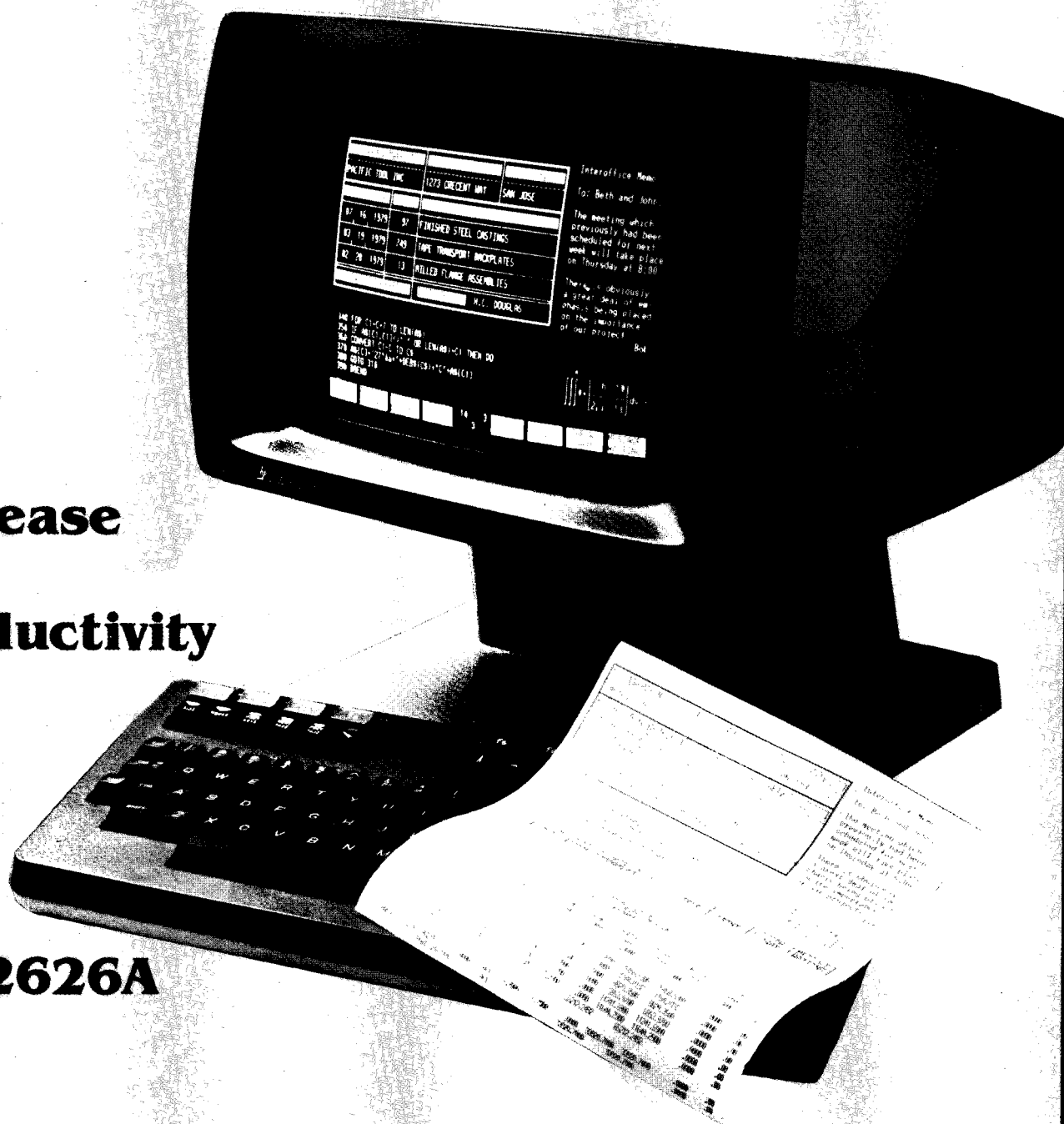


# Computer News



**Increase  
Productivity  
with  
the  
HP 2626A**

# Computer News

July 15, 1980  
Vol. 5, No. 17

## On the Cover

*The initial reaction of trade press editors indicates the HP 2626A should become a popular product in the terminal marketplace. Article begins on page 18.*

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- 9**      **System 45 Data Base Management Update** *Susanne Kolb/DCD*  
Since its introduction April 1, IMAGE/45 and QUERY/45 have met with a very favorable customer response.
- 20**      **New Field Communication Update** *Cathy Salinas/DMD*  
DMD announces its first issue of "On Track", a communication update designed to help you sell discs.

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# Computer Marketing

## **CSD MTBF Data**

*By Olen Morain/CSD*

CSD Sales Development is often asked to provide MTBF data on Computer Groups' products for the purpose of either including this information in formal quotations or in verbal presentations to customers.

At the present time, the most accurate information on MTBF is available through quality assurance in the manufacturing divisions responsible for the systems and/or individual products. In addition, extreme caution should be exercised in providing this information to customers. Unless written explanation specifically stating that the data is typical and cannot be considered as a specification or guarantee by Hewlett-Packard is provided to the customer, the data may legally be interpreted by the customer as a specification.

In addition, free dissemination of this information may not be in the best interests of HP in that selective use of it by our competitors could be to HP's disadvantage.

For these reasons, the Sales Development organizations of our manufacturing divisions should be contacted for MTBF info. They can not only provide a rapid response, but the additional information you may need to assure your response to the customer is appropriate and places HP in the best competitive position.

## **Site Preparation & Power Training**

*By: Jay Friedman/CSD*

Because computer system operating environment (temperature, humidity, power, etc.) can have a significant impact on product reliability and performance, CSD has developed a one-week in-depth training program on site preparation and power requirements.

Our goal is to develop one CE within every district to have the knowledge and tools necessary in this area to perform to the highest standards. The course has already been successfully taught to a class of 20 with other classes scheduled for July and November at CSD and August for Europe.

With this training, the CE should be able to provide invaluable assistance to you and your customer. In either the pre-sale or after-sale situation, he could assist the customer in determining and verifying site requirements, or where a system malfunction is suspected to be environmentally caused, he would be equipped with monitoring and measurement tools to help diagnose the problem. Talk with your local CE to see how he can help you.

## **CSO Consumables' Shelf Life**

*By: Fran Jeffries/CSO*

Customers and field people occasionally ask about shelf life on supply items like thermal papers, ribbons and plotter pens.

While we at Computer Supplies Operation encourage customers to take advantage of our quantity discounts, thereby providing savings to them and to HP in operational expenses, our general recommendation is to *not order more than a six month supply at a time.*

Shelf lives vary; some are in excess of a year, depending on the product and environmental conditions of storage. However, ordering in six month increments automatically ensures your customer a fresh product and good operating results.

We always keep plenty of supplies "on the shelf" at CSO so we can ship immediately. But we carefully flow our inventory on a first-in, first-out basis so your customers always receive fresh supplies.



*43,000 rolls of 2621P thermal paper in stock and ready to ship.*



## DSD

### Senior Sales Seminar Summer Credit Offer Contest Results

By Mark Beswetherick/DSD

DSD announced two attractive new promotional products at the recent Senior Sales Seminar: the Performance/45 System and the Summer Credit Offer. (See article in *Computer News*, July 1). The Summer Credit Offer gives customers an opportunity to save \$1,000 or \$2,000 when they purchase certain combinations of products. The offer is very flexible as there are many different product combinations that qualify for the credit. Thus, you can present it to suit the needs of your particular customer. For example, let's say you have a customer who is interested in PASCAL/1000 but is reluctant to purchase the add-on memory that his system requires to run PASCAL. The Summer Credit Offer allows you to say, "Buy PASCAL now and you get 256Kb of add-on memory at \$2,000 off the normal price".

We think that HP's inventive computer sales force will come up with the best possible creative ideas in presenting the Summer Credit Offer. At the Senior Sales Seminar we created a "Summer Credit Offer Idea Contest" and here's what the Senior SRs came up with:

**Winner** — *Gene Colalongo*, King of Prussia  
"Create an IMAGE/1000 introductory kit:

Purchase: 256 Kbytes of memory  
IMAGE/1000

Get: 2621A Development Terminal  
and 12966A Interface for \$195

**Runners-up** — *John Abegg*,  
Englewood

"Add 256 Kbytes of memory to your system and one of the following HP 1000 products:

- IMAGE/1000
- PASCAL/1000
- DATACAP/1000

- L-Series Box
- Fiber Optics
- RTE-IVB
- ... and HP will give you a credit equivalent to:
- HP 2621A Terminal
- HP 41C Programmable Scientific Handheld Calculator
- HP 34C Advanced Scientific Handheld Calculator
- HP 31E Scientific Handheld Calculator

*Tony DiCairano*, Wallingford  
"Potential L-Series OEM buys Performance/45 to develop PASCAL programs for the L-Series. Also buys IMAGE/1000 for his data base and qualifies for \$2,000 credit which gets him his first L-Series box at about half price."

**Honorable Mentions** — *Pete Penninga*, Englewood

"Give each of your employees an HP Handheld Calculator *free*! Just add 256 Kbytes of memory and one of the items listed below and get 40 HP 31E Scientific Handheld Calculators, free!"

- PASCAL/1000
- IMAGE/1000
- L-Series Box
- DATACAP/1000
- RTE-IVB
- Fiber Optic Links

*Bill Thurston*, Santa Clara

"Use the Summer Credit Offer:

1. As a "thank you" for the order.  
Don't mention the discount until after you get the order.
2. If you don't get the order, you have a good reason to come back and open discussion.

*Steve Beckner*, Ft. Worth

"Buy 256 Kbytes of add-on memory, IMAGE/1000, and get three 12966A interfaces essentially for free."

Now get your creative thoughts moving. Remember, the Summer Credit Offer may be quoted only up through August 31, 1980. So take advantage of the offer now — the prize for you could be increased sales.

## 12936A, 12978A To Become Obsolete

By Mark Beswetherick/DSD

The 12936A DOS Privileged Interrupt Fence and the 12978A 256-word Writable Control Store are being obsoleted. They will be removed from the Corporate Price List as of August 1, 1980. If you have customers that need these products, make sure that they place an order before August 1. Per standard Corporate guidelines, there will be a one-month grace period. DSD will accept orders for these products through August 31, 1980.

## ATS/1000 Upgrade Kit Available

By Eiko Johnson/DSD

Here it is! An ATS/1000 upgrade kit (PN 92829A) is now available. The standard product-delivery is approximately six weeks and Option 004 10 weeks. It is a field installable upgrade kit and is offered only to the customer who has previously purchased 93284A ATS Integration Service, or 9580A system with RTE-IVA.

The features of ATS/1000 software are:

- Standard RTE-IVB operating system
- High level device subroutines for controlling instruments and switches
- Multi-terminal capability
- LU-independent programming for transportability
- Table usage to allow easy and fast reconfiguration
- ATS grandfather disc to simplify generation

Upgrading to ATS/1000 requires a system generation and software installation. However, it is significantly simplified by the availability of relocatables on a new ATS grandfather disc and step-by-step procedure documentation. The major concern during upgrade is with software. The only change necessary to hardware

is to increase the memory size to 256 Kbytes which is the current minimum requirement in ATS/1000.

Upgrading from RTE-III systems requires an additional hardware change which is described later in this article.

## Order Information

92829A ATS/1000 Upgrade Kit \$3,500

- ATS grandfather disc containing Relocatables of:  
92068A RTE-IVB Operating System, 92101A BASIC/1000D,  
92425C Multi-Terminal Interface Software (MTIS)  
92427A Device Subroutine Library (DSL)
- EMA firmware ROMS for use on 2109, 2111, 2113, or  
2117 computer
- 92068M RTE-IVB manual set
- MTIS manual (92425-93007)
- DSL manual (92427-90001)
- BASIC/1000D manual (92060-90016)
- 92427A DSL disc pack (contains sources)
- ATS/1000 upgrade guide (92829-90001)

Opt 002 Discount for existing 93284S/T SSS/CSS customers - \$3,000  
(see Note 1)

Opt 003 Discount for customer who has already purchased - \$3,000  
92068A/R RTE-IVB for their ATS system. (see Note 2)

Opt 004 TESTAID/FASTRACE on ATS grandfather disc. (see Note 2) 0

92829A is offered only to customers who have previously purchased 93284A ATS integration service.

Note 1: Either 92829A Opt 002 or 003 can be specified, but not both.

Note 2: 92829A Opt 004 is offered only to the customers who have previously purchased TESTAID/FASTRACE with 93284A ATS integration service.

## ATS Grandfather disc

This is available on a 7906 disc cartridge and its track map assignment is the same as the one for the standard RTE-IVB grandfather disc. It contains relocatables currently found on the RTE-IVB grandfather disc in addition to the ATS software. An ATS grandfather disc is available only through an upgrade kit or an integration service and may not be purchased by itself.

Area 0	Area 1	Area 2	Area 3
CRN 32767	CRN 10	CRN GD	CRN 12
	MTIS	TESTAID	blank
RTE-IVB	DSL	FASTRACE	
	BASIC/1000D	(optional)	
256 tracks	203 tracks	203 tracks	138 tracks

There are several files and programs which are required but not supplied in the upgrade kit. These files and programs are unique to each system and the documentation of how to handle them will be supplied in the kit. They are briefly summarized below:

ALLFL	The customer's copy is usable without modification.
WELCOM/Answer file	The customer's copies need to be edited.
SFTs/Transfer files	The SFT's on the customer's system are normally usable without modification. Exceptions are discussed under the software installation consideration.
DVINT/TRTBL	A new copy is supplied but it requires editing to match the system configuration.

## Upgrading from RTE-III to RTE-IVB

Additional work will be required for customers who are still using the RTE-III based ATS or 9580 systems.

1. Hardware upgrade is required using the 92852E/M Kit. Before RTE-IV software can be run, the 2113 (Date code 1812), 2109 (Date code 1812), 2112 (Date code 1810), or 2108 (Date code 1810) computer must be upgraded.
2. The memory size should be checked to see if it has at least 256 Kbytes.
3. The device programs the customer has written, as well as SFTs he has been using, will probably require some changes due to subroutine changes. The possible considerations are described later in this article under Software Installation Consideration.

## TESTAID/FASTRACE

The 91075B TESTAID/FASTRACE software will be available with the kit to customers who have previously purchased it with the 93284A ATS integration service. By specifying option 004, the customer will receive the software on an ATS grandfather disc. TESTAID/FASTRACE revisions prior to revision F are not compatible with RTE-IVB.

## Feature Products

BASIC/1000D is the only feature product available with the upgrade kit. Other feature products such as DS/1000 or Graphics software must be purchased separately when the customer is placing an order for upgrade.

## Training

ATS training courses offered to customers and SEs are now all based on RTE-IVB. A pilot course will be provided to SEs in July; it is a standard seven-day course. A customer purchasing the upgrade kit must attend an RTE-IVB users course unless he has already taken an RTE-IVB upgrade course.

## Support Services

Customers who have purchased 93284S/T SSS/CSS will be continuously covered after upgrading to ATS/1000. The 93284S/T includes, as before:

1. 92425C MTIS software updates and manuals
2. 92427A Device Subroutine Library updates and manuals
3. Non-part-numbered files (e.g. ALLFL, WELCOM, SFTs, etc) are supported on CSS on an information only basis. That is, updated copies will not be distributed at PCO cycles but we will answer any questions related to them and respond to problems imposed on them by the standard software updates.

The quarterly software updates are distributed on the standard media specified. For instance, 92425C MTIS software and 92427A DSL are distributed on mini-cartridges. The ATS software updates will not be distributed in a grandfather disc format. It will be an advantage for the customer to maintain an up-to-date ATS grandfather disc for regeneration purposes. However, it is the customer's responsibility.

## Field Responsibility

The upgrade kit is intended to be installed by the HP SE. Although the kit has been prepared to simplify the software installation, it requires regeneration, editing certain files, creating accounts, etc. and it is recommended to quote SE time from three days to two weeks for installation depending on the complexity of the system and how up-to date it is. An SE must be involved during the upgrade sale negotiation in order to identify the SE time requirements, and the charges involved should be clearly communicated to the customer. The new MTIS manual, PN 92425-93007, has been distributed to SEs through the SE subscription service. It is important for an SE who will be involved with an upgrade to become very

familiar with the information in the WELCOM file and the procedure to generate BASIC overlays for ATS. This information is described in the MTIS manual. The support plan for this product will be provided in the ATS/1000 software support plan.

## Software Installation Consideration

A step-by-step procedure to regenerate and install an ATS/1000 will be provided in the kit. If the customer is currently using the latest software and is not using any feature product other than BASIC, the installation normally can be completed in about three days. However, there are several conditions that may cause installation to take longer:

1. Feature products (DS/1000, GRAPHICS, IMAGE, etc) — The feature product software is normally shipped to ATS customers on mini-cartridges. The software modules must be loaded onto the ATS grandfather disc.
2. Special drivers — If the customer has previously purchased a special driver or has written his own, it may require changes, especially if the upgrade is from RTE-III. Changes are based on standard operating system requirements such as mapping and are totally independent of the ATS software.
3. Old software revisions — If the customer has been using older revisions, the SFT's may not be compatible with the latest device subroutines. The calls to subroutines in SFT's may need editing.
4. Old instruments — Some instruments have been changed (specification, options, etc.) The latest device subroutines may contain the new feature of the instrument and may not be compatible with the customer's instrument. In this case, the customer may have to maintain the old device subroutines or upgrade his instrument.
5. Own equipment — The customer has added his own instrument or peripherals to the system and has written his own device subroutines and SFT's. If these routines are not compatible with RTE-IVB, additional changes may be required.
6. The device subroutines associated with the following instruments have never been used under an RTE-IV operating system and they may not be compatible with the current software.
  - Elgar DDP3-AFP Digital Recorder Programmer  
Calls: ACP/XCP  
This is an obsolete instrument and uses the 11629A interface card with driver DVM72. The routines are written in FORTRAN and the source listing takes six pages. The instrument has been replaced by the Elgar DAP and the RTE-IV compatible routines are available in the current Library. The changes to the old routines, if required, should not take much more than a day.
  - AMC 1010 Waveform Analyzer  
Calls: WFASM/WFASU  
We have replaced this instrument with an AUTEK 505, which is our recommendation for upgrade. The AMC 1010 uses a 12566B Micro-circuit card with driver DVM 72. The routines are written in Assembly language and the source listing takes 42 pages. If it is not compatible with RTE-IVB, it could take as much as 100 hours to update these routines. The subroutines for an AUTEK 505 are available in the current library.
  - HP 1900A Pulse Generator  
Calls: PGNSA/PGNSS/PGNSD/PGNSR  
This instrument has been replaced with the 8160A. It is used with a 6940B multiprogrammer and the FORTRAN source listing of the routines takes about 14 pages. Because of the 6940B involvement, it is complex and could take as much as 100 hours for conversion if the routines are not compatible with

RTE-IVB. The subroutines for the 8160A are available in the library and are compatible with RTE-IVB.

- Gertsch Programmable Ratio Transformer  
Call: RTX1

This instrument is no longer supported in an ATS configuration. It uses a 12566B Microcircuit card with driver DVM72. The FORTRAN source listing of the routine takes three pages. There is no substitute for this instrument but the changes, if required, should not take much more than a day.

## **PASCAL/1000 Has Begun To Ship!**

*By Linda Siener/DSD*

As those of you who attended the Senior Sales Seminar heard, PASCAL customers should be receiving their orders soon!

Our PASCAL Compiler has been tested against the "PASCAL Validation Suite". This suite, available to test any PASCAL compiler, consists of many PASCAL programs which need to be compiled and executed. The intention is not to measure speed or code size, but to test the compiler's conformance to the Jensen and Wirth Standard. The results of the "validation suite" were excellent, and we'll soon be submitting our results to the author of the tests. If you or your customer are interested in reading about the details of the tests, just let me know and I'll send the paper to you.

There appears to be some confusion about the amount of memory needed to run the PASCAL Compiler. Both the PASCAL Configuration Guide and the Performance/45 performance brief discuss this. The PASCAL data sheet has been modified to say "The EMA partition size must be at least 41 pages, resulting in compilation speed of around 50 lines per minute. Additional pages increase compilation speed. Exact memory requirements are dependent upon customer needs. To achieve approximately 500 compiled lines per minute, a 170KW partition is needed."

## **HP Bay Area Guide**

*By Jane Seligson/DSD*

If you get lost trying to find your way from one HP plant site to another, or wonder what to do and where to eat in the Bay Area, order a copy of the "HP and the Bay Area" guide.

For \$2.40 you get site layouts for all present and future Bay Area plants and buildings plus fully revised and expanded county-by-county description of sights to see, amusements, shopping centers, towns and restaurants for each of the nine Bay counties. Copies are available from Division 2200. Use HEART I2 type or a numbered IOS and order PN 22999-90117 for your guide.

## **DCD**

### **New Capabilities Direct-Mail Flyer**

*By Merrily Goodell/DCD*

This month, US and CSR Sales Offices will be receiving the "New Capabilities Flyer" (5953-4536) and "Response Card" (5953-4536) from DCD's PL96 Sales Promotion unit. This flyer is designed to promote Data Base Management on the System 45 and Data Communications and Assembly Language on the System 35 and 45. We will also send Europe a supply of the flyers *without* any preprinted text so that the text can be over-printed in the local language.

Along with the flyer you will receive a sample cover letter for use as is or you may write one of your own. Just type the cover letter the way you want it and take it along, with an appropriate amount of HP letterhead stationery, to your local quick-print shop. Insert one of these printed letters along with the flyer, response card and one of your calling cards in a #10 (business-size) HP return-addressed envelope. Mail to your sales office prospect list or present customer list, whichever you prefer. You can also get mailing labels for addresses in your ZIP code area extracted from the mailing lists of HP publications such as *Keyboard* and *Computer Advances*. To do this, contact *Margaret Pavelka* in Palo Alto, (415) 857-8501.

For more information on the "New Capabilities Flyer," contact *Doug Newlin* at DCD, (303) 226-3800, ext 3211.



## 9845C Graphics ROM Problem

By Bonnie Dykes/DCD

The 9845C Graphics ROM is currently in the process of being turned because of a problem that may show up in programs using area fills. If the pen is in the down position as a result of a DRAW or PLOT X,Y,-1, and then an area fill is executed, parts of memory may be overwritten. This may cause your program to generate unpredictable results after it has been running for awhile. In general, the work-around is to always have the pen up before an area fill operation is executed.

This problem specifically affects the 9845C Demo and Training programs. A software fix is currently under development, but until it is available, the computer should be turned off, then back on if the 9845C becomes confused while running either program. It is recommended that the demo program be reloaded about once an hour when used in a continuous auto-advance mode during shows or demos.

You will be contacted regarding ROM retrofit plans when the new Graphics ROM becomes available. In the meantime, the following software contacts should have received new Demo tapes with a software fix. You should contact them directly for updating your own tape. We do not intend to modify the Training programs.

Distribution for 9845C Demo Fix:

NSR: Sharon Biederman Lawndale  
ESR: Stan Kowaleski Rockville  
MSR: Don Hill FMGT  
SSR: Mark Grigsby Atlanta

CSR: Stan Walker Toronto  
Germany: Norbert Diedrichs Frankfurt  
UK: Pete Fenton Thornton Heath  
France: Joe Vigier Orsay  
Benelux: Frank Schaap Ams  
BDD: Diethard Eschenlohr BDD  
ICON (S.A.): Oscar Otero Caracas  
ICON (Far East): Bill Thomas Melbourne  
Japan: Kazuo Tanka Tokyo  
YHP: Masao Terazawa YHP

Note that after the ROM change, both versions of the Demo tape will work properly. The software fix was developed merely to circumvent the firmware problem, and will not matter once the revised Graphics ROM is available.

## System 45 Data Base Management Update

By Susanne Kolb/DCD

Since introduction April 1, IMAGE/45 and QUERY/45 have received wide acclaim from our traditional customer base. Reports from the field indicate that many of our customers have been suffering with severe data management problems, and that several incremental sales of both discs and mainframes have resulted from having a friendly, powerful DBMS on the System 45. This highly significant capability is positioning the System 45 as a very powerful and practical problem-solving tool which competes very favorably with minicomputers.

### Applications

Some of the applications for which System 45 DBM has been sold include:

- production test result analysis
- failure analysis

- solar research
- PERT project management
- results/costs for research

### Pre-Sales Slide Show

A 35mm slide show, "Introduction to Data Base Management," should be available before the end of August. The objective of this slide show is to increase awareness within the community of technical computer users that DBM is a viable, problem-solving tool. Primarily machine-independent, this slide show should be a good sales tool for any DBM package when approaching non-EDP-oriented prospects. Watch this newsletter for ordering information.

### Customer Training

System 45 DBMS customer training will kick off with a "train the trainer" session the week of July 21. After that, the course will be offered at Fort Collins. The slides will be available on flexible disc (for use with the slide generator program) for teaching at selected training centers. More information to come.

### Demo Units & Demo Unit Upgrades

Demo units were shipped to ICON in very early July (at last!!). Service units will also be shipped to appropriate offices during July.

North American and European demo units with Revision A IMAGE/45 ROMs will receive Revision B ROMs and final manuals before September. European demo units will also be upgraded with Revision B QUERY/45 tapes, which correct some problems

encountered with non-ASCII keyboards; North American demo units will be unaffected by the bugs in Revision A and will not be upgraded.

## Customer Shipments

Customer shipments began July 1. Customers will receive Revision B IMAGE/45 and Revision B QUERY/45. Availability will be dropped to about 12 weeks. Let's see more orders!

## Performance with 9845C

If you are using the 9845C with DBM, on some ASCII units you may discover that forms characters are not displayed on the CRT. This can be corrected by the addition of a character ROM in the CRT. An upgrade plan is being developed. Contact your service engineer if you have this problem.

## Demo Guide Upgrade, Customer Anomaly Letter Mailing

You will receive quantities (mailed to your DMs) of our revised DBM Demo Guide and Customer Anomaly letter (the letter describing the parts of already installed systems which must be upgraded to run DBM). Please read these and destroy your old copies. Remember that it is up to you to ensure that your customers have the correct revisions to run DBM!

## Passwords, Maintenance Words and Other Codes to Remember

For the Library Sample Date Base  
Passwords: LIBRMGR, ENGINEER  
Data Base Name: LIBR  
Protect Code (Maintenance Word): BOOKS  
Volume: LIBRARY

For the Failure Analysis Sample Data Base

Passwords: MANAGER, ENGINEER, TECH, OTHER  
Data Base Name: SAMP  
Protect Code (Maintenance Word): BIKES  
Volume: FAILANAL

## HP 9030 Measurement and Control System

By Phil Farley/DCD & Howard Bain/DSD

The HP 9030 Measurement and Control System introduced in February, includes a desktop computer (HP 9825, 9835A or 9845B/T), a 2240A Measurement and Control Processor with associated power supplies, function cards and signal condition trays; system exerciser software allows the system to be hooked up and running the day it arrives. The 9835A is the recommended desktop controller.

Now in response to a number of requests for demo units, Roseville has planned 10 systems for production during June with first deliveries planned for early July. Since the quota credit on the 2240A has been changed to SF01, a telex has been sent to each 01 Regional and Area Manager with the ordering information on the demo units. This telex also includes an optional plan allowing an existing 2240A to be upgraded to the Model 9030 configuration. To obtain a copy of this telex, contact *Bill Senske*, Marketing Manager in Roseville, COMSYS code 5100.

The demo units are configured in such a way as to maximize their usefulness. For example, the units are designed to operate the several 2240A motor generator units already in the field. The selected configuration also allows very easy use of the System Exerciser Software. By having these demo units available in your demo room, desktops in general and the 9835A in particular will be even easier to sell.

## 2240A Delivery

The delivery on the 2240A portion of the 9030 system is currently 18 weeks. Roseville is committed to reducing that lead time to a targeted eight weeks. In order to monitor the

availability of the 2240A portion of the 9030 system, refer to the 2240A Opt 501 or Opt 502 (115V or 230V cabinet) in the latest availability schedule. Please note that if a customer will accept partial shipment, DCD's portion of the system can be delivered as per the current availability schedule.

## New PL96 Sales Promotion Literature

By Merrily Goodell/DCD

During March, April and May, PL96 Sales Promotion produced a multitude of new literature listed here with some guidelines on how to most efficiently use these pieces.

### System 45

Pieces that are followed by an asterisk are designed to serve both the System 45B and System 45C.

*System 45 Product Brochure\**  
5953-4501

A fairly expensive promotional piece to be used when calling on a customer/prospect or in response to a specific request for information on the product. Not for mass mailing. Use the direct mail flyer for this.

*System 45 Data Sheet\** 5953-4500  
Contains all the detailed product specifications, designed for the customer who is already familiar with the general features/benefits of the product.

*System 45 Domestic Price Guide\**  
5953-4505(D)  
For US distribution only.

*System 45 ICON Price Guide\**  
5953-4506  
For use in ICON countries only.

*System 45C Direct Mail Flyer*  
5953-4504  
For mass mailing or seminar handouts, etc. Direct mail flyers are designed to introduce the new product to a prospective or current customer — to generate leads.

*3-D Graphics Utilities Software Summary* 5953-4502  
Use as promotional information.

## System 35

Several System 35 pieces have undergone major revisions to reflect updates in the product. Use the same way as their System 45 counterparts.

*System 35 Product Brochure*  
5953-1099

*System 35 Data Sheet* 5953-0982

*System 35 Domestic Price Guide*  
5953-4529

*System 35 ICON Price Guide*  
5953-4530

**System 35/45 Programming Language Technical Supplement**  
5953-4513

Language statements for the System 35 and 45 were previously syntaxed in the respective data sheets. Because the data sheets were getting so lengthy, these statements were removed and put into one document. Hand out this technical supplement with the data sheet to customers who show an interest in the System 35 or 45's language capabilities.

## Data Base Management (DBM)

*DBM Concepts Brochure* 5953-4511  
Introduces the customer to basic DBM concepts without mentioning any specific HP products.

*DBM "Capability" Brochure*  
5953-4510

Acts as a product brochure for DBM. Is a first-level response piece. The DBM Technical Supplement can be substituted for this in an out-of-stock situation.

*DBM Technical Supplement*  
5953-4519

Detailed technical information on DBM syntax, components, data structure, functional specifications, system configurations.

## Data Communications

*Data Comm Capability Brochure*  
5953-1084

Brief specifications, promotional piece. Acts as a product brochure. Substitute the Data Comm Technical Supplement in an out-of-stock situation.

*Data Comm Technical Supplement*  
5953-4515

Detailed technical information on architecture, connections info, modems, syntax and pin functions.

*Assembly Language Capability Brochure* 5953-1091

Promotional piece on the System 35/45 Assembly Language, includes syntax listing.

## Software for the 9845C

*By Pete Appel/DCD*

The following System 45 software operates on the 9845C and is now available for customer orders:

QUERY/45	98428A
DBM/Statistics Link	09845-14830
2780/3780 Terminal Emulator	09845-10190
High Speed Asynch Terminal Emulator	09845-10180
3D Graphics Utilities	09845-10080
Advanced Training Pack	09845-10230
9845B Training Pack	09845-10120
9845C Training Pack	09845-10220
9845B/C System Exerciser	09845-92041
Lexical Tables	09845-90448
9845B/C Data Comm Inter Test Tape	98046-90449
9845C Demo Program Crtg	11141-10224
9845C Demo Data Crtg	11141-10225
Utility Library	09845-10200*
Numerical Analysis	09845-10350*
Factor Analysis	09845-15080*
Basic Statistics	09845-15100*

Regression Analysis	09845-15110*
Statistical Graphics	09845-15200**
General Statistics	09845-15130*
Nonlinear Regression	09845-15140*
Monte Carlo	09845-15160*
Analysis of Variance	09845-15170*
Waveform Analysis	09845-12600*
AC Circuits	09845-12620*

\*Revised effective July 1 to operate on the 9845B/C.

\*\*Because of the number of code changes necessary to upgrade Statistical Graphics (09845-15120), a new pack was released that will execute on both the 9845B and 9845C.

## Software Under Investigation for 9845C

The following packs are being investigated for support and may be revised. Until further notice, do not assume they will run on the 9845C.

6800 Microprocessor Development	09845-12530
8080/8085 Microprocessor Development	09845-12540
Z80 Microprocessor Development	09845-12550
Digital Simulation	09845-12610
Text Management	09845-10020
Graphics Presentations	09845-10540
Linear Programming	09845-10600
Forecasting	09845-10610
List Management	09845-10630
Payroll	09845-10850
Inventory	09845-10860
Project Management	09845-11100
HP-85 to 9835/9845 Utilities	09835-10050
2D Graphics Utilities	09845-10050
HPL to BASIC Translator	09845-10130
Utilities II Library	09845-10150
Forms Utilities	09845-10170
BASIC to 45B Translator	11141-10190

## Software That We DO NOT Plan to Support on the 9845C

No plans have been made at the present time to convert any remaining 9845 software packs to run on the 9845C.

## 9845C Demo Tapes

The Demo software for the 9845C requires two cartridges, not just one as previously advised. The tape numbers are:

9845C Demo Program Crtg 11141-10224  
9845C Demo Data Crtg 11141-10225

Only original HEART orders placed through DCD OP for the demo shipment will be honored as one part number for two tapes. All new orders can be placed only through CPC. The parts price of \$100 per tape (list) will go onto CPC's price list August 1.

## Environmental Monitoring With the 9845

By Dave Deane/DCD

The Environmental Protection Agency's Environmental Sciences Research Laboratory in Research Triangle Park, North Carolina, uses a pair of HP 9845T Desktop Computers to collect, analyze and summarize air sample data.

One of the 9845s is situated in a van full of air sampling instrumentation. The van is set up with navigational equipment so that its position may be determined and pollutant contour maps may be plotted in real time. Gases which are monitored include ozone, sulfur dioxide, carbon monoxide and nitrogen oxide. In addition, aerosol samplers collect particulates or dusts from the air. All the samplers feed into a processor

which does any necessary A/D conversions, then records the data on a 9875A Cartridge Tape Unit. At the same time, the information is fed into the 9845 and an HP 2631A impact printer. The 2631 generates a real-time report including up to 20 channels of data.

The van is used for sampling air while on the road. It can be used for testing and calibrating instrumentation at fixed EPA monitoring stations. In addition, the van can provide a backup for in-place EPA measurement systems.

The 9845 is used to generate graphs of the results. A profile of the roadway can be made which shows concentrations of one or more gases along the route taken by the van. Since so much data is collected it must be condensed via summary statistics and/or graphical representations. These tasks are handled nicely by the 9845. The HP equipment is perfect for the van, providing highly reliable service and packing I/O, graphics, mass storage and hardcopy unit in a minimum of space.

Dr. Dick Paur, who is in charge of setting up the instrumentation at EPA, has quite a few years experience with HP desktop computers. He has assembled a nice system back in his own lab to perform post-analysis on the data gathered by the van. The lab system consists of a 9845T, a 7906 20 megabyte disk, a 9872A plotter, 9885

flexible disk, and a 2748B papertape reader. An HP 7970B 9-track tape drive is currently being integrated into the system. The system is used to do statistical analysis on historical EPA data. Dr. Paur uses the Regression Analysis and Forecasting packages produced by HP in an attempt to establish trends in the data or to find relationships among the various readings. The Terminal Emulator software package is used to tap into existing data bases on a UNIVAC 1110 and transfer the data to the HP system.

The HP equipment, in conjunction with the van, has allowed the EPA to perform important environmental measurements. In an upcoming project in the Ohio River Basin, where coal-fired power plants are scheduled to be placed sometime in the future, the EPA will be using the van to establish pollution levels prior to the plant installation so that the effects of the plants may be ascertained.

## Correction to "System 45 Pricing Sheet Error" Computer News, June 15 '80

By Kevin Cornelius/DCD

A typographical error occurred in my article in the June 15 issue of *Computer News*. The sentence, "This pack requires Opt. 204 (18 Kbytes R/W memory) . . ." should read "(187 Kbytes R/W memory)."

# Business Computers

## GSD-BSP

### MFG/250 Seminar a Success

By Silvio Andrighetti/CSR-Toronto

Recent Materials Management seminars set the stage for the marketing introduction of MFG/250 to small manufacturing companies in Canada. In sessions held June 4 in Toronto and June 5 in London, over 120 small manufacturers saw how MFG/250 can help them get a handle on their lifestream problem of Inventory Control and Bills of Materials.

Seminar speakers included *Dan McLean*, Toronto Branch Manager; *Leon Snobel*, Toronto OEM SR, — HP 250 overview; and *Stacy Plemmons*, GSD Technical Support SE, — MFG/250 presentation. Interest was high and further intensified when *Stacy* and *Laurie Smith*, Toronto Technical SE, went through a hands-on demonstration. Several OEMs were on hand to answer questions and pick up leads.

The seminar was the result of a coordinated effort by a team consisting of *Leon* and *Dan* who directed the project and two coop students *Silvio Andrighetti* and *Kathy Klatt*, who did much of the leg work. This team first obtained a list of all small manufacturers in the Toronto and London areas then lined up the rooms, hardware, field and factory support needed to assure success. Concurrently, the team designed an advertising mailer and reply card using the existing MFG/250, four-page brochure as a base.

Response to the mailer was excellent with approximately 110 companies reserving space in the seminar, or asking for additional material.

And the seminar itself? Outstanding! The presentations were well received with many prospects staying long after to discuss specifics. Both *Dan* and *Leon* expect many sales as a result, and now feel they can easily justify future MFG/250 seminars.

## New HP 300 Sales Literature Available

By Kim Voots/GSD

The HP 300 has some exciting new features. To help you sell them, new sales literature is available.

The Management Brochure provides information on how the HP 300 can help a business improve productivity and provide better management control. It includes several customer success stories. (PN 5953-3710).

A complete description of the 300's capabilities is provided in the new General Information Manual (PN 5953-3711).

When you discuss RPG with a software house or potential OEM, use the Tech Brief For RPGII Applications Designers. It describes the RPG conversion process, the 300's flexibility, and it's expansion potential (PN 5953-3708).

To describe the 300's attractive pricing, the price and configuration guide has a different look. It should be ordered as two part numbers. The first section is the Price/Configuration Guide (PN 5953-3713) which explains how to configure a 300. The Price Sheet (PN 5953-3714) describes the current 300 pricing.

For selling to that potential OEM there is a brochure which describes Opportunities For Commercial OEMs and Software Suppliers (PN 5953-3703).

All of the above literature is available from the Literature Distribution Center and can be ordered immediately. (European versions are available through Boeblingen Computer Group).

## All HP 300 Manuals Updated And Available

By Steve Wilk/GSD

With release of A.04 software on the HP 300 in June, the following manuals were updated. All are available now and can be ordered from SDC by submitting an I/O to *Fred Cabaccang* at Location 5006:

	PN
HP 300 Owner's Manual	31000-90001
HP 300 Error Messages Manual	31000-90003
HP 300 System Reference Manual	31000-90009
HP 300 Typist Reference	31000-90010
HP 300 Sort/Merge	31000-90033
HP 300 Program & Library Operation Guide	31000-90035
HP 300 Menu Facility Manual	31000-90048 (New)
IMAGE/300 Reference Manual	31424-90001
SL/300 Reference Manual	31441-90001
RPGII/300 Reference Manual	31445-90001
HP 300 Forms Manual	31445-90002
System/32 to HP 300 Conversion Guide	31445-90009 (New)
HP 300 Data Utility Reference Manual	31445-90010 (New)
HP 300 Communicator Issue 3	31000-90045
1-1/2 inch binder	31000-90050
2-1/2 inch binder	31000-90051

We recommend a total of two 1-1/2 inch binders and four 2-1/2 inch binders to contain all these manuals.

## HP 3000

### HP 3000 Honor Roll April/May '80

By Sheri Costa/GSD

Congratulations on your outstanding sales performance for the HP 3000 Program during April and May.

#### HP 3000 PROGRAM HONOR ROLL

##### APRIL, 1980

NAME	OFFICE	NAME	OFFICE	NAME	OFFICE
Jan-Olov Alexandersson	Sweden	Steve Hillyer	Fullerton	Richard Rollins	Sacramento
Francios Anzrignon	Point Claire	Mark Hobson	Winnersh	Fred Schatz	Sweden
Gilles Bastien	France	Sherry Hoff	Manhattan	Pitt Schulthoff	Germany
Roger Buchmann	Brussels	Niles Howard	Greensboro	Bill Shafer	Oklahoma
Andre Carpentier	Point Claire	Herbert Martin	Vienna	Yues Sost	France
John Chua	Edmonton	Dilip Mathur	Lexington	Stuart Spector	King of
Marya Daniels	Fullerton	Robert Morgan	Calgary		Prussia
Marty Decre	Baltimore	Jim Nelson	Santa Clara	Glen Surby	Rockville
Hector DeLeon	Houston	Wolfgang Nendza	Germany	Herve Treguer	France
Cliff Falcon	Baltimore	Udo Nitsche	Germany	Joe Vavricka	Lexington
Marie France Fourgeras	France	Dick Peake	Columbus	Len Wisniewski	King of
Mark Friedman	Houston	Didier Perreten	France		Prussia
Adolf Groener	Germany	Dave Polley	St. Paul	Andre Wolder	Winnepeg
Helmut Henrich	Germany	Ulrich Rittinghaus	Germany	Stu Yellen	Palo Alto

##### MAY, 1980

Janis Andrews	Palo Alto	James Leath	Cleveland	Colin Smith	Winnersh
Julie Anthony	Airport	Alan Maggio	Manhattan	Ken Souza	Lexington
Antonio Ariza	Spain	Malcolm Mitchell	Winnersh	Luis Suarez	San Antonio
Bob Claycomb	Santa Clara	Eddo Muzzatti	Canada	Joe Vavricka	Lexington
John DeRoy	Netherlands	Dave Perley	Canada	Al Walker	Farmington
Mark Friedman	Houston	Joe Pirozzi	Paramus		Hills
Helmut Henrich	Germany	Michael Ray	Santa Clara	Andre Wolder	Winnepeg
Jack Langston	Salt Lake City	Ben Richardson	Santa Clara	Georg Wuermsen	Germany
				Stu Yellen	Palo Alto

#### HP 3000 PROGRAM OUTSTANDING SALES REP OF THE MONTH APRIL, 1980

This is to acknowledge that *Dilip Mathur* of Eastern Sales has achieved the highest HP 3000 Order Performance for the month of April, 1980.

Congratulations from the entire HP 3000 Program!

*[Signature]*

HP 3000  
Marketing  
Manager

*[Signature]*

HP 3000  
Program  
Manager

#### HP 3000 PROGRAM OUTSTANDING SALES REP OF THE MONTH MAY, 1980

This is to acknowledge that *Janis Andrews* of Neely Sales has achieved the highest HP 3000 Order Performance for the month of May, 1980.

Congratulations from the entire HP 3000 Program!

*[Signature]*

HP 3000  
Marketing  
Manager

*[Signature]*

HP 3000  
Program  
Manager

## HP 3000/30 And 33 Flexible Delete Option

By Larry Turner/GSD

Thanks to a change in the Diagnostic Utility System, the 7970E mag tape can now load diagnostics plus cold load and back-up the HP 3000/30 and 33. The new DUS along with professionally engineered cabinetry changes make these systems available without the previously required and integrated 1.2 Mbyte flexible disc drive. Option 212 to the HP 3000/30 (32430B, 32431B) and HP 3000/33 (32412B, 32413B) will enable you to quote a system without the flexible disc drive, provided a 7970E is specified as a required system component. The flexible disc delete option 212 will appear on the August 1 price list and offers a system price reduction of \$2,000. Included with the option is a Basic Monthly Maintenance Charge reduction of \$30.

An HP 3000/30 and 33 shipped with option 212 will incorporate a door (33 only) and front panels which will give no indication that the flexible drive was a previously required system component. For this and other reasons, customers taking delivery of the option will not be able to add an integrated flexible drive in the future. However, once we've fully tested and certified a new, free standing flexible disc drive from FCD, it will be an upgrade path. We anticipate that the new drive will be offered by October, but at a higher price due to a self-contained power supply and a possible dual drive option.

Customers utilizing the Foreign Disc Facility software, flexible discs as a media transfer vehicle or minimum configuration systems won't be taking advantage of the delete option. However, the percentage of systems with HP 7970E's is significant and increasing. With option 212, HP is providing the customer with no flexible disc drive needs, a lower price system. We are ready to accept orders now. Shipments can begin in August.

## Troubles With Tandem?

By Dave DePuy/GSD

In conjunction with our ongoing competitive analysis, a study is being undertaken here at GSD to help you sell against Tandem. If you have any information on how to win against Tandem, we want to hear from you. Call Dave DePuy at (408) 725-8111, ext. 3076, or send me a TWX at GSD.

## HP 3000 Customer Training

By Carol Ramsay/GSD

The new HP 3000 Self-paced Learning Series is about to be launched. This series addresses fundamental topics, such as introductory language instruction. The unique, personalized format of self-paced training enables users to learn in their own environment, at their own pace, according to their own abilities.

"Learning COBOL II", the first course in the Series will be released in July. This is an entry-level course for

programmers and is designed specifically for the HP 3000.

Major topics covered are: simple COBOL programming; program variations; structure and syntax; arithmetic and control statements; file and data concepts; interactive COBOL programming.

The course materials are pre-packaged in a compact carrying case and consist of:

- Set of 10 audio cassettes
- Student Workbook featuring diagrams, tables, illustrative programs and response sections
- COBOL II Reference Manual
- Using the HP 3000 Manual

Order PN 22832A for the complete kit. Additional Student Workbooks can be ordered by PN 22832-93001. Note, however, that the course cannot be used without the audio cassettes. Confirmation of the availability date will shortly be TWX'd to the field.

## New 3000 Videotape Information

By Chuck Ernst/Corporate Training & Management Development

Title:	Introduction to Data Comm: RJE/3000 — three tapes, 165 minutes. 90201/2/3RZ MTS/3000 — three tapes, 165 minutes. 90204/5/6RZ MRJE/3000 — three tapes, 143 minutes. 90207/8/9RZ DS/3000 — four tapes, 210 minutes. 90210/1/2/3RZ
For:	Staff HP 3000 SEs and HP 3000 CEs to train them on the basics of RJE, MTS, MRJE and DS respectively.
Content:	RJE — capabilities of 2780/3780 emulator and how to use the subsystem. MTS — operation of multi-terminal system, customer applications, diagnostics etc. MRJE — overview of multi-leaved remote job entry. DS — remote commands, remote file access, and program to program communication.
To Order:	Transmit a HEART (COCHISE) I-2 order to Video Products, Product Line 95, Division 0700, Palo Alto. Order 90200RZ for the complete series of 13 videocassettes. This program is not for sale to customers.

## BGD

### Boeblingen Holds Senior Sales Seminar

By Dave Arrowsmith/BDD, and Victor Canivell/BGD

Top management from Fort Collins, Cupertino, Boise and Geneva were guest speakers at a European Senior Sales Seminar in Boeblingen June 2 and 3.

The seminar, hosted by BDD and BGD, was the first to be held after the merger of the 02 and 06 sales forces last year. It followed an exceptional first half that reflects Europe's growing share of worldwide sales. CMG sales in Europe were 110% of quota, a 40% increase over last year.

The meeting focused on HP's market and product trends, reviewed sales performances and divisional activities, and emphasized the success of the Major Account program. Specialized commercial and technical workshops were held.

#### Commercial Workshops

Werner Gamm, BGD software product marketing manager, reviewed Materials Management/3000 and the European localization program. A presentation on the new HP 3000 data capture procedures followed. Both products were well received by the sales force. Specialized training is necessary for MM/3000, it was felt, and the data capture procedures provide a real contribution to MPE and the HP 3000.

The HP 3000 session was headed by Bob Bond, GSD HP 3000 marketing manager, and Joe Dietzgen, BGD HP 3000 product manager. The competitive review and communication product update were informative. Practical European datacomm requirements and market trends were discussed.

Jerry Klemushin, BSP sales development manager, and Mike Barlow, BGD HP 300 product manager, gave a status report on the HP 300. Apart from the serious business of describing the new features of A.04 operating system and reviewing the Faststart OEM program, they presented a skit on the HP 300 during the seminar dinner. SRs said the sessions were helpful and that they understood the HP 300 better.

The new HP 250 family strategy, as well as the shipment situation, were discussed during the HP 250 workshop. Emphasis was placed on the new operating system release, datacommunication products, and the success stories in the Assigned Account area.

#### Technical Workshops

Workshops were conducted on CAD by Tilman Schad/Diethard Eschenlohr; Seminar Selling by Dennis Procter/Guy Cohen; 01/02 Cooperation by Bob Moore/Mervin Brown/Fernand Ducheyne; and Controllers for the 80's by Fred Bode/Jon Faraday

The workshops created lively discussions and were well received. Summaries and results of the technical workshops were to be circulated at the end of June.

#### Product Fair

BDD and BGD marketing groups gave presentations and product demonstrations during an open house on the first evening.

The seminar ended with a Management Round Table and a dinner in Weitenburg Castle, overlooking the Neckar River. The next stop for the sales people was Grenoble, where the second part of the seminar was held.



### Selling Distributed Systems in Europe

By Luc Dussart/BGD

Afraid of talking about distributed data processing to your prospects? Don't be. HP has some of the most extensive data communication and networking software capabilities available today from any vendor. DS/3000 is still unsurpassed in flexibility and ease of use, and IML/3000 has been highly regarded by our first European customers.

Since March, we have been collecting reference customer data, and are pleased to announce that the list will be mailed to your district sales manager. As of July 1, nearly all countries had contributed to the reference list. My thanks to all DSMs who replied, and a special mention to Enzo Ravetta of Milano, who was the first to answer, on April 1!

#### DS List Features

Installed in July 1980, there are many HP 3000 referenced computers running some kind of system-to-system communication, representing 51 networks. Some HP 1000 systems are also listed, most of them in large accounts where the network was not pure DS/1000.

The list is designed to be an internal reference book. It includes the customer name, the type of data communications, a brief description of the application, and the district manager responsible for the account.



Please consult the appropriate DSM before communicating any data externally to HP or to your prospects. Extreme care should be taken when using the list; otherwise we will not have the cooperation we need to keep it updated. Those who have good references will stop helping those who don't. Moreover, many installations could still be in the development phase or not usable as references for miscellaneous reasons. Use DSM to DSM Communications!

## Benefits

The list might be seen, at first, as a sales aid. For example, are you organizing a visit to demonstrate the features you're selling? Consult the DS list for candidates!

In the long run, however, we will have so many installed networks that you will not even need to use references to convince customers. With each new installation in your district, it will become easier to sell DS, simply because you, yourself, will be more confident.

Start today, sell distributed data processing!

## HP GS Users Group Montreux Meeting Update

By Victor Canivell/BGD



All HP offices and the installed base have been sent registration brochures for the HPGSUG International meeting in Switzerland, Sept. 16-19.

The brochure includes all relevant information on the meeting's logistics plus separate cards for the meeting registration and hotel reservations.

The pre-registration deadline has passed (postmarked no later than July 15), but registration is available at the door: SF 470 for the week or SF 100 daily. Fees include admission to seminars, lunches and refreshments. The full week subscription also includes a banquet on Sept. 18 and the conference proceedings. Thirty technical sessions will be presented.

Advance accommodation arrangements are recommended. For additional information, contact me at BGD (Ext. 721), *Eli Zabor* at GSD (Ext.

3049) or the Users Group directly:

For Europe:

*Martial Guex*, HPGSUG, P.O. Box 252, CH-1800 Vevey, Switzerland.

Outside Europe:

*Rella Hines*, HPGSUG, Empire Towers, Suite 414, 7300 Ritchie Highway, Glen Burnie, MD 21061.

HPGSUG meetings offer HP users a unique opportunity to enhance the management and usage of their systems. Make sure your customers attend this conference!

## Italian Executive Seminar on Manufacturing

By Victor Canivell/BGD

Effective use of factory resources can boost your sales efforts.

BGD recently hosted a highly successful one-and-a-half-day Executive Seminar and factory tour for 30 key managers in the Italian manufacturing industry. The seminar stressed HP's commitment to providing solutions to the manufacturing industry (as it relates to the Italian market); HP's one-vendor solution; 20-year commitment to the European market; excellence in support; and the competitive advantages and customization of Materials Management/3000.

Our in-house distributed on-line applications (materials/manufacturing, production planning and control, finance, accounting COMSYS) were reviewed and a live HP 3000 datacapture demonstration was given. The commitment to quality in the design and production of BGD, BDD and BID products was stressed.

The success of this seminar was based on a precise definition of its objective; correct qualification of the audience; balance between theoretical and practical sessions; and the enthusiastic cooperation of everyone involved.



*Giovanni de Prato, guest speaker, discusses a garment industry manufacturing application on the HP 3000.*

# Terminals

## DTD

### HP 2626A: A Dynamic New Product

By Jeff Cox/DTD

- Multiple Workspaces
- Multiple Windows
- Dual Data Communication Ports
- Horizontal Scrolling
- Forms Copy Integral Printer
- User Definable Softkeys
- Interactive Forms Design
- HP 2645A escape sequence compatibility
- Character sets and keyboard for 6 optional languages

- Extended Character sets
- HP Reliability and Serviceability

On July 1 the 2626A was added to the Corporate Price List. However, before that date, the DTD Marketing staff hit the road to test the waters before unleashing this hot new product.

First, the editors of several major trade journals were visited and given demonstrations of the 2626A and of course, encouraged to write feature articles on the product (watch the trade press!)

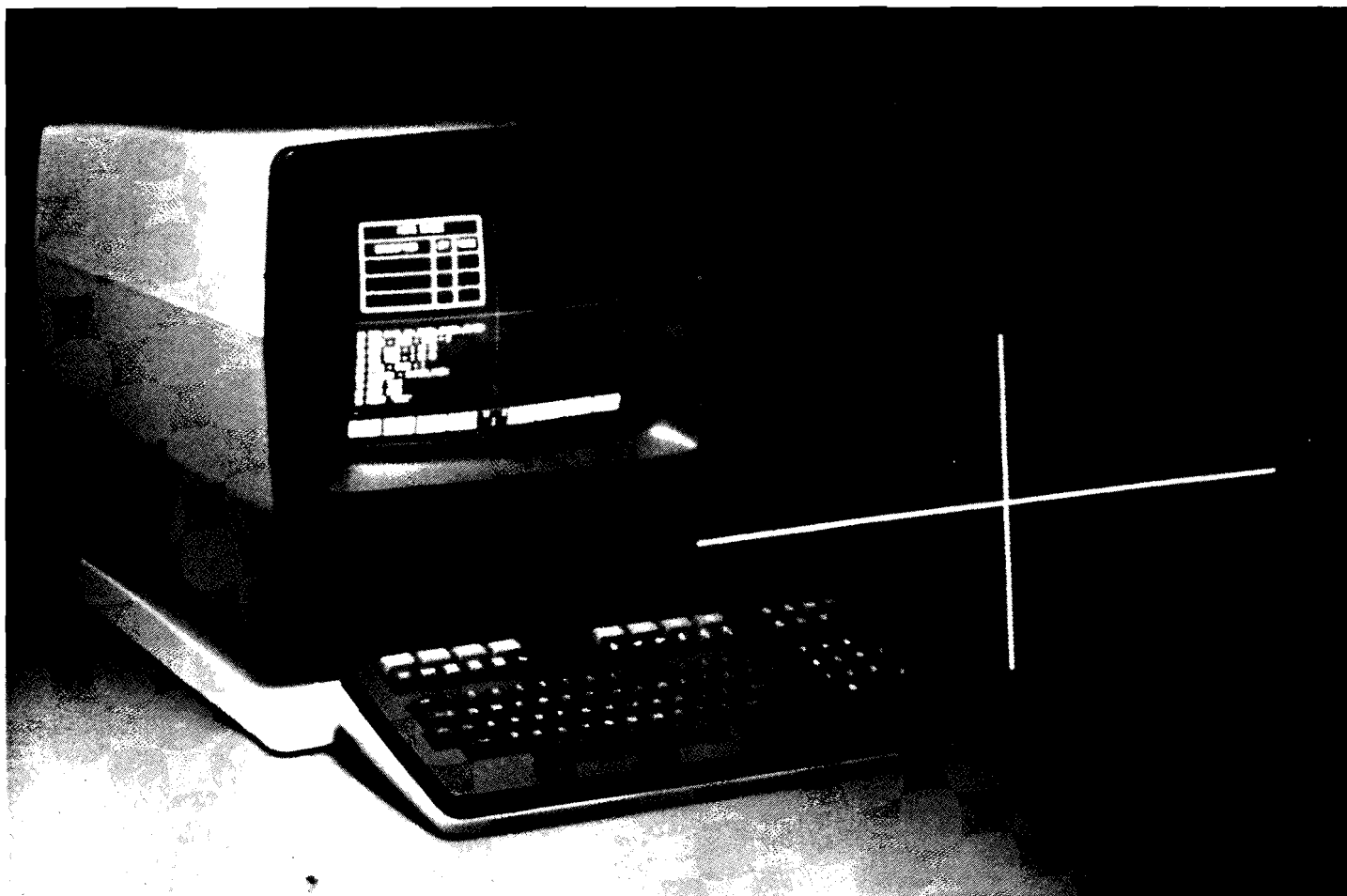
Second, a 50-city major account tour was held between June 23 and July 7.

Result: Reaction to the HP 2626A has been phenomenal. The initial reac-

tions of editors from coast to coast indicate that the HP 2626A should become a very popular product in the terminal marketplace.

Consignment units, data sheets and field training manuals have been delivered to sales offices. Many offices have already requested additional literature and consignment units. Contact your DTD Sales Development if you need any assistance.

The HP 2626 is a dynamic new product that can fit into a variety of applications and significantly increase productivity. If you have any questions on application, configuration or 264X compatibility, give DTD a call!



# **HP Computer Museum**

**[www.hpmuseum.net](http://www.hpmuseum.net)**

**For research and education purposes only.**

# Peripherals

## BOISE

### 2631B Functional Unit Count

By Tom Mills/Boise

The 2631B is now listed as one-fourth functional unit on the Computer Groups' purchase agreement discount schedule Exhibit A4. This change reflects Groups' desire to make each functional unit equal to \$10K-15K. Please remember this when figuring discounts for the 2630 family. discounts for the 2630 family.

### Forms Handling Application Note for 2608A

By Sue Brault/Boise

If you've been working with special forms on the 2608A, Boise Division's Forms Application Note is important for you. The *HP 2608A Printer Forms Handling Application Note #403* illustrates the forms handling features of the 2608A with an actual size print sample showing margin sizes and print area dimensions. This application note will help you or your customer determine the best solution for your customer's printing needs. It is available through the Corporate Literature Distribution Center—PN 5952-9452.

### Ribbon Replacement On 2608A

By Ormond Rankin/Boise

Recently we have noticed several HP 2608A printers that have had ribbons placed on the wrong side of the ribbon shield. Correct placement requires that the ribbon ride between the core bar and the ribbon shield *not* between the ribbon shield and the paper. The hammers impact the ribbon and force it through small holes in the ribbon shield and onto the paper. Placement of the ribbon on the paper side of the ribbon shield will cause poor print quality and excessive smearing on some special forms. A decal is attached to the

bottom plate where the ribbon cartridge is placed, that shows correct ribbon positioning. In addition each new ribbon is enclosed in a cardboard case that has instructions on ribbon placement. Study decal and case instructions closely. Keep your customers informed!

### Long Line Printer Cables

By Dick Wilhelm/Boise

Standard interface cables supplied with line printer subsystems are generally long enough to meet the system installation requirements. However, for some installations, due to cable routing requirements or the customer's desire to locate the printer in an area different from the system, longer cables may be required.

Boise Division builds to order long interface cables for line printers. These cables can be ordered as part of a printer subsystem, as part of an interface kit for the HP 1000 system, or just the cable alone. Long cables are available only for differential-parallel type interfaces, that is, the 30209A controller on the 3000 series III and the 12845B and 26099A interfaces on the 1000 system.

Because of the special nature of these cables, specific details will not be given here. All the details you need however, are just a phone call away. If your customer is interested in a long line printer cable, call your Boise Division Regional Sales Development Engineer. Tell him/her how long a cable you need and for what printer/interface combination. He/she will give you the price and availability of this cable, plus a COMSYS message will be entered the same day which will confirm this price and authorize the HEART override required to place an order.

Remember, when planning a new system or an add-on line printer, don't forget the cable!

## Peripherals Damaged in Transit

By John Fisher/Boise

We have received several calls from sales offices and CEs requesting information on how to handle a peripheral that appears to have been damaged in transit.

Filing for freight claims is a simple task if a few basic rules are followed. Corporate Traffic and Corporate Insurance have procedures and guidelines (see Property Damage Part III) on responsibility and how to file freight claims.

Following are some tips essential in processing damaged freight:

1. Appropriate personnel should be aware of procedures prior to receipt of instrument.
2. Prevent hidden damages—
  - inspect shipping crate or instrument for visual damage or mishandling.
  - if damage is present, make notation on freight bill and have driver sign it.
3. Call carrier's terminal and request inspection of damage ASAP (do not remove from point of delivery).
4. After carrier's personnel inspect damaged instrument, they will leave an inspection report. Keep that and the freight bill together with the S/O.
5. Evaluation of instrument by CE is needed to determine the damage. Remember the customer is better off if the instrument can be repaired in the field. Contact factory service engineers for assistance.

These simple procedures should significantly improve customer satisfaction.

## DMD

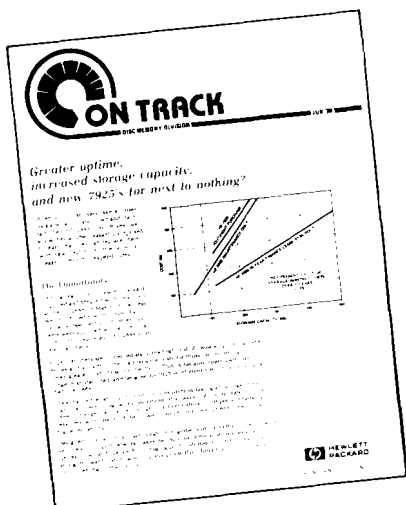
### New Field Communication Update—On Track

By Cathy Salinas/DMD

DMD is proud to announce its first issue of *On Track*—our communication update which tells you how to become more successful by selling disc drives! Topics for this update will range from special promotional programs to application success stories.

*On Track* will be published as needed, perhaps 4-5 times per year. The first issue is a cost of ownership analysis comparing the old HP 2888 disc drives to the newer HP 7925 discs. Through early 1977, HP supplied a 47 Mbyte disc drive known as the HP 2888. This OEM drive has since been removed from our product offering. However, many of these drives remain on installed HP 3000 systems and they are very costly to maintain. By converting your customer to a 7925, you will lower his SMMC. At the same time, your customer will realize greater system uptime due to the enhanced reliability of the 7925. For additional savings and advantages, see the June '80 issue of *On Track*.

You will receive your own personal copy of *On Track* shortly. If you have any comments or input, contact your Sales Development representative.



## GREELEY

### Everything You've Always Wanted to Know About Floppy Discs (Part 2)

By Rick Spangler/Greeley

It is a common misconception that a flexible disc will last forever. Many of our customers have discovered, unfortunately, that is not the case—eventually they will wear out. It's bad enough that users lose their disc and its data when a disc dies, but if left in the drive, an abrasive layer of disc material can build up on the head. This can cause damage to other discs.

As I said in the previous article (*Computer News*, July 1, '80, p. 15), proper handling and environment is critical for long disc life, but the user should follow two other essential procedures for successful operation. First, *always backup critical data*. This is an important procedure with any system. Since flexible discs are susceptible to damage and wearout, it is essential.

The second procedure is to *replace discs before they approach wearout*. Since a worn out disc can damage the drive it is important to replace the disc before this is likely to happen. The frequency with which discs should be replaced is hard to pin down because it is dependent on how much the disc is used. The discs are designed to give several million revolutions of life under normal conditions, but these add up fast at six revolutions per second.

The table below gives some recommended replacement times for different usages. When in doubt, be conservative. Remember that flexible discs are the ideal mass memory for many lower cost systems applications. Their advantages are low drive cost, low-cost removable media, ease of use, and random access. But if customers' applications require that they use the same disc heavily for several hours per day, they will be better off with a hard-disc based system.

**Recommended Replacement Frequency of Flexible-Disc Media**

Usage per Disc	Example	Replacement Frequency of Media
< 20 minutes/day	Disc backup, software Distribution	1 year
4 hours/day occasional access	Program storage or file access	6 months
4 hours/day moderate access	Business application with some use of IMAGE	4 months
8 hours/day moderate access	Business application with some use of IMAGE	2 months
> 4 hours/day	Heavy use of IMAGE or multiple user system	Not recommended for flexible discs

### New Flexible-Disc Media

By John Hettrick/Greeley

We have qualified new media for use with the 9895A Disc Drive. This new media (92195A) is compatible with the 7902 drives which are built into the HP 250, 300, 3000 Models 30 and 33 and 1000 Model 10 systems. Because of limited supplies of the 92195A, however, we request that 7902 users continue to use the old disc, 9164-0100, until September 1. The 92195A is a package of 10 double-

sided, double-density, 8-inch discs. It is on the July 1 price list and available from CSO and PCE with quantity discounts: 1 box (10) \$100, 2-4 boxes \$90, 5-19 boxes \$80, 20 boxes \$70. The old, 8-inch, double-sided media (9164-0100) can be read on a one-time basis without damage to the 9895A. However, if you want to make extended use of data contained on these discs, you should copy the old disc to a new 92195A disc on either the 7902A or the 9895A drive.

## SDD Competitive Pen Evaluation

By Bill Clark/SDD

SDD recently evaluated a set of plain paper pens distributed by DIA-Nielson in Europe. These pens compete with HP pens used on all the HP four-color plotters and the low cost HP 7225A plotter. We have made the following observations:

**Appearance**—the pen does not have the same high-quality appearance as the HP pens. They use a transparent plug in place of a colored cap, which makes it difficult to identify the color of the ink, particularly blue, black and green.

**Ink Quality**—it appears to be as good as ours.

**Pen Life**—the pen life in terms of ink is about the same except their pen nibs are softer, which means the lines become wider sooner.

**Concentricity**—the concentricity of the Nielson pen nib appears to be not very good. When pens are changed in drawing a line, the different colored lines will often not meet (a problem of pen design and manufacture). This becomes very noticeable in multicolor pen plots like bar charts with colors stacked on top of one another, for example.

**Nib Extension**—is greater than our specs. This could cause problems when used with the four-color paper advance units because of the pen inadvertently contacting the paper when in the raised position.

The quality of hardcopy output from our plotter products is very dependent upon the writing characteristics of the pen itself. Even though the plotter offers excellent resolution and accuracy, its performance can be greatly diminished by using pens that do not meet HP's specs. Remember, when your customer buys a plotter, be sure to tell him/her to order an adequate supply of HP pens and paper to ensure that the plotter meets his/her high line quality specifications.

## Timeshare Opportunities (Part 2)

By Walter Nash/SDD

Continuing SDD Sales Development's "Timeshare Opportunities" article in the CS Newsletter May 1, '80, here is the current list of Timeshare companies who recommend and support the 7221 and 7220 graphics plotters on their networks.

When used as a sales aid, the data quickly provides key information which could lead to increased plotter sales to users and prospects in your area. Featured is the company name, area of expertise, location of the home office, the approximate number of total users as of January, 1980, and the graphics package software which supports our plotter.

Contact your friendly RSE for details of the various software support packages if you require assistance.

### Timeshare Services that Support HP Plotters

Company	Application Expertise	Home Office	Total Users	Graphics Software Support*
Service Bureau Corp **	Interactive Graphics	Greenwich, CT ***	15,000	Picture-Pac
Control Data Corp	Financial Modeling	Minneapolis, MN ***	15,000	Disspla
United Computing Systems	Interactive Graphics	Kansas City, MO ***	15,000	Disspla/Unidraw
National CSS	Interactive Graphics	Wilton, CT	12,000	Disspla/Tell-a-Graph
Automatic Data Processing	Interactive Graphics	Ann Arbor, MI ***	10,000	Cyphergraph
GE Mark III	Interactive Graphics	Rockville, MD ***	6,000	Plot/21-Plot II
Tymshare **	Financial Modeling	Cupertino, CA	6,000	Disspla
Rapidata	Financial Modeling	Fairfield, NJ	6,000	Plot/21-Omnigraph
University Computing Co.	Finite Element	Dallas, TX	6,000	Plot/21
Scientific Time Sharing	Interactive Graphics	Bethesda, MD	6,000	10 Plot (APL)
I.P. Sharp	Interactive Graphics	Toronto, Ontario ***	6,000	Sharp APL
Comshare	Financial Modeling	Ann Arbor, MI ***	5,500	Disspla
Computer Sciences Corp	Interactive Graphics	El Segundo, CA ***	5,000 or less	Disspla
Boeing Computer Services Co.	Interactive Graphics	Morristown, NJ		(APL) Tell-a-Graph, BIGS
McAuto	Interactive Graphics	St. Louis, MO		Disspla
Interactive Data Corporation	Interactive Graphics	Waltham, MA		Disspla
Informatics, Inc.	Interactive Graphics	Fairfield, NJ		Disspla, Tell-a-Graph

National Computer Network	Interactive Graphics	Chicago, IL	Plot/21
Citishare	Interactive Graphics	New York, NY	Ezgraph, Grafit
CompuServe	Financial Modeling	Columbus, OH	Visual
Data Resources, Inc.	Interactive Graphics	Lexington, MA	EPS
American Mgmt. Systems	Interactive Graphics	Arlington, VA	Disspla
** Also supports the 7220 HP-GL plotter			
*** Also provides international service			

- \* The software support packages were written by the following:
- Picture-Pac : Timeware, Palo Alto, CA (software house)
  - Disspla : Integrated Software Systems, Corp, San Diego, CA (software house)
  - Tell-a-Graph : Integrated Software Systems, Corp, San Diego, CA (software house)
  - Unidraw : United Computing Systems
  - Cyphergraph : ADP
  - Plot/21 : Hewlett Packard, San Diego Division
  - Plot II\*\* : GE
  - Omniograph : Rapidata
  - 10 Plot (APL) : Scientific Time Sharing
  - Sharp APL : I.P. Sharp
  - BIGS : Boeing Computer Services
  - Ezgraph : Citishare
  - Grafit : Citishare
  - EPS : Data Resources, Inc.
  - Visual : CompuServe

## 7245B/9835A Beginner's Guide

By Bill Loeber/SDD

Last month we announced the availability of the 7245B/9825A *Beginner's Guide*. Now owners of the HP 9835A and HP 7245B Plotter/Printer can get the same kind of help from the 7245B/9835A *Beginner's Guide*. The 9835A guide follows the same format as the 9825A guide, providing step-by-step instructions on how to set up the 7245B and input actual sample programs. These manuals can be a big help to first-time users of the 7245B. Order your copies today.

7245B/9825A  
Beginner's Guide 07245-90014  
7245B/9835A  
Beginner's Guide 07245-90015

Remember, the appropriate guide will be shipped with 7245B orders at no extra charge if option 025 (7245B/9825A *Beginner's Guide*) or option 035 (7245B/9835A *Beginner's Guide*) is specified.

## Correction to "7240A/7245B Plotter Printer Update", *Computer News*, June 15 '80

By Bill Loeber/SDD

In my article, "7240A/7245B Plotter/Printer Update," *Computer News* June 15, '80, (Vol. 5, No. 15), the HP 7240A was incorrectly identified as an HP 7240E. There is no model 7240E. Many apologies for the error.

## VCD

### 9871A Price Increase

By Bill Becker/VCD

The price of the 9871A Impact Printer increased from \$3,600 to \$4,100 on July 1, 1980, to reflect increased production costs. All option prices remained unchanged. The 30-day grace period applies from July 1, 1980.

### 2647A/2631G Status Read Back

By Bill Becker/VCD

For those of you interested in using the Status Read Back feature on the 2631G, the following describes how it can be used with the 2647A.

Interface the 2647A to the 2631G and key the following program into the 2647A.

```
10 DIM A$(15)
20 ASSIGN "hp-ib #6" to #1
30 PRINT #1: "Ec ^ D1"
40 LINPUT #1: A$
50 PRINT A$
```

The characters E<sub>c</sub>, ^, and D<sub>1</sub> in Line 30 were created with the Display Functions key depressed. E<sub>c</sub> is the Escape key, and ^ is the ^ key, and D<sub>1</sub> is Control Q.

Running this program will result in a 6 byte output on the 2647's display that will describe the status of the 2631G. See Appendix A on the 2631G Reference Manual (#02631-90911).



## Planning An Executive Seminar

What is it?  
When is it  
appropriate?  
How do you  
organize one?  
Is it worthwhile?

On May 9, '80, an executive seminar for General Motors Corporation's management was held in Troy, Michigan. It was followed, a week later, by a GM user seminar.

Organized by five SRs from the GM district out of the Farmington Hills Office—*Norm Rende, Bob Rybicki, Bob Brennan, Praether Cooper* and *Mike Needham*—these seminars attracted some 250 GM managers and users and firmly reinforced for them HP's reputation as a professional organization dedicated to meeting the needs of manufacturers.

The executive seminar included a breakfast with John Young and presentations by *Ed McCracken*, General Manager, General Systems Division, and *Paul Haefner*, Manager, Information Systems Planning and Services.

The user seminar included presentations on computer networking, future of data processing technology, data base management, data communications technology, graphics, and process control, plus product demonstrations.

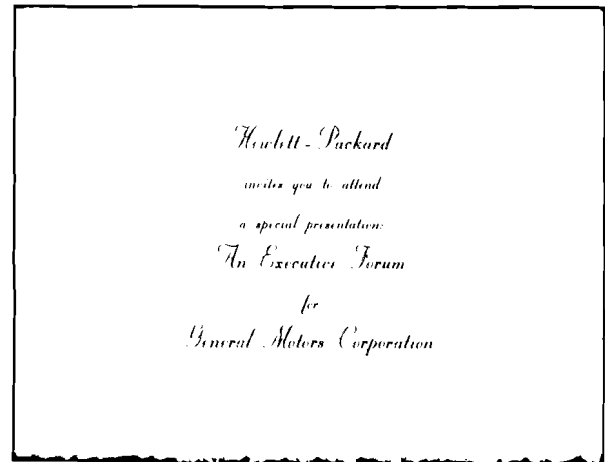
*Norm Rende* said, "We knew ahead of time that this seminar would probably not provide any immediate results. We thought of it as planting seeds, expecting them to germinate in FY81.

"A seminar of this type is not the answer for every organization. This one was tailor-made for General Motors. Five marketing guys who knew the personality of GM, sat down and planned every detail. Everything was geared to understanding GM's needs—timing, location, even seminar topics. It took a lot of time—six month's planning, in fact,—but it paid off."

*Roy Toth*, Computer Marketing Groups' Major Account Market Manager, cautioned that executive seminars such as this are appropriate for large companies. Presentations for smaller organizations would not justify the same degree of time and effort nor command the same high level of HP management resources. The objectives and methods used here, however, could help any SR planning an executive presentation.

**Objectives:** The first step in planning an effective seminar, they were:

1. Promote concept of HP as a viable computer vendor
2. Promote HP's image i.e., high quality and professional
3. Define our marketplace



4. Show conceptually how HP uses computer tools to gain higher productivity and to manage our resources

**Key to Success:** The organizing group felt this depended on two things:

- the level of management they could attract from GM, and
- convincing these managers that HP is committed (long term) to offering data processing solutions in the manufacturing marketplace.

Armed with a list of objectives and a specific seminar program to accomplish them (emphasizing the personality of the corporation they were dealing with), the group made individual assignments to handle invitations, facilities, demo equipment, and speakers, and met regularly to check on each others' progress.

It was decided to make the executive seminar 70% conceptual, 30% selling HP, and to have separate seminars for management and users.

**Timing:** A scheduling conflict caused the executive seminar to be moved back to a week before the user seminar. This "accident" proved a major benefit as it gave GM management, impressed with what they heard at the executive seminar, an opportunity to encourage their people to attend the users' seminar.

**Hand-out Material:** No sales literature was available at the seminar. Instead, there were cards to be filled out by people requesting the information they needed. This was less work, kept literature costs down, and provided an opportunity to follow-up on an individual basis.

**Demonstration Equipment:** This was on site for continuous demos during the mid-day break.

**Results:** A great success! Excellent feedback from the attendees, who were left with the impression that HP is a very professionally run company that understands the needs of large manufacturers and can offer solutions to problems in both manufacturing and engineering.



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