies in each spoolfile. So let the HP 2608S be your competitive advantage, and sell the proven reliability and versatility of the HP 2608S.

For more information, contact your HP sales rep.

Protect Those Printouts

Help your customers protect and organize their printouts. HP now offers a selection of data binders for 14-7/8" x 11" printouts. These databinders keep frequently used printouts intact, neatly organized, and protected from rips, tears and rough handling.

These binders include:

- Loading from the top or bottom for easy updating
- Special slide-out suspension hooks for easy adaption to drop filing
- Specially coated 20-point pressboard covers which provide more resistance to moisture, stain and wear than regular pressboard
- Unbreakable plastic-coated steel posts that hold up to 6" of unburst printouts.

The binders are sold in boxes of 10, one color to a box. Four colors are available — red (92174A), grey (92174B), light blue (92174C) and dark blue (92174D).

For more information, see the *Summer 1983 Computer Users Catalog*, P/N 5953-2450(D).

MAC Disc Drives Meet RFI

In compliance with FCC docket 20780 for computing devices, HP has requalified the MAC family of disc drives (the HP 7906, 7920 and 7925) to meet RFI emission standards. This has been done in response to customers' continued needs for these drives.

The MAC disc drives have been qualified by HP to meet FCC requirements. HP systems divisions have qualified these products with HP-supported host systems. Any customers wanting to use these drives (specifically the HP 7906 MR/SR/HR) with configurations not supported by HP are responsible for their own testing.

Along with this update, product numbers of several minor products will change. New numbers will end in a D. Shipment of these products will begin this month. Affected products include:

- 12745A (12745D)
- 13013B (13013D)
- 13175B (13175D)
- 13178C (13178D)
- 13213B (13213D)
- 40019B (40019D)

If you have any questions, please contact your HP sales rep.

New Rack Slide Options for HP 7906

In conjunction with the RFI upgrade of the MAC family disc drives, new rack slide options will be made available for the HP 7906. (The RFI upgrade consists of changing the MAC disc drives to conform to FCC docket 20780 for computing devices. This docket applies to standalone devices and computing systems. The HP 7906 M/S/H, HP 7920 M/S/H, and HP 7925 M/S/H meet the FCC requirements for computing devices. HP systems divisions have qualified these drives with supported host configurations. The HP 7906 MR/SR/HR rely on their mounting enclosure to meet the FCC requirements.) HP will be offering the HP 1000 Model 40, 45, 60 and 65 systems in the 29431F cabinet. These CPUs and the HP 7906MR disc drive meet the FCC requirements for computing devices when mounted in this cabinet. The HP 7906MR will require special rack slides to mount in the 29431F cabinet. This can be ordered as the HP 7906MR Option 025.

These rack slides are also offered as a standalone product, the 19510D. A 19510D consists of rack slides to mount a drive and a controller. For mounting just a 13037 controller, the 13037R Option 025 is being made available as a special.

Shipment of these new rack mount products will begin in October. Please contact your HP sales rep if you have any questions.

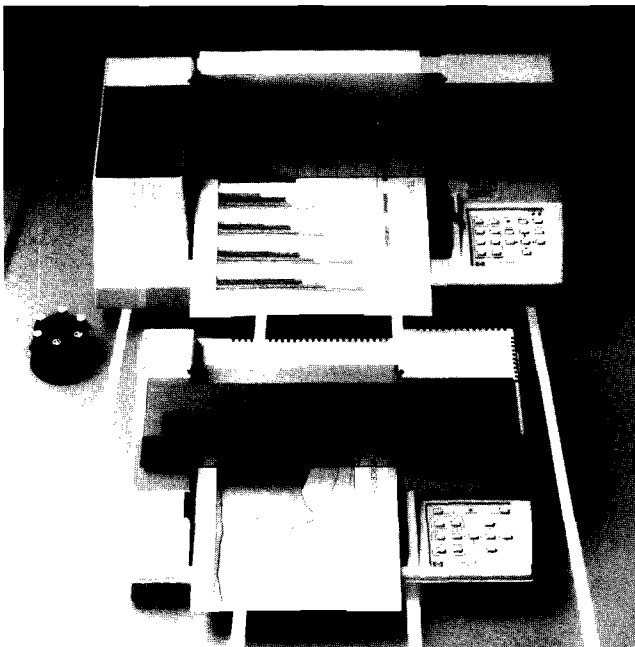
A Sales-winning Pair

Prepare yourself for a graphics escalation. Two announcements from San Diego Division are about to create even more customer interest in plotters.

On September 1, we introduced the HP 7475A, a six-pen, A3/B-size plotter. At the same time, we announced a price reduction on the popular HP 7470A two-pen, A4/A-size plotter.

Contact your HP sales rep for prices.

These two plotters have the quality, price, performance, and support to give you a big edge in the business graphics market — an edge your competitors don't have. Selling points are summarized in Table 1.



Now you can offer a choice of two low-cost plotting solutions — the new A3/B-size HP 7475A and the popular A4/A-size HP 7470A.

Table 1. Four Reasons to Buy the HP 7470 and HP 7475

Reasons	Selling points
Output quality	<ul style="list-style-type: none"> • Smooth lines and curves due to a resolution of 0.025 mm (0.001 in.) • Lines meet precisely to form consistently superior characters and circles, because of a repeatability of 0.1 mm (0.004 in.) • Automatic pen capping prevents pens from drying out • Pen damping protects pen tips • Fiber-tip pens come in a rainbow of colors and two widths • Paper and transparency film mean format versatility
Ease-of-use	<ul style="list-style-type: none"> • HP software and third-party software makes programming unnecessary • Intelligence features reduce the burden on a host computer and make programming easier • Front panel controls are easy to use • It's easy to interface with most HP and non-HP computers, measurement systems, and smart instruments with these interfaces: RS-232-C/CCITT V.24 (Option 001) HP-IB (IEEE 488-1978) (Option 002) HP-IL (Option 003, 7470A only)
Throughput	<ul style="list-style-type: none"> • Plots are finished rapidly due to plotting speeds of up to 38.1 cm/s (15 in./s); 2 g acceleration means top speed is reached quickly
Reliability and support	<ul style="list-style-type: none"> • Few moving parts means high reliability • Ten-year support life means customers will have a plotter they can live with — for a long time

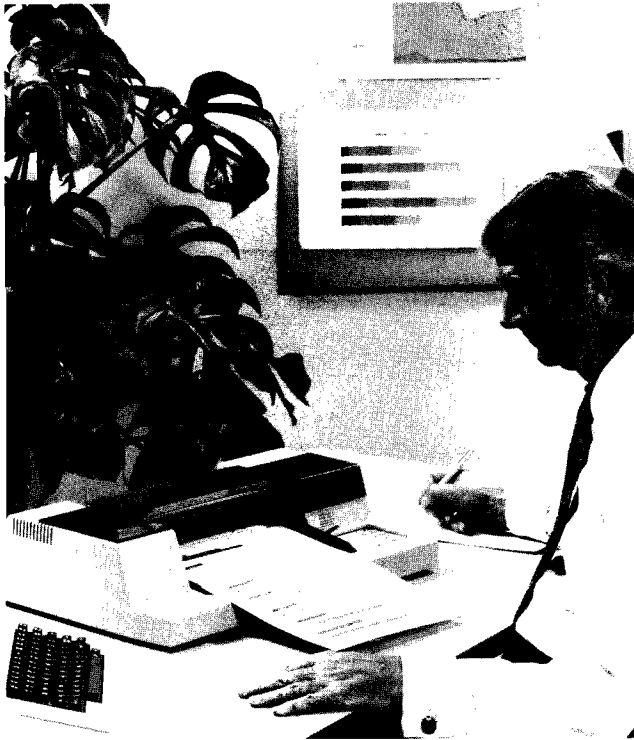
Compatibility

Both plotters are compatible with HP computers and instrumentation systems, and with personal computers from IBM, Apple, DEC, and many other manufacturers. The combination of readily available software and low purchase price will bring quality graphics within reach of a broad range of computer users. Table 2 lists plotter configurations with HP computers.

Table 2. HP Computer Support for HP 7470A and HP 7475A Graphics Plotters

Plotter interface option	Use with these computers
001 RS-232-C	HP 3000 HP 250
002 HP-IB	HP Series 80 HP Series 200 HP 125 HP 1000 HP 2647F HP 9000
003 HP-IL*	HP Series 40 HP Series 70 HP Series 80

*HP-IL available only with HP 7470A.



Designed with business professionals in mind, the new HP 7475 six-pen plotter offers output quality, media flexibility, and low cost.

HP 7475 adds new capability

Although the new HP 7475A is similar to the HP 7470 in appearance and performance, we've added several features that enhance its versatility:

- The six-pen carousel gives users a wider choice of colors and line widths without requiring manual pen changes
- The choice of two media sizes adds to a user's format flexibility
- An HP-GL area fill command simplifies programming for solid fill areas in rectangles and wedges
- Nineteen built-in character sets (including Katakana) make the HP 7475A a truly "universal" plotter.

Table 3 compares some of the features of the HP 7470A and HP 7475A graphics plotters.

A 12-page brochure (P/N 5953-4187) describes both plotters. Contact your sales rep to get a copy.

Table 3. Comparison of the HP 7470 and HP 7475 Graphics Plotters.

Features	HP 7475A	HP 7470A
Media sizes	Two ANSI sizes: A (8½ x 11 in.) and B (11 x 17 in.) Two ISO sizes: A4 210 x 297 mm) and A3 (297 x 420 mm)	One ANSI size: A (8½ x 11 in.) One ISO size: A4 (210 x 297 mm)
Pens	Six; programmable pen selection and automatic pen capping	Two; programmable pen selection and automatic pen capping
HP-GL instructions	More than 50 instructions	More than 40 instructions
Character sets	19 sets, including ISO European standards and Katakana	Five sets
Standard interfaces	HP-IB (IEEE 488-1978) or RS-232-C (CCITT V.24) Each plotter incorporates one permanent interface option	HP-IB (IEEE 488-1978) or RS-232-C (CCITT V.24) or HP-IL Each plotter incorporates one permanent interface option.
Technology	Both plotters use the same micor-grip drive for paper movement. Both plotters have the same high resolution, repeatability, and velocity.	

Fast-dry Film Now Available

Here's some news your customers will love — a new transparency film that dries in seconds and can be handled and stacked right off the plotter. For your customers, this means presentation capability within seconds of having made the transparency. It also means faster plotting because there's no need to insert pauses in the software when plotting adjacent areas of colors.

For you, this new fast-dry film offers better performance on the plotters you sell, the potential for more dramatic system demos, and some competitive advantage. Several of our competitors have fast-dry transparency film, but most do not. Part numbers for the new film are:

Plotter	Size	P/N	Sheets/pkg
HP 7475A	A	9270-1131	50
HP 7475A	A4	9270-1132	50
HP 7470A	A	9270-1126	50
Flatbeds	A	9270-1128	100

Note that there are separate transparency films for the HP 7470 and the HP 7475 plotters. This is because the media-moving mechanisms are different for the two models. The transparency film is not interchangeable between the two models.

Overhead Transparency Kits

Your customers can also order this film in convenient kits. In addition to the transparency film, the kits include 16 pens in two line widths and seven colors packaged in convenient storage boxes with complete instructions. Part numbers for the kits are:

Plotter	Size	P/N	Sheets/kit
HP 7475A	A	5061-7580	50
HP 7475A	A4	5061-7581	50
HP 7470A	A	5061-7561	50
Flatbeds	A	5061-7560	100

These new transparencies and transparency kits are available effective September 1, 1983 and may be purchased through your HP sales office, a local HP dealer, or the HP toll-free telephone number. The new supply items will obsolete the original transparency film and kits.

For additional information, contact your HP sales rep.



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