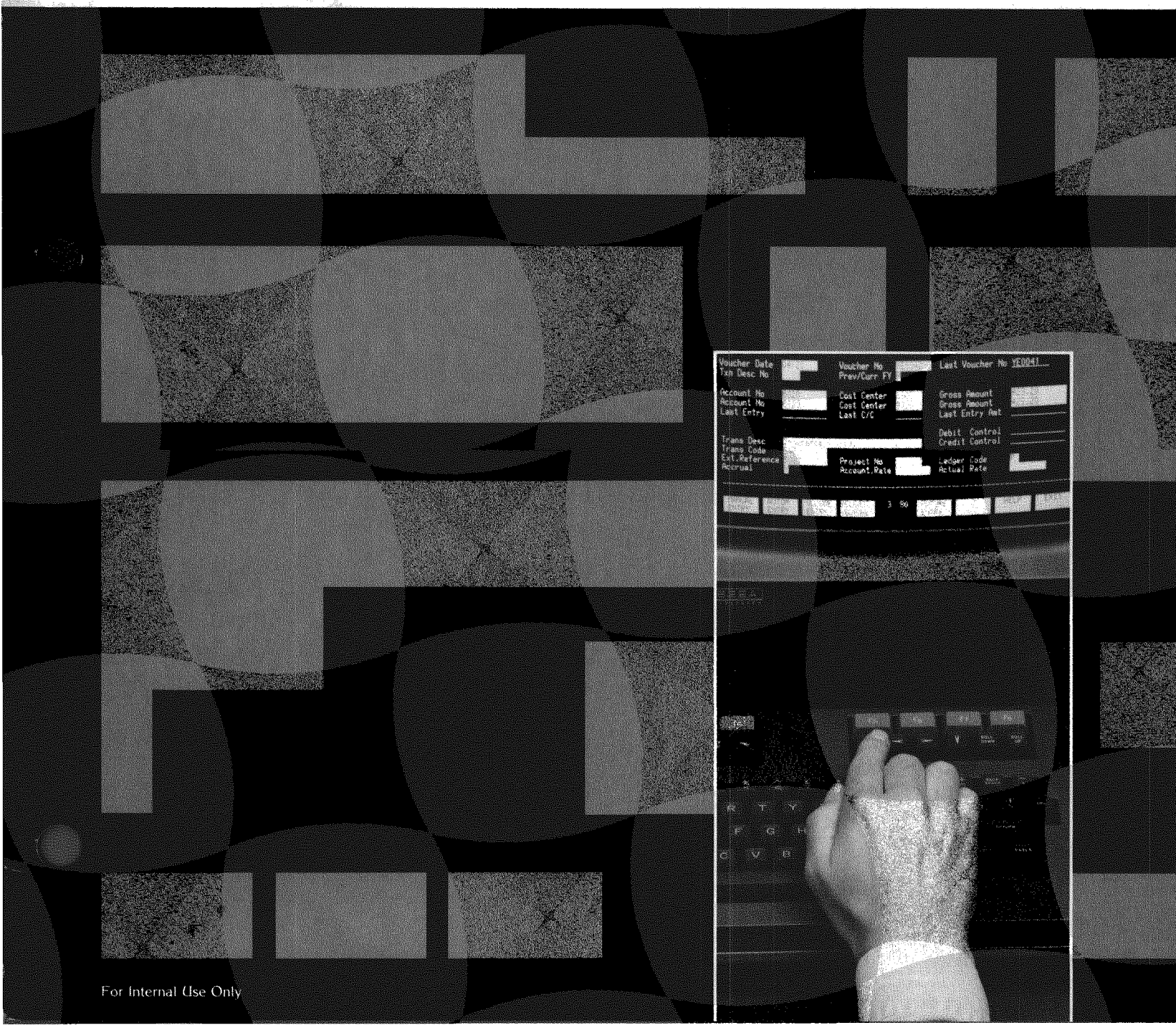
Computer News

For HP Field Personnel

February 1, 1983

BGD Announces HP Financial Accounting... Shaped for Sales Success in '83



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Computer Museum

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Winning That Large-Format Plotter Sale

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HP 7580A and 7585A Interface Conversion Kits

Correction to "New Demonstration Software for Plotters"

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BGD introduces HP Financial Accounting, a range of HP 3000 applications software designed to give your customers a complete financial accounting solution. See p. 28 for more information on this product.

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In order to better serve you, information on data communications products for technical computers will now be found under the Information Networks Division (IND) Technical section of Technical Computers. Information on business datacomm will still be found under IND in Business Computers. So look for articles on DSN/DS, DSN/IBM, and DSN/X.25 for the HP 1000 under the IND Technical section.

CMG

Error in Volume Software Pricing FTM

Vijay Kapoor/IND

Please take note of an important typographical error in the Field Training Manual on Volume Software Pricing. This FTM was mailed to you in late December; the volume pricing program went into effect from January 1, 1983.

The R-copy price for Schedule B products should be 70% of the A-copy price, instead of 50%. This appears in the pricing table on page 5 of the FTM. The same table was used in an article in the January 15 issue of *Computer News*. Please make the necessary corrections.

3PP

New Software Supplier Sales Brochure

Ray Cebold/CMG

A new sales brochure "HP PLUS: Hewlett-Packard's Software Supplier Program" (5953-2232), is now available. This English language brochure details the features and benefits of being a software supplier for Hewlett-Packard. It can be used to explain the program to a potential third party or a major account who has developed marketable software. In addition to describing the software supplier program, the brochure gives a brief overview of the computational products participating in the program. This will allow suppliers not familiar with our complete product line to determine what hardware is best suited for their product. European versions of the brochure will be produced shortly through HPSA.

Half-Priced Training Discontinued

Ray Cebold/CMG

Due to the implementation of the free training incentive upon the signing of an agreement with a third party, the half-priced training incentive for software suppliers has been discontinued. Any agreements signed prior to January 1, 1983, or delivered to CMG before February 1, 1983, will be honored.

New Data Sheet for OEM Prospects

Roger LeMay/CMG

(For US Only) A new single-page flyer which can be used as a data sheet for prospective OEMs is now available. The flyer, which supplements the existing OEM brochure, provides a concise summary of the new features of HP's Third Party Program for OEMs. Included as part of the flyer is a business reply card which OEMs can return for additional information. The flyer entitled "It Pays to be a Hewlett-Packard OEM" is available via part number 5952-0170. We're sure you'll find it helpful in your sales activities.

CSD

HP-85 Service for HP 1000

Steve Willens/CSD and Jim Pinsky/DSD

Due to number of inquiries, we are running this article a second time to insure that our technical sales force is aware of this program.

The release of the HP-85 Service System will now allow support of HP 1000 box computers without system consoles. Designed as a portable service tool which emulates a subset of the operation of an HP 2645A terminal, the HP-85 may be carried on site and used as a temporary system console for loading and executing diagnostics. With this new capability HP will now provide maintenance contracts on HP 1000 box computers without system consoles or terminal interface cards (12966A for M/E/F-Series; 12005A for A/L-Series).

Although a diagnostic load device will not be required for support of M/E/L/A hardware, it is still necessary for software updates. Thus, a system customer requiring hardware *and* software support will still be required to have an HP terminal as a system console and software load device. The following table describes the acceptable software load devices for the corresponding operating systems:

Op Sys	Load Device
RTE-M	264X w/Opt. 007 (req'd) 9885A
RTE-IV	264X w/Opt. 007 (req'd) 7970B/E
RTE-IVB	264X w/Opt. 007 (req'd) 7970B/E
RTE-6/VM	264X w/Opt. 007 (req'd) 7908/11/12 w/Linus
RTE-L	9895A, 7970E, Integral Dual Flexible Disc Drive
RTE-A.1	9895A, 7970E, 7908/11/12 w/Linus, Integral Dual Flexible Disc Drive

The 264X requirement for M/E/F Computers under RTE-6/VM and RTE-IVB is being evaluated. It is planned that by January 1983, a 264X will no longer be necessary for software distribution and support for these systems.

In response to the new HP-85 Service System policy, DSD started shipping the 12992C Loader ROM "standard" in all E/F-Series computers. (The M-Series is not being considered at this time; problems in manufacturing.) This ROM allows loading of diagnostics from the system console CTU (HP-85 Service System) to the CPU. This means that in a system without a terminal interface, the CE will be required to bring out an interface card with the ROM and install it before servicing. If the customer is currently on a hardware support contract (BMMC, SMMC) or on warranty HP will, at no charge, install the ROM at the time of the service call. Customers receiving Time and Material service should be encouraged to purchase and install the loader ROM. In this situation it should be stressed that HP will be able to provide more rapid service (by using the HP-85 Service System), thereby decreasing the cost of each service call. In the future this will benefit the customer by lowering the overall maintenance costs.

With this new policy some customers may wish to purchase maintenance contracts on HP 1000 box computers which were previously unserviceable by HP. In this case the 12992C loader ROM should be installed in the computer as part of the normal pre-contractual inspection and upgrade.

This new policy should increase overall customer satisfaction with the support of HP 1000 computers.

Houston Gives High Marks to Remote Support

Doug Kaewert/CSD

Houston District Managers Chuck Frank (SEO) and Dave Richard (CEO) are sold on the Remote Support Program. And they should be, judging by the success they've experienced with the program. Read on and see why.

Oil Refinery

A major oil company's installation at Baytown, TX is one of three HP 3000 CSS-V sites. About a two-hour drive from Houston, the Baytown installation is one of the largest oil refineries in the US.

A problem arose at Baytown shortly after software on the central system (CSS-T site) was updated. When several COBOL programs aborted for no apparent reason, SE Paul Ridgway used Remote Support to dial into the customer's system. Paul located a source code problem (the source code had used V3000 reserved words), notified the customer, and the problem was quickly resolved, saving the delay and expense of an on-site visit.

Ridgway again came to the rescue when the customer was attempting unsuccessfully to restore a database. The restore had aborted with a bad file label. Paul dialed in and, scanning the system log files, found the name and status of the bad data set. He then used an SE utility to purge the data set, which the customer was able to restore without doing a reload. The result: Instead of incurring at least two hours of downtime for the reload, the customer's operation continued uninterrupted, with no downtime.

The same refinery also operates about 40 remote CRTs and several remote HP 2631B printers. Because of the critical nature of their application, all of these peripherals receive 24 hour-a-day, 7 day-a-week coverage. Periodically, a 2631B would simply stop operating, hanging the application it was running. Once this happened, only a cool start would restore its operation. Unfortunately, this would bring down all 40 CRTs and the other 2631s, resulting in an unacceptable level of downtime.

Again, Paul Ridgway stepped in. This time he used Remote Support to run an SE utility called IOCDTNO. By examining the Device Information Table (DIT), he found that the customer's modems were dropping carrier. Paul advised the customer, who in turn, was able to get the telephone company to fix the problem. In this case, Remote Support eliminated the need to make an on-site SE visit, saving the customer time and several hundred dollars. In addition, HP saved several hours of SE time.

Office Supply Distributor

Another HP customer is a high volume stationary supply distributor, located in Houston. This firm runs its on-line order processing system on an HP 3000 Series 44. Uptime and data integrity are critical. So when the account CE, responding to a service call, found that the volume labels on one disc had been destroyed, he was quite concerned. Fortunately, the customer had a modem on-site, which the CE used to establish a Remote Support link with TSE Joel Rubenstein in Dallas (over 200 miles away). Joel logged onto the system, patched the labels, and restarted the system. If Joel had not been able to dial in to the system, the customer would have had to do a complete reload, resulting in the loss of both

time and a substantial amount of order data which had not yet been backed up.

District Customer Engineering Manager Dave Rickard says that this incident really convinced his customer to participate formally in the Remote Support Program.

The success of Remote Support in Houston is only the start. In virtually every Area, our support teams have had similar success. Look for more success stories in future issues of *Management Update, Support Update, Computer News,* and *Computer Advances.*

HP 3000 Minimum Configuration Requirements Change

Kathy Humphrey/CSD

Significant improvements in the newer HP 3000 CPUs and major peripheral diagnostics have allowed HP to revise its policy regarding the required minimum system configuration eligible for a System Maintenance Agreement. These products now contain more extensive resident self-diagnostics, which minimize the need for external diagnostics.

As these improvements make it easier to isolate the malfunctioning peripheral, HP no longer requires that the peripheral products composing the minimum system configuration be HP products. Tape drives, disc drives, and terminals manufactured by other vendors will meet the minimum system requirements as long as they function exactly as the HP device being replaced by the foreign peripheral — the I/O is electrically, mechanically, and software transparent. A minimum system configuration is still required as specified in the applicable minimum system configuration guide, however, and the HP maintenance agreement will cover only the HP portion of the system.

HP's customers have always utilized foreign peripherals and HP makes every effort to help customers isolate malfunctions in a multi-vendor environment. Although these efforts are not covered under the maintenance agreement, HP customers are assured of HP's willingness to assist them in resolving a system malfunction.

The policy change allows your customers more flexibility in choosing their peripherals, but amplifies the importance of stressing the benefits of a total HP solution. A Field Training Memo will be distributed in January, discussing the benefits of a complete HP hardware and support solution and describing HP's approach in servicing HP 3000 systems configured with foreign peripherals. If you have any questions, please contact your CSD Sales Development Engineer for assistance.

CSO

HP 9845 Thermal Paper Prices to Decrease Through Consolidation of Part Numbers

John LaCava/CSO

On April 1, 1983 four of the 10 thermal paper choices for the HP 9845 will be discontinued. Part numbers involved are 92161 A, D, M, Q. All four are regular (lower) contrast papers whose color, dimension and perforation choices are exactly duplicated in four of the six high contrast papers that will remain, 92161 B, C, E, N, P, R.

As a result of this consolidation, the prices of the remaining high contrast papers will be lowered to the levels of their discontinued counterparts. This becomes effective March 1, 1983 and will result in a savings of approximately $10 per box of paper.

Your customers benefit by receiving the superior performance of high contrast paper at the lower price of its discontinued counterpart. Moreover, the same color/dimension/perforation choices are available as before. Detailed information about these papers can be found in the *Computer Users Catalog* 5953-2450 (D).

CSO DIRECT ORDER

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

Location	Telephone Number
US	800-538-8787
CA, AK, HA	408-738-4133
UK	0734-792868, 792959
Germany	07031-667829, 223133
Netherlands	020-470639

SRO

HP 7925 Add-ons Now Available

Andy Tasnady/SRO

To help you compete for add-on disc drive business, Systems Remarketing Operation (SRO) introduces remarketed HP 7925 disc drives as *stand alone* units. Available as 7925SR and 7925MR products, these 120Mb (removable) discs are on the February 1 CPL and can be ordered unbundled from SRO systems with a six week availability. SRO prices enable your customers to buy remarketed 7925 disc drives at up to 25% savings off new prices. Here are the new products:

Product	Description	FBP	US List
7925SR	120 Mb Slave Disc	$13,500	$13,725
−015	50 Hz. Operation	0	0
7925MR	120 Mb Master Disc	16,500	16,750
−015	50 Hz Operation	0	0
−102	HPIB Interface	1,000	1,000

With standalone remarketed 7925 discs, SRO helps you lock in HP for add-on disc drive sales. Call SRO Sales Development to reserve your discs today 408-738-8858.

HP 7925 Price Reduction on Remarketed System

Andy Tasnady/SRO

SRO announces lower prices on all remarketed HP 7925 disc drives effective February 1, 1983. The reduced price levels reflect savings up to 25% off new prices. Contact your customers with these new price savings:

Remarketed HP 3000 System Option Number	Description	Old Price FBP	Old Price US List	New Prices FBP	New Prices US List
725	7925SR	$15,000	$15,225	$13,500	$13,725
726	7925SR, 50Hz	15,000	15,225	13,000	13,725
825	7925MR	18,750	19,000	16,500	16,750
826	7925MR, 50Hz	18,750	19,000	16,500	16,750
925	7925MR, HPIB	19,750	20,000	17,500	17,750
926	7925MR, HPIB, 50Hz	19,750	20,000	17,500	17,750

TCG

New Brochure Helps to Sell Factory and Plant Automation

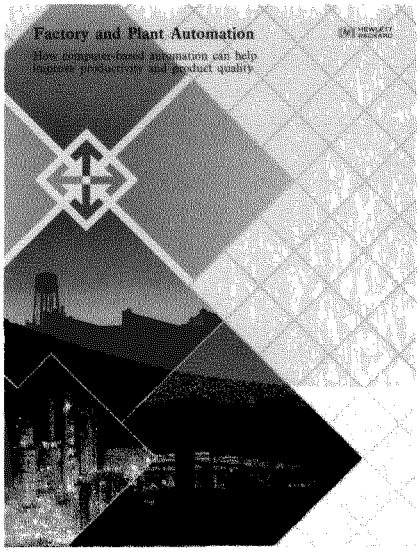
Bojana Fazarinc/TCG

A new brochure focusing on the factory and plant automation quadrant of our MPN offering has just been distributed to sales offices worldwide.

The brochure, (5952-0169), is aimed at manufacturing management and describes how computer-based automation can help improve productivity and product quality.

Twelve colorful and attractive pages cover:

- The MPN concept
- Quality and test management
- Process monitoring and control
- Machine monitoring, control and material handling
- Factory and plant data collection
- Facility monitoring and control
- Production and manufacturing engineering
- Connectivity.



You will also find this brochure compatible in content and graphic design with the MPN brochure, and soon to be printed CAE brochure. Extra copies can be ordered from the literature center in Palo Alto.

DSD

HP 1000 Supports the New HP 7914 Disc Drives from DMD

Paul Hansen/DSD and Peter Philipp/DSD

The HP 1000 A-Series computer family and E/F-Series computers operating under RTE-6/VM now support the new 132 megabyte 7914 Winchester disc drives from DMD (effective 2301 PCO).

Making the A-Series Even More Competitive

This newest CS-80 drive can be purchased as a system or a peripheral disc for the A600, A700 and A900 processors. Up to four 7914 discs are allowed on the A-Series which increase the maximum storage to 528 megabytes, twice that currently offered.

The capacity of the 7914 is particularly attractive on the new A900 computer systems when used as a data base supervisor, high-speed data acquisition node or network/data communications controller. And the 7914's small incremental cost over the 7912 further enhances the competitive advantage of the A-Series in the I/A markets.

Adding to the competitive advantage, the E/F- and A-Series will support the new 7914TD, which bundles the 7914 and 7970E tape unit into a standard HP 1000 systems cabinet (P/N 29431F), at a substantial cost savings. When pursuing big system deals, this new package is sure to be a winner!

Symbolic Debug Reminder

Esther Vasick/DSD

Symbolic Debug/1000 (92860A) is shipping! Look for programmer productivity to increase; ask your SEs what they think. I'm sure they'll agree that this is the best debug tool around.

Just a little reminder about Symbolic Debug/1000 (92860A) requirements. It requires the 2226 PCO of FORTRAN 77 (92836A) and either the 2226 PCO of RTE-A.1 (92077A) or the 2226 PCO of RTE-6/VM (92084A). Be sure your customer has the 2226 (also called C.82) revision of the operating systems and FORTRAN 77 so that symbolic debug will work correctly.

MIL-STANDARD 1553B Capability Helps Leverage Million Dollar Sale

Dave Kline/DSD

Three SRs used the new HP 1000 MIL-STANDARD 1553B BUS capability to leverage over one million dollars of standard HP 1000s and ATS in October. The new communication product being developed by DSD Specials helped make the sale for HP.

The 1553B protocol is becoming a worldwide military standard for aircraft communication between on-board computers and avionics. MIL-STANDARD 1553B capability on the HP computer allows the user to monitor, talk to, or control avionics for test, simulation, or other purposes. Most military avionics contractors will have an interest in 1553B capability.

DSD Specials offers MIL-STANDARD 1553B capability, identified as an HP 93788A Interface Kit, for the E/F- and A-Series computers. The 93788A allows communication from the HP computer to remote terminals, monitors, and other computers by 1553B protocol. The price of 93788A is $15,000 each (not purchase agreement discountable). There is a separate option and extra charge for A-Series use, due to the different CPU interface card required.

A new data sheet for 93788A is available from DSD Sales Development.

Don't overlook the 93788A Interface Kit. Sometimes these special capabilities help swing an order your way.

PMC/1000 Training Under Control

Marc Schwager/MAP

The first one week training class for PMC/1000 process monitoring and control software was successfully completed November 12. Now there is a factory trained SR in your area. Use this person as a resource in the qualification and sales of PMC/1000 accounts.

Northwest	Dale Dour (Spokane)
Rocky Mtn.	Dave Hendrix (El Paso)
	Ken Murphy (Englewood)
South Bay	Rich Willits
	Laurent Gharda (Brisbane)
Southwest	Bob Myers (Anaheim)
Balt./Wash.	Don Bacastow (Rockville)
New England	Vaz Hartounian (Lexington)
New York	Greg Weigle (Piscataway)
Philadelphia	John Currie (K. of Prussia)
Rochester	Jim Loscalzo (Albany)
Central	Ray Niacarius (Rolling Meadows)
	Steve Sibon (Downer's Grove)
Eastern	Jerry Pevehouse (Greensboro)
	Allen Stegall (Huntsville)
Western	Dean Terry (Richardson)
Canadian	Wayne Raley (New Orleans)
Western	Hans Wolf Maibauer (Vancouver)

The PMC/1000 training course covered process control theory, product features, competition, positioning and potential product applications. The class was oriented towards applications. Most students had an excellent background in process monitoring and control and shared a very good understanding of the manufacturing environment.

The next PMC/1000 SR training date is scheduled for February 22-25. Anyone who would like to attend, please see your area manager.

Sales Aid 216 — HP 1000 Product Overview

Cindy Martinez/DSD

The HP 1000 Product Overview, Sales Aid 216, is a valuable, up-to-date sales tool every district should have for effective, impactive presentation.

This product pitch, targeted to a first time HP 1000 audience and priced at $38 details the M/E/F, L- and A-Series computers, RTE-6/VM and RTE-A.1, Systemsafe/1000, Datasafe, Datashare, HP PLUS, PMC/1000, PCL/1000, full range of languages, peripherals, support and much more.

Be sure you have this Product Overview well in advance of your seminars. Order SA-216 today by using a HEART override order; Sales Force 02; Marketing Division 22; Supplying Division 2200; Product Line 65; Attention Cindy Martinez.

If you merely wish to update your existing Product Overview with additions of the A900, PMC/1000, PCL/1000 & Systemsafe, then order SA-216U priced at $8.

More on the QTD Modem Card Cage

Donald Manoogian/DSD

HP can now offer your A/E/F-Series Computer customers a unique modem solution for remote terminals, data acquisition and other applications — the 37214A Modem Card Cage. This special modem features:

- Full-Duplex, 300/1200 Baud
- Bell 212A/CCITT V.22 compatibility
- Auto-dial and Auto-answer capability

- User-program controllable.

The card cage has seven channels available for the 37213A modem card, the 37215A modem interface card for connection to an external modem, and/or the 37216A terminal interface card for connection to a local terminal.

The modem card cage opens previously unexplored sales opportunities for you, by offering a single vendor solution for applications requiring multiple modem support on a single HP 1000 computer.

For A-Series systems requiring a single modem connection, you should sell the new modem driver, ID.01, for the 12005A/B ASIC card on the A-Series. This driver is described in another article in this issue. There is no single modem support on the E/F-Series.

Although the modem card cage is on the December CPL, it requires the 12792B card (for the E/F-Series) or the 12040B card (for the A/L-Series), as well as the 2301 (A.83) version of the interface driver (DVM00 for RTE-6/VM; IDM00 for RTE-A.1/XL). Programming information for the modem card cage will be included in the updated driver manuals (12792B User Guide; RTE-A/XL Driver Reference Manual) for the cards. These are available on the January 1, 1983 CPL.

HP A900 Benchmarks Run Like Magic!

Sulu Hegde/DSD

Recently, a large DSD OEM asked to run some of their benchmarks on the HP 1000 A900 super minicomputer. They wanted to verify, for themselves, that the A900 is truly a 3 MIP machine, and that its cache memory scheme would provide them with the performance improvements they needed over the E-Series computers.

The A900, code named "MAGIC" whizzed through the customer's benchmarks (written in standard Pascal) like sheer magic! In every case, it exceeded the 3:1 performance ratio over the E-Series, which DSD has been quoting.

The customer ran his benchmarks on an RTE-6/VM based E-Series computer with 1 Mb of memory, on an RTE-A.1 based A700 minicomputer with 1/2 Mb of memory (without the hardware floating point card), and an RTE-A.1 based A900 with 3/4 Mb of memory.

The following is a tabular summary of the A-Series benchmark results, compared to the E-Series.

TEST	A700 (x E-Series)	A900 (x E-Series)
UNPACK	1.62	5.69
BCASE	1.17	4.48
BCOPY	1.83	6.50
BEXPR	1.41	5.18
RANDOM	.73	8.88
CSHK*	.98	3.42
BDATA	1.61	6.06
PACKED	1.09	4.11
COMPR	1.52	5.73
CALNG	1.00	3.56
MLOCK	1.37	3.48
START	1.27	3.17

On the average, the A900 turned in five times the performance of the E-Series computers.

*Special note must be made of the benchmark CHSK ("Cache Killer" according to the customer), which was supposed to access data at random from any place in memory, and thus degrade the hit rate on the cache for the A900. We are happy to note that even in this instance the A900 came out 3.42 times faster than the E-Series!

To quote the customer, "The A900 definitely exceeded our expectations. It truly does more than DSD promised it could do."

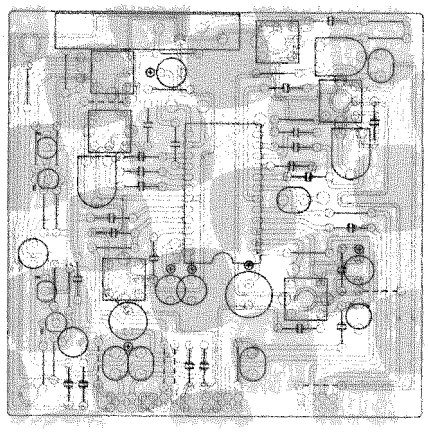
CADROF Rolls Steel with an HP 1000

George Boudreau/DSD

If you have an account in the steel/metal industry that could benefit from an automated design package which improves design productivity — this is it! John Lysaght Limited is a major steel finishing operation in Australia. They have developed a FORTRAN CAD program for steel roll forming using an HP 1000 E-Series computer and HP peripherals. Known as CADROF, this specialized system assists sheet steel users with an interactive program that is built around a "friendly" question/answer format. With a sequence of command instructions, the CADROF package leads the user through the "profile design" and "roll design" phases of the application. CADROF is also capable of transferring steel roll details to an automatic lathe control program to complete the integration of computer aided design and computer aided manufacturing.
Now, with CADROF's amazing success in Australia using HP hardware, we are anxious to sell this application worldwide where applicable. John Lysaght Limited is interested in cross licensing their product with representative(s) outside Australia. If you have a third-party representative that might be interested in this application, contact Brian Lehner, Technical Sales Rep in Sydney, Australia (COMSYS 9062). Existing and future steel accounts will find this application very useful for productivity gains and developmental roll designs.

Announcing the Zuken System 2000 Printed Circuit Board Design System

Robert MendesdaCosta/DSD



Circuit Pattern Output from a Zuken System 2000.

As part of the HP PLUS Program, Systems for Automated Test (SAT) of Sunnyvale, CA is introducing the Zuken System 2000 Printed Circuit Board CAD/CAM System to the North American market.

The Zuken System 2000 is an integrated CAD/CAM System for the design of analog, digital and hybrid circuit boards. The analog and hybrid printed circuit board design functions feature smooth curved line processing, pattern processing, and the ability to integrate both analog and digital designs on the same printed circuit board. These functions are extremely useful for the design of instrument electronics, radio products, medical equipment, and microwave products.

The Zuken System 2000 also provides users with complete manufacturing data necessary to produce high quality circuit boards; e.g., schematics, artwork, silk screens, assembly drawings, material lists, net drawings, plus NC tapes generation for machines such as routers, hole drilling machines, component mounting machines, and auto inserters.

This package has already been installed on over 70 systems in Japan (40 systems were installed last year alone). Practically every major producer of consumer electronics products in Japan uses this system today.

Initial system deliveries are scheduled for first quarter 1983. Sales training manuals were distributed to you in January, with advance data in the December Software Newsletter.

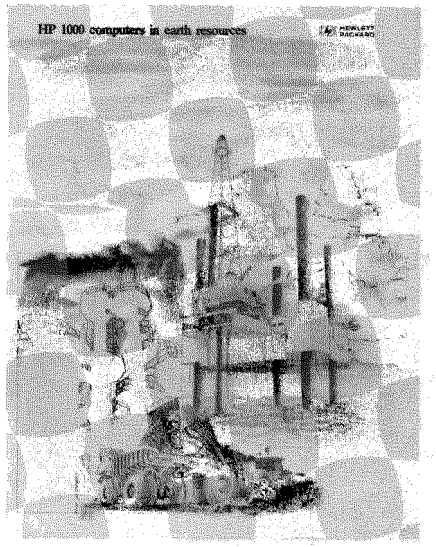
HP 1000 Computers in Earth Resources

Ed Brumit/DSD

Do you have current or potential customers in the mining, gas or oil business? If so, DSD is interested in helping you reach those customers. We have just published a new brochure entitled "HP 1000 Computers in Earth Resources", (P/N 5953-8704, available from the Literature Distribution Center). This brochure explains that the HP 1000 has been used in the earth resource markets for many years. It presents features of the product line which are important to these markets. And, it describes how solutions can be put together between Hewlett-Packard, software suppliers and OEMs.

This brochure will be a good teaser for your earth resource customers, but what happens when you find someone who really wants to buy a system for use in this market? We have collected information on over 60 packages and systems from third parties which are available today on the HP 1000 for mining, gas and oil industries. If you know of any such applications we may not have heard about, please call Ed Brumit in DSD Sales Development on 408-257-7000, ext. 2534 or TELNET 257-2534. As soon as we receive approved application summaries from these third parties, a catalog will be published so that your customer can choose the appropriate packages for their needs.

Let's join our resources to explore the resources of the earth.



HP and HP PLUS Win in Process Control

Bob Tomich/DSD

HP joined forces with SSS of Melbourne, FL recently to beat out DEC and win a large process control application at a major electronics company in Harrisburg, PA.

This company was first considering an internally developed process control program using the DEC VAX system for its application.

Bob Serafini, SR from King of Prussia, spotted the opportunity and called Pat Huff at SSS in an effort to sell the SSS JPICS process control package with HP hardware instead.

After several sales calls to the customer, Bob and Pat convinced the Project Manager to come to Melbourne for a demonstration and simulation of the HP1000 and JPICS. The demonstration required the coordination and efforts of Bob Serafini, Paul Accampo of Roseville, Vince Wojteczko of HP/Orlando office, and Pat Huff of SSS.

The demo/simulation ran for 24 hours and proved to be successful. The JPICS/HP combination won due to:

- Batch processing capabilities of JPICS
- Historical data collection
- Lower price solution
- HP reputation of reliability and support.

The customer will be installing an HP 1000E with JPICS in January and has ordered a 2250.

A good job done by three HP sites using a HP+ company as a software solution.

TOP is Tops

Sulu Hegde/DSD

Here is a Target OEM Program (TOP) Status Report on the Data General, General Automation and Sperry-Univac OEM leads that we distributed to the field before the DSD teleconference in February.

Good News!

Our Technical Sales Force contacted 168 of the initial 474 leads which were distributed. Of these 168 leads, 19 showed excellent potential! This gives us a 11.3% success rate!

Midwest Did Best

From the follow-up by DSD Sales Development Engineers, we determined the percentage of distributed leads contacted by SRs in each region.

Region	% of Leads Contacted
Midwest	60.3
Southern	50.0
Neely	35.4
Eastern	6.6

Action!

We have sent the 306 leads that were not contacted to the respective DMs. We strongly urge that DMs ask their SRs to follow up on these leads. I am sure they will meet with much success.

Technical IND

New Datacomm Section for Technical Computers

Doug Tsui/IND

In order to better serve you, information on data communications products for technical computers will now be found under the Information Networks Division (IND) Technical section of Technical Computers. Information on business datacomm will still be found under IND in Business Computers. So look for articles on DSN/DS, DSN/IBM, and DSN/X.25 for the HP 1000 under the IND Technical section.

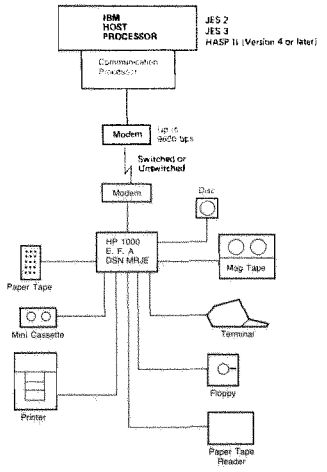
IND Announces DSN/MRJE for the HP 1000

Victoria Z'berg/IND

HP 1000 Technical Computer Systems can now use Distributed Systems Network/Multileaving Remote Job Entry (DSN/MRJE) to interface to IBM or IBM plug compatible systems.

- *DSN/MRJE introduces for the first time communcation software which enables an HP 1000 A-Series computer to communicate with an "IBM Host" system.*
- DSN/MRJE at the same time expands your IBM communication product offerings on the E and F family.
- DSN/MRJE is supported under RTE-A.1, and RTE-6/VM, the current operating systems for the HP 1000 A/E/F family.

- *DSN/MRJE is orderable now.* DSN/MRJE is on the February 1, CPL.



DSN/MRJE: What Is It?

DSN/Multileaving Remote Job Entry, also known as a "HASP" workstation emulator allows concurrent HP 1000 users the ability to transmit batch jobs to and receive output from an IBM or IBM plug compatible host system. Jobs may be submitted to the "IBM host" from any supported HP 1000 input device. Similarly, job output may return from the "IBM host" to any supported HP 1000 output device. DSN/MRJE supports connections to "IBM host" systems that use JES2, JES3 or HASP II (Version 4 or later) job entry systems.

Why?

DSN/MRJE broadens the market appeal of the HP 1000 because it allows users to couple an HP 1000 to their IBM EDP center. Data can be collected on the factory floor by the HP 1000 then transferred to the IBM host for further processing, storage and reporting. Batch processing, file transfer and data transfer can take place back and forth from the factory floor to the corporate administrative department. In addition, customers can choose to process extensive CPU batch jobs on their IBM host thus freeing the HP 1000 for real-time critical applications.

A DSN/MRJE Customer Course is Included with Every Product

A DSN/MRJE customer course entitled "A Guide For New Users" is a self-paced course that provides instruction on the operation, structure, and capabilities of DSN/MRJE. An overview of basic data communications concepts is provided along with practice exercises and review quizzes. This course is provided to your customer at no additional charge.

SE Training

An SE self-paced training course is available. Copies have already been shipped to SEs that have been designated by their SE Area Managers. Each sales area will receive an average of one copy. Additional copies of this course will be made available. Watch for information on how to order in an upcoming issue of *Computer News.*

Ordering Information

DSN/MRJE is ordered for the HP 1000 by ordering:

- One DSN/MRJE software product (91782) and
- One MRJE PSI hardware card (12043A or 12260A).

DSN/MRJE Software Ordering Information

HP 91782A Right to Use DSN/MRJE Price $0

91782A DSN/MRJE software for the HP 1000 E, F and A-series operating under RTE-6/VM (REV 2226 or later) and RTE-A.1 (REV 2214 or later) disc based systems. Must order appropriate processor option: 600, 601, 700, 701, 890 or 891 and media option 020-051. Includes a manual and a customer self-paced course.

Must order one of the following processor options:

Option	Description	Price
600	RIGHT TO USE ON A600	$3000
700	RIGHT TO USE ON A700,E,F	$4000
890	RIGHT TO USE ON A900	$6000
601	UPGRADE DISCOUNT A600	$1800
701	UPGRADE DISCOUNT A700,E,F	$2400
891	UPGRADE DISCOUNT A900	$3600

Must order one of the following media options:

Option		Price
020	MINICARTRIDGE MEDIA	N/C
022	7908/11/12 TAPE	N/C
041	8" FLEXIBLE DISC	N/C
042	5.25" FLEXIBLE DISC	N/C
044	3.5" FLEXIBLE DISC	N/C
050	800 BPI MAG TAPE	N/C
051	1600 BPI MAG TAPE	N/C

HP 91782R Right to Copy DSN/MRJE Price $0

91782R Right to copy 91782A software to one system. Previous purchase of the appropriate Right to Use product option is required. Must order appropriate processor option: 600, 601, 700, 701, 890 or 891. Includes a manual and a customer course.

Must order one of the following processor options:

Option	Description	Price
600	RIGHT TO COPY A600	$1500
700	RIGHT TO COPY A700,E,F	$2000
890	RIGHT TO COPY A900	$3000
601	UPGRADE DISCOUNT A600	$ 900
701	UPGRADE DISCOUNT A700,E,F	$1200
891	UPGRADE DISCOUNT A900	$1800

DSN/MRJE Hardware

MUST ORDER HP 12043A or HP 12260A

12043A MRJE PSI card for the A-series. Includes RS-232C cable. PRICE $2325.

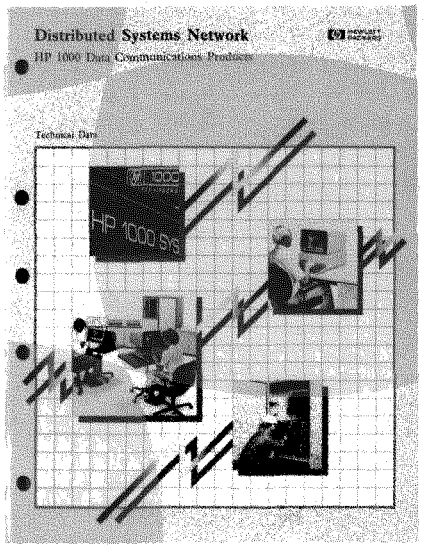
12260A MRJE PSI card for the E/F-series. Includes RS-232C cable. PRICE $1925.

The DSN/MRJE Sales Training Manual and Datasheet are in the mail.

The Sales Training Manual will provide you with information on: product features and benefits, target markets and product positioning, competition and performance. The Sales Training Manual also includes: a management summary, an introductory chapter on IBM concept a DSN/MRJE datasheet, DSN/MRJE application examples, a DSN/MRJE 1000/3000 comparison table and detail ordering information.

New Technical Data Book

Doug Tsui/IND



A new Technical Data Book for DSN/HP 1000 Data Communications Products has been distributed to the field. It is available from the Corporate Literature Distribution Center now. Order P/N 5953-7494. It supersedes P/N 5953-2896 and P/N 5953-2825.

Technical DCD

DCD Peripheral Support Policy Reviewed

Chris Van Woerkom/DCD

This is to explain DCD's definition of a supported peripheral and to give some of the ramifications of nonsupport. Other divisions use different standards.

For a peripheral to be supported on a product, it must first be safe and "legal" in that configuration. A peripheral must also work with the designated mainframe, and must be repairable. If the customer has a problem, he should be able to get his questions answered. Also, a peripheral is not necessarily supported just because it happens to work with a desktop; it should make sense to use that configuration.

Following are DCD's support requirements.

1. The peripheral in the mainframe system passes EMI and safety requirements (more below).

2. It must make sense to want to support the peripheral (or that peripheral option) on that desktop.

3. Drivers in the language to be supported have been checked out so it is known that the peripheral will work in that language. (Any statements that do not work should be enumerated.)

4. We have appropriate documentation support. A user can determine how to operate the peripheral on the desktop.

5. The factory has a way to support it. They can support the SE, CE, and SR.

6. The CE has available appropriate tests/diagnostics to be able to test and repair the peripheral according to the prescribed repair method.

7. The customer must have a way to verify that the peripheral works, and can communicate with the mainframe; i.e., he has a test routine available.

If the above criteria are met, a peripheral should be considered supported on that desktop and language configuration. Nonsupported systems are not encouraged; further, in some cases they are specifically *discouraged.*

Here is more explanation of specific points of the support requirements list.

1. Support is, as defined by both FCC and FTZ, the ability of a customer to select any combination of products that are "supported" by a mainframe, connect the system, and have this system meet the radiated emission specifications for that mainframe. If this system is not below the specified level, HP could lose VDE's/FCC's endorsement. We are under contractual obligation to these agencies, and are subject to applicable actions under breach of contract.

2. It is not practical to support every option and every peripheral with each mainframe. Consequently, DCD often will not support RS-232 options when HP-IB options are available. We also do not support peripherals that

are not a good fit with our charter of desktop offerings. Other divisions can and do support other peripherals on our desktops. They can select their own requirements for support, except that it is their responsibility to ensure legal compliance of the system.

3. While all peripheral drivers must work to support all capabilities on a peripheral, it is possible to consider a peripheral supported even if not all its capabilities are available in the language used. This applies when the language cannot support all the peripheral capabilities or when not all capabilities work properly in a particular language/peripheral combination. In either case, the available and missing capabilities should be specified.

4. The factory needs a way to support the product. Field support people learn through training classes. Many of these people then train the appropriate field forces.

5. The CE must be able to determine how to find and fix a problem. The Unified Diagnostics Strategy explains many of these requirements.

6. This requirement can often be met by testing the link to the peripheral, then simply running the peripheral self-test and reading the results. When these requirements are not met, the device cannot be listed as supported. In some cases, it is reasonable to not support a device, but to specify clearly which requirements are not met. Configurations that are considered unsafe should obviously be disallowed. "Non-EMC" configurations are to be discouraged, as explained above. If certain drivers do not work, it should be clearly stated which of the peripheral capabilities can be used.

Your attention to these guidelines will help maintain customer confidence in HP and avoid problems with the regulatory agencies.

ESD

New HP 9000 Color System

Dave Morse/ESD

You asked for it, so here it is!

In response to numerous requests, Engineering Systems Division has configured a "bundled" color system for the HP 9000 Model 20. The new system, known as the HP 9020T, will appear on the February 1 CPL with a list price of $65,585. This price represents a savings of almost $7,000 when compared to the sum of the component product prices!

The system is based on the HP 9020C in the same manner that the present monochromatic system (the HP 9020S) is based on the HP 9020B. Contents of the HP 9020T system are the same as the HP 9020S except the color CRT replaces the monochrome CRT.

With the introduction of the HP 9020T, the HP 9000 Model 20 now offers four product choices. To refresh your memory, these choices are listed below. All prices are US only and include freight to US destinations.

	Mono-chrome	High Perf. Color
Base product includes:	HP 9020B	HP 9020C
512 Kbytes RAM		
Flexible Disc		
CRT, keyboard		
Price:	$28,250	$39,885
Bundled systems include:	HP 9020S	HP 9020T
1 Mbyte RAM		
Flexible Disc		
Winchester Disc		
Thermal Printer		
CRT, keyboard		
BASIC Lang. Syst.		
BASIC 3D Graphics		
HP-UX Opt. Syst. (single-user)		
Fortran Compiler		
Pascal Compiler		
AGP/DGL Graphics		
Price:	$49,945	$65,585

The price of the 9020T reflects recently adjusted pricing criteria. We have resisted increasing the price of the 9020C to conform to these criteria. This is why there is a price disparity between the 9020B/C versus the 9020S/T.

HP-CIO Technical Reference Package

Bob Niland/ESD

Each HP 9000 system quote (and order) that includes one or more HP 271xx HP-CIO interface cards should include one 27132A Technical Reference Package (TRP) as a separate line item. This package is a set of reference manuals for the HP 27110A (HP-IB), 27112A (GPIO), 27128A (ASI) and 27130A (MUX) interface cards.

The TRP manuals cover the switch settings, control/status registers, pin outs, components and schematics of these interface cards. Much of this information is essential for proper configuration and use of these (customer installed) cards and is available nowhere else. None of the manuals in the TRP are shipped with any interface card.

What is shipped with the interface card is a short (6-8 page) Installation Manual. This manual is intended for repeat installations performed by personnel already familiar with the information in the TRP. This documentation structure reduces costs in multiple card sales, but may inconvenience a first-time customer if a TRP is not ordered.

HP 9000 Manuals and Binders

Kathy Bell/ESD

Manuals, manuals who has the manuals? We do!

Here is a listing of the HP 9000 manuals that are currently available from CSO:

P/N	Manual Title
09020-80030	Serv. Documentation Pkg.
09020-90010	Installation/Test-Mod.20
09040-90040	Preparing for Your HP 9000
97050-80020	BASIC Lang. Manual Pkg.
97050-90000	BASIC Programming Tech.
97050-90005	BASIC Language Reference
97050-90090	BASIC Where Do I Start?
97052-90000	BASIC Graphics Prog. Tech.
97053-90000	IMAGE Data Base Prog. Tech.
97053-90001	QUERY User's Guide
97053-90002	Data Base Design Kit
97056-90000	BASIC Async. Term. Emulator
97089-90000	The C Programming Language*
97089-90001	A User Guide to the UNIX Syst.*
97089-90020	I/O Expander Inst./Serv.

**These books are published outside HP and can either be ordered from CSO or purchased from most bookstores.*

Other manuals that are planned for HP-UX, but not available until HP-UX customer shipments, include:

- HP-UX Reference (based on the Bell UNIX User's Manual)
- HP-UX Quick Reference (an abbreviated version of the HP-UX Reference)
- HP-UX System Manager's Manual
- A selection of tutorial articles (based on the Bell UNIX Programmer's Guide, Vol. 2A and 2B).

The BASIC Language Manual Package includes "BASIC Where Do I Start?", "BASIC Programming Techniques", "BASIC Graphics Programming Techniques" and "BASIC Language Reference". Binders for these manuals are also included.

New three-ring binders have been designed for use by ESD and DCD. The binders are beige vinyl with the HP logo debossed in the front lower right-hand corner. A clear pocket is provided for a spine insert. These binders are available from CSO and they come in four ring capacity sizes: 1" (9282-0988), 1½" (9282-0987), 2" (9282-0989) and 2 ½" (9282-0993).

Peripheral Support on the HP 9000

Susanne Cochran/ESD

Good news! ESD has added the following products to its list of HP 9000-supported peripherals:

- 7933H with HP-UX (in addition to BASIC)
- 82902M
- 9885M/S with HP-UX (in addition to BASIC)
- 2608S
- 2626A with the 9030/40
- 97098A (I/O expander) with HP-UX in addition to BASIC.

In response to many questions about which peripherals are supported, which are unsupported but work and which will not work, we have prepared definitions for each category and listed those peripherals that fit in each category. These lists have been split into two *Computer News* articles (one in this issue and one in the February 15 issue). This first list covers those peripherals that are supported. The February 15 *Computer News* article will list those peripherals that are unsupported (but might work) and those that will not work. The lists will also identify configurations, if any, that are required. For option numbers consult your Configuration Guide (Pub. No. 5953-4615).

So what are "supported peripherals?"

SUPPORTED PERIPHERALS pass RFI, EMI and safety requirements. Their drivers have been checked out and any capabilities that are not supported have been identified. Documentation exists to explain how a user can operate the peripheral on the HP 9000.

Computer Museum

The factory has a way to support the SEO, CEO and SRs with these peripherals and the CEO has the necessary test procedures to be able to test and repair them. The customer has a reasonable way to verify that these peripherals work and can communicate with the 9000.

All peripherals listed here have full capability support, unless otherwise specified with special symbols (*, +, #, ^) in each category.

HP 9000 SUPPORTED PERIPHERALS

Hard Discs	BASIC 9020	HP-UX 9020	HP-UX 9030/40
7908P	yes	yes	yes
7911P	yes	yes	yes
7912P	yes	yes	yes
7933H	yes+	yes+	yes*+
97093A (10M int)	yes	yes	n/a

*Requires DC600 in 7908/11/12 for system distribution media
+7971A recommended for backup

FLEXIBLE DISCS	BASIC 9020	HP-UX 9020	HP-UX 9030/40
82901M	yes*	yes*	yes*
82902M	yes*	yes*	yes*
9130K (int'l)	yes	yes	n/a
9885M/S	yes*	yes*	yes*
9895A*	yes*	yes*	yes*

*Cannot be system boot disc

NOTE: Many different disc drives work with the HP 9000 and only certain drives can be used as system boot devices. The system can only boot from CS-80 devices including the HP 7908/11/12, HP 7933, HP 9020 internal flexible disc and 9020 internal Winchester disc. Any system configuration must include at least one of these devices to boot the system. System code is distributed on either flexible disc (for use with the 9020's internal flexible disc drive) or on a DC600 tape cartridge for use with the 7908/11/12. At least one of these devices must be available to initially load the system.

Magnetic Tape	BASIC 9020	HP-UX 9020	HP-UX 9030/40
7971A (HP-IB)	yes*#	yes*#	yes*#
88140L/S (79xx)	yes+	yes	yes

*Master or master/master only; slaves do not work
+Back up entire disc images only; not individual files
#Not system distribution media

Printers	BASIC 9020	HP-UX 9020	HP-UX 9030/40
2608S	yes*+	yes*	yes*
2631B/G (HP-IB)	yes	yes*	yes*
97090A (int'l)	yes	yes*	n/a

*No high-level graphics support
+Revision 1.2 BASIC (available in April)

Graphics Devices	BASIC 9020	HP-UX 9020	HP-UX 9030/40
7470A (HP-IB)	yes	yes	yes
7580A (HP-IB)	yes	yes	yes
7585A (HP-IB)	yes	yes	yes
9111A	yes	yes	yes
9872C/T	yes	yes	yes
98770B (Color)	yes	yes	n/a
98780B (B&W CRT)	yes	yes	n/a
98775A	yes	no	n/a

Terminals	BASIC 9020	HP-UX 9020	HP-UX 9030/40
2622A	no ^	no ^	yes*
2623A	yes+	yes	yes
2626A	no ^	no ^	yes
2627A	yes+	yes	yes
2647F	no ^	no ^	yes
2703A	yes+#	yes#	yes#

*Without opt 50 printer-RFI-EMI
+Single-user BASIC can only use terminals as input/output devices with I/O statements; they cannot replace the system console or be used for graphics statements
#No high-level graphics support
^Does not pass RFI

I/O CARDS	BASIC 9020	HP-UX 9020	HP-UX 9030/40
27110A (HP-IB)	yes	yes*	yes*
27112A (GP-IO)	yes	yes*	yes*
27128A (ASI)	yes	yes*	yes*
27130A (MUX)	no+	yes*	yes*
97098A (expander)	yes	yes	yes

*No interrupt capability or special control of card registers at this time
+Does not support interrupt capabilities, not fully QA'ed. Considered unsupported under Rev 1.2 BASIC in April.

Watch the February 15 issue of *Computer News* for the listing of Unsupported HP 9000 Peripherals.

Customers and Finstrates

Bob Niland/ESD

Many customers will be curious about the technology of their new HP 9000 and will be tempted to remove finstrates from the Memory Processor Module (stack). Although customers have been casually handling interface and memory cards for years, handling a finstrate without proper anti-static procedures is almost certain to result in damage to the ICs. Such damage is not covered by warranty.

To discourage unnecessary handling of finstrates, a seal is placed on the stack door prior to shipment. Breaking the seal may void the warranty on the finstrates. If your customer wants to examine the "innards" of the computer, have him or her order HP CE installation of the computer. The CE has static handling equipment (and new seals) and can conduct a safe "technology tour."

Technical BDD

BDD Incentive Program for CAE Software In Europe

Edmund Bernardi/BDD

In the last few months, BDD has introduced a range of application packages for the CAE market.

In order to motivate the European technical sales force to move towards "solution selling," BDD is offering a start-up incentive program. This is in addition to all the activities you have seen in the last two months, and those still to come!

1. HP Draft Free Consulting

For each HP Draft order, HP 98360A ("A" products only), received until March 31, 1983, the SR can offer the customer two days of SE consulting at no charge (BDD will pay for this time).

We hope this will motivate your customers to order now, ensure fast reference installations, and guarantee a successful start for the user.

You can obtain the credit by an IC-invoice to BDD, together with the copy of the SE activity report and the SW order number.

2. Original Color Prints for First SW Order

BDD will issue a limited edition of 150 prints representing the cover picture of the Application-SW Field Training Manual. These prints, 50 x 50 cm under glass, are all numbered and hand-signed by the artist.

We will present these to the SRs (one per area/country) who place the first order in FY'83 for one of the mechanical engineering application packages listed below. The order must be for an "A" product, and has to be placed *together with a desktop*. A maximum of one print per SR will be awarded.

Qualifying Products:

HP Draft	P/N 98360A
HP Design	P/N 98355A
HP FE I	P/N 98352A
HP FE II	P/N 98354A
HP NC 36	P/N 98464A
HP NCS 45	P/N 98463A

3. Win an HP-75!

To show BDD's recognition for successfully selling application software in the EPN network, we will award an HP-75 Portable Computer to the SR with the highest number of sold application packages ("A" products only) in each of the five regions. A minimum of three packages is required.

Qualifying products are those listed under (2) above, plus:

HP EGS/45	P/N 98300A
HP Spice	
- Single user	P/N 98163A
- Multi-user	P/N 98183A

The momentum HP's desktops gained from the Dawn introduction, reinforced by the latest number of turnkey solutions HP has ever offered, gives you an excellent chance to establish HP as a key supplier in the CAE market.

Personal BDD

New European Option G24 for HP Series 200 Model 26

Klaus Probsthain/BDD

BDD is proud to announce a new special Option G24 for the HP Series 200 Model 26A/S that allows you to connect an external 24V DC power supply. This is done by using the additional battery power connector on the desktop computer. The 24V power supply comes in addition to the already built-in AC power supply.

The request to set up this special option came from the famous German company, Daimler Benz, who wish to place 9826s in their test cars to use the desktop computer's full power during their measurements.

This is only one typical application in which the Option G24 is HP's best solution, but you can probably think of many more.

Specifications

- Battery system: 24V DC (−25% +30%), 4.5 A
- Line transient spike immunity (5 — 25 nsec duration): 300 V
- Regulatory compliance: All agencies except SEV
- Maximum battery cable length: 3 metres
- Grounding: Battery minus on chassis.

Notes

- Option G24 does not support Option 050 (Powerfail)
- Option G24 can be ordered in combination with G02 (detached keyboard) and/or G26 (enlarged characters)
- No upgrade capability
- Battery connector on rear of desktop computer is not protected against static discharge.

Ordering Information

Product Number: 9826A Option G24
Sales Force: 02
Supplying Division: B600
Price: $300

The customer receives a technical specification note with Option G24.

Because this is a special European option, the option number will not appear in the Corporate Price List.

CVD

Winning Big with CVD's Custom Products

Lorraine Fort-Calkin/CVD

Paul-Munroe Hydraulics, Inc. is a company currently competing in the field of hydraulic engineering. To sharpen their competitive edge, Paul-Munroe is using HP custom products internally as well as selling them to others in this field.

An authorized HP dealer, Paul-Munroe's five offices are located in California. The company, established 30 years ago, employs 400 people and now serves engineering customers throughout the US by providing hydraulic systems, components and accessories. The company has also established an educational services office that offers classes in basic and advanced hydraulics for employees, professionals in the fluid power industry, and others. In these seminars, professional engineers can take advantage of "refresher courses" to upgrade their skills. Many of the custom products Paul-Munroe purchased were dedicated for use in these classes.

Paul-Munroe began considering marketing custom products after the purchase of an HP 3000 computer. Originally intended as an instrument to handle accounting and inventory control, it soon became apparent that the HP 3000 would serve engineers who wanted to write hydrology programs. The Paul-Munroe marketing staff decided to explore the possibility of selling their hydrology programs to other HP 3000 users. Because of its convenient size and portability, the HP-41 was chosen as an alternative for those who need applications information readily available in the field. Custom ROMs and overlays provide an easily accessible and durable answer to this need.

Howard Brooke, field engineer in the Fullerton sales office, worked with Paul Munroe to help meet their need for Series 40 Handheld Computers, peripherals, custom ROMS and overlays.

After Corvallis Division received Paul-Munroe's hydrology software programs, the Custom Products group turned the software into ROM form in just eight weeks! Paul-Munroe also ordered custom overlays for its HP-41 Handheld Computers. Extra effort to meet the customer's expectations went into a red seahorse emblem, the company's logo, that appears on the face of the overlay. Custom overlays provide a convenient way to temporarily eliminate non-essential nomenclature for use with the ROM and redefined keys; and yet, users can still utilize the HP-41's standard key definitions by unplugging the ROM and taking off the overlay.

Customized Series 40 products have provided a productive and profitable venture for both Paul-Munroe and HP.

Mike O'Brien, spokesperson for Paul-Munroe said, "This is a new area of marketing for us. The fluid power industry has never been involved with computers to any great extent; we feel that we've really moved ahead in this area. We look forward to making even greater use of our Custom Products gains with HP-IL to improve productivity."

HP's low end products can complement your client's current computational solution. Coupled with Custom Products, Series 40 and Series 70 computers can provide low cost, application specific tools to those customers that require the added plus of complete portability. And, Custom Products just might give you the edge you need to introduce HP to prospective clients.

Personal DCD

HP Series 200 Competition at COMDEX Reviewed

Mike Forman/DCD

The 1982 COMDEX show in Las Vegas, November 29 to December 2, was a rousing affair, with more than 1500 booths and 50,000 attendees. Many displays featured computers based on the Motorola 68000 processor. The vast array of similar systems, at least on the surface, can be confusing to the customer. Here is a brief overview of the show to put things into perspective.

Most of the systems shown were clones of one another; that is, they featured a single 68000 as the CPU and had a UNIX-like operating system. In general, software was limited to programs currently available under UNIX. The HP Model 16 (9816) is generally priced competitively, and has more software, better display quality, and throughput.

Most of you have heard of the IBM 9000, the 68000-based controller from IBM Instruments, Inc. We had an opportunity to look at this machine closely for the first time. IBM used COMDEX as a forum to announce that their direct sales force would be selling the 9000. Previously, it was handled only by the instrument salespeople. This may be an important event for IBM in penetrating OEM accounts.

The IBM 9000 is a modular computer, basically a CPU with 128K RAM, soft keys, display, and system ROM. The keyboard, printer, and mass storage are optional. The only language available is a limited BASIC, but FORTRAN and Pascal have been announced. Software now consists of the chromatography package IBM uses with its instrument offering.

Customers we interviewed were lukewarm to the IBM 9000, citing lack of software, display quality, and appearance as key factors in their reaction. We'll take a longer look at this product in the future, and will keep you up to date on any information we get.

Audience reaction to the Model 16 was spectacular. The overall package, family compatibility, price, and software all impressed booth visitors. One customer commented, "This is the most significant new product at the show!"

PCD

HP Series 80 Personal Productivity Pac Special Offer Extended

Chuck Dennis/PCD

Following your numerous requests, the Personal Productivity Pac "Special Offer" order deadline has been extended from February 28 to April 30, 1983.

The Personal Productivity Pac for the HP-86/87 includes the following software:

- VisiCalc® Plus
- WORD/80
- FILE/80

Each pac is individually priced at $250, but the special offer provides all three for $250 — a $500 savings in the three most requested pieces of personal computer software. All normal HP discounts apply to the $250 price. The pac is on the HEART order system and will be shipping in quantity on January 3. For 3.5" media, order #00087-13331. For 5.25" media, order #00087-13531. All orders must be shippable by May 31, 1983.

Effective May 1, 1983, the Personal Productivity Pac price will increase to $495 on the HP Corporate Price List.

This has proven to be one of the most popular software promotions we have conducted. Many thanks for your efforts.

Visicalc is a registered trademark of VisiCorp.

HP Series 80 Data Link Software

Tim Mackey/PCD

As I mentioned in my December 1 *Computer News* article, HP Series 80 has a DSN/DL Data Link Interface to allow Series 80 to act as a slave node on the DSN/DL multi-drop network.

Thanks to the efforts of Bill McDermid, the engineer who designed the interface, there is now a terminal emulation driver program available for use in HP 1000 DSN/DL environments. This program is loaded onto the Series 80 computer and provides softkeys for uploading the downloading. All HP 1000 commands can be invoked from the Series 80 computer, just as if it were a remote terminal to the HP 1000.

This program is available from our Series 80 User's Library by ordering program #900-0078 Data Link Emulator for HP-86/87 or program #900-0080 for HP-85. Also, if you have not already done so, it is necessary to order #900-0068 IPBIN87 or #900-0024 (IPBIN) for the HP-86/87 or HP-85 respectively.

For additional assistance and information about Data Link for Series 80 feel free to call myself or Mike Mohrman (technical support) at PCD.

POD

Series 100 Free Software Support

Jane Beule/CTG

Many of you have been asking about the status of the free 90-day SIS offer. The answer is that it has been extended and will remain in effect indefinitely. A new flyer describing the offer has been designed by CSD and is now included with all Series 100 systems shipped to US and Canadian customers. (CSD has extended the offer to Canada — effective 11/1)

The old flyer was shipped to US customers — it stopped being shipped on October 15, 1982. Therefore, some of your customers received systems in November and December without being aware of the offer. Those customers are still eligible for the free 90-day support program!

In order to enroll them, just call your regional PICS Center* and give them the following information:

Product Information

- Computer Model Number
- Serial Number
- Purchased from (HP Sales Office/OEM or System House/Authorized HP Dealer)
- Date received
- Customer's Applications

PICS Caller Information

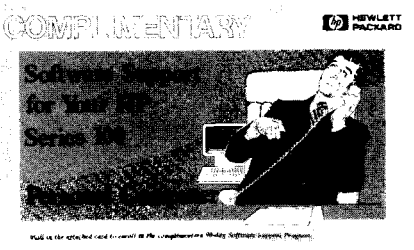
- PICS Caller Name
- Telephone Number
- Title
- Company
- Division/Department
- Address
- City
- State
- ZIP Code

In most cases, an HP SR should call the PICS Center with the above information. The customer can also call if need be, but he/she may be asked to supply some "proof of purchase" such as a copy of a receipt.

Encourage your customers to take advantage of this offer. It will help bring them up to speed on their new Series 100 computer and it will acquaint them with HP support products that we would like to continue to sell them in the future!

*The Regional PICS Centers Are:

CANADA: Kirkland, Quebec
EASTERN: Rockville, MD
MIDWEST: Farmington Hills, MI
NEELY: Brisbane, CA
SOUTHERN: Richardson, TX



ICON HP 125 Sales Contest a Success!

Bob Hsia/POD

Contest Winners (left to right) Alberto Reveron, Francisco Diaz, Rob Carmichael, Felicia Teo, and Lynn Ogilvy pose with Cyril Yansouni (General Manager, Computer Terminals Group).

Congratulations to the five winners shown here and also to all those SRs who have been successfully selling HP Series 100 — the HP 120 and HP 125.

As you recall, the contest began in ICON on February 1, 1982 and ran for nine months. The objective was to sell the most 125s in each of the ICON sales areas within that period, and the prize was a trip to Cupertino for the Senior Sales Seminar and other special events.

Felicia Teo won in the Far East (16 systems), with Vincent Lee in second place. Felicia came through in September with strong sales to a Singapore OEM. Rob Carmichael sold 34 systems in the Australasia area, closely followed by Phil Perry (30 systems) and Colin Scott (26 systems). In South Africa, Lynn Olgilvy led all the way. She ended up with credit for 19 systems.

The Latin American area had a tie! When the contest closed, both Francisco Diaz and long-time contest leader Alberto Reveron had sold 31 systems.

Thanks to everyone for making this sales contest work, and congratulations to the winners!

Insurance Rating Company Selects HP 125 as Its "Flagship Computer System"

Randy Vetter/SR Troy, Michigan

Nordhaus Data Systems of Michigan was founded in mid-1980 as a marketing company selling the Nordhaus Marketing Management System to independent insurance agents in Michigan and Ohio. They were interested in expanding their current product line, data processing software and hardware products, to a low cost microcomputer. Their short range plan was to offer an automobile and home owner insurance rating system immediately because they believed they could write this software quickly, thus generating immediate revenue. Their long range goal was to expand this software to offer word processing, accounting, policy profiling, and marketing tools to small and moderate sized agents. The criteria set for the selection of hardware was as follows:

1. The computer would be competitively priced.
2. Vendor would have proven track record.
3. Maintenance would be handled by computer vendor.
4. Word processing would be offered by computer vendor.
5. Computer should have communications capabilities.
6. System would have growth capabilities.

In selecting the hardware, Nordhaus considered Data General, Digital Equipment and Hewlett Packard. Texas Instruments, Apple, Commodore, Radio Shack and other micro vendors were disqualified because of their hardware maintenance policies.

The HP-85 was initially selected based on our reputation for quality, reliability and service. The HP-85 was a good starter system but lacked the word processing capabilities Nordhaus wanted. To date, Nordhaus has sold over forty-five HP-85s.

HP 125 Comes to the Rescue

When HP announced the HP 125 Computer, it was a natural for Nordhaus because it fulfilled the additional capabilities as well as their long range plan in providing additional software/hardware to the insurance industry. Their insurance rating software was quickly converted to the HP 125 from the HP-85 with the assistance of LINK/125. Their programming staff has recently finished the insurance agency accounting/marketing software. The word processing package and the communications capabilities of the HP 125 easily satisfied Nordhaus' needs.

Nordhaus Vice President, Bill White, has stated that "the HP 125 is a very marketable product." During the past four months, Nordhaus Data Systems of Michigan has sold seven HP 125s. Their goal is to sell two a month for the next four months and three a month for the following twelve months.

We're glad to have Nordhaus as one of our new OEMs.

Enhancements for HP Series 100 Software

Dave Melin/POD

Enhancements have been made to HP Series 100 core software—VisiCalc®, Graphics, DSN/Link, and Word. All new "B" versions for these products include downsized, looseleaf manuals (8½" x 5½"). Other improvements are listed below.

Series 100/Graphics

Vertical text slides can now be plotted, and the size of any slide is controllable. In addition, subscripts, superscripts, and local characters can now be plotted.

Series 100/DSN/Link

This new Link product allows Series 100 POCS to transfer files to HP 3000 host systems in either binary or ASCII format, with error checking. An expanded command file library enables your customer to customize his/her file transfer process.

For more information on software enhancements, see the *Series 100 Communicator* (issue number 3), or the *Series 100 Field Training Manual.*

VisiCalc is a registered trademark of VisiCorp.

New Manuals for HP Series 100

Steve Ivy/POD

Along with the introduction of the HP 120 and related software and peripherals comes a completely new set of manuals for the Series 100 Personal Office Computers.

New Format

In addition to describing the new product features, the manuals have taken on a new format. Manuals shipped standard with each system and with application software products (VisiCalc®, Graphics, Word, and DSN/Link) have the following format:

- Smaller page size — 5½" x 8½" rather than 8½" x 11". Though smaller, these manuals are more readable because of the high-quality type used.
- Individual binders for each product — each product now has its own customized, cloth-covered, silk-screened binder. As a result, documentation for a given product is more easily accessible.
- A more useful package — the binder fits into a slip case which makes for easy storage on a shelf. Each binder also contains a plastic disc envelope, in which you can store the Master Disc for that product.

New Manuals

The manuals have been rewritten and updated to describe new features. In addition, Tutorial Manuals and Quick Reference Guides are now available.

Manuals Shipped with Every System

New installation guides have been written for both the HP 120 and HP 125. Superseding the *Getting Started With Your HP 125* manual, these installation guides use pictures and step-by-step instructions to help you properly install a Series 100 Personal Computer.

The all-new *Series 100 Owner's Manual* replaces the existing *HP 125 Owner's Manual* and *HP 125 Utilities Manual.* Rewritten and restructured to better address the needs of a non-technical user, the Owner's Manual also describes the software enhancements (including the new BACKUP and application installation programs) in the new A.02.00 version of the Operating System.

Application Software Manuals

In addition to reformatting and updating manuals for the new Series 100 VisiCalc®, Graphics, Word, and DSN/Link products, we have added some tutorial and quick reference guides.

The current documentation for VisiCalc®/125 has been restructured into a tutorial manual, a reference manual, and quick reference guide. The tutorial manual, entitled *Getting Started With Series 100/VisiCalc*, guides you through the operation of the program. The *Series 100/VisiCalc Reference Manual* provides a detailed summary of all commands and functions associated with VisiCalc®. The *Series 100/VisiCalc Quick Reference Guide* provides a pocket-sized summary for the experienced user.

For Series 100/Graphics, the original Graphics/125 manual has been restructured and rewritten to include all of the features of the new Series 100/Graphics Package. This manual, entitled *Series 100/Graphics Reference Manual*, also has several new appendices including how to plot Series 100/VisiCalc® files, using graphics to your advantage, and an expanded troubleshooting section. In addition, a *Series 100/Graphics Quick Reference Guide* has been added.

In an earlier *Computer News* article, we described the new documentation available for the Word/125 product including a tutorial and a quick reference guide. For the Series 100/Word product, all of these manuals have been reformatted and updated. The manuals include *Getting Started With Series 100/Word*, the *Series 100/Word Reference Manual*, and the *Series 100 Word/Quick Reference Guide*.

The existing Link/125 manual has also been reformatted and re-written to reflect changes made to Link/125 for the Series 100/DSN/Link product. This new manual is entitled the *Series 100/DSN/Link Reference Manual*.

How Do I Get These Manuals?

The policy of not making additional copies of application software manuals available to customers is still in effect; only the Installation and Owner's Manuals are stocked at CSO. To obtain manuals for application software products, you must submit an I2 HEART Order.

To make it easier for you to order documentation for any given product, we have set up special manuals kits. The kit numbers (and contents) are listed here.

VisiCalc is a registered trademark of VisiCorp.

HP Series 100 Manual Kits

Kit Description	*Kit Number*
Series 100 Owner's Manual Kit	**5061-3211**
Series 100 Owner's Manual	45500-90020
Series 100 Owner's Binder	5955-3975
Series 100 Slip Case	5955-3976
HP 125 Installation Manual Kit	**5061-3212**
HP 125 Installation Guide	45500-90019
HP 125 Installation Binder	5955-3980
Series 100 Slip Case	5955-3976
HP 120 Installation Manual Kit	**5061-3213**
HP 120 Installation Guide	45600-90002
HP 120 Installation Binder	5955-3974
Series 100 Slip Case	5955-3976
Series 100/VisiCalc Manual Kit	**45531-60001**
Getting Started with Series 100/VisiCalc	45531-90011
Series 100/VisiCalc Reference Manual	45531-90012
Series 100/VisiCalc Quick Reference	45531-90013
Series 100/VisiCalc Binder	45531-90014
Series 100 Slip Case	5955-3976
Series 100/Graphics Manual Kit	**45532-60001**
Series 100/Graphics Reference Manual	45532-90011
Series 100/Graphics Quick Reference	45532-90012
Series 100/Graphics Binder	45532-90013
Series 100 Slip Case	5955-3976
Series 100/Word Manual Kit	**45533-60003**
Getting Started with Series 100/Word	45533-90011
Series 100/Word Reference Manual	45533-90012
Series 100/Word Quick Reference	45533-90013
Series 100/Word Binder	45533-90014
Series 100 Slip Case	5955-3976
Series 100/DSN/Link Manual Kit	**45534-60001**
Series 100/DSN/Link Reference Manual	45534-90009
Series 100/DSN/Link Binder	45534-90010
Series 100 Slip Case	5955-3976

BCG

IBM S/34 Conversion to HP 3000

Marc Burch/BCG

Are you looking for an HP 3000 sales opportunity? Now is the time to convert IBM S/34 users to the HP 3000. There are almost 70,000 IBM S/34s in the marketplace and we have found conversion to an HP 3000 no more difficult than converting S/34 to S/38.

On a recent trip to Canada I reviewed Info-Centre, a third party company that provides an IBM S/34 to HP 3000 conversion package called "Switch 34." This package emulates the IBM S/34 and the users see their screens, menus, and reports in virtually the same format as before. Even data processing has a smooth transition. For more information about Info-Centre, or any of the other third party companies that provide conversions, contact the following:

Info-Centre Ltd.
7575 Trans-Canada Hwy.,
Suite 201
St. Laurent, Quebec H4T 1V6
Telephone: 514-337-5007
Contact: Jackie Shart, HP Montreal

Dataflow Systems, Inc.
435 East Main Street, Suite J2
Greenwood, IN 46142
Telephone: 317-888-3640
Contact: Roger E. Biery, HP Indianapolis

Datamaster Computer Service
707 E Street
Eureka, CA 95501
Telephone: 707-445-8777
Contact: Gary Todoroff, Datamaster

Maryland Computer Service
2010 Rock Spring Road
Forest Hill, MD 21050
Telephone: 301-879-3366
Contact: Jim Banisch, HP Rockville

McDonnel Enterprises, Inc.
P.O. Box 1182
Issaquah, WA 98027
Telephone: 206-392-8498
Contact: Vic McDonnell, McDonnell Enterprises

Your sales strategy should be to sell the total HP solution to a customer who wants more than just RPG or a higher horsepower S/34. Don't wait for later — sell now — and if you know of any other third party companies that provide IBM conversions, please let me know.

New Brochure Available from Users Group

Jo Anne Cohn/BCSC

Do you need help answering your customers' questions about the HP 3000 International Users Group? If so, a new brochure published by the Users Group entitled, "Information through Interface and Involvement" may be just what you need.

This color brochure explains the services and benefits your customer will get from joining the Users Group. It tells of the contributed software library, the international conferences, the special interest groups and much, much more.

Brochures are now available in the sales offices. To order more, simply contact the Literature Depot for publication number 5953-7466 or contact the HP 3000 International Users Group at 415-941-9960.

CSY

New Dimensions in Small Business Computer Systems

Ray Esquivel/CSY

Hewlett-Packard announces a set of enhancements to the HP 250 Small Business Computer System which provide the best price/performance level ever for this powerful, yet easy-to-use business system. The enhancements strengthen an already remarkable product by:

- Adding a new model to the HP 250 family
- Improving the number of users supported
- Expanding the peripheral and software support on the HP 250
- Further lowering system and peripheral prices making the capabilities of the HP 250 even more affordable to small businesses.

Dimension 1: Model 25 Added to the Family

The Model 25 is a major new addition to the HP 250 family of business computer systems. Equipped with a 9.7 Mbyte integrated 5¼" Winchester hard disc and a 1.2 Mbyte flexible disc drive, the Model 25 provides an attractive price/performance level for entry level computer users. It also fills the gap where the 4.7 Mbyte Model 20 does not provide quite enough disc storage for the job and the 7908P (16Mb) based Model 30 provides too much. The Model 25, like the Model 20, is customer installable and can be upgraded to a large HP 250 system configuration, thus providing a software compatible growth path which protects the customers' software investment.

Dimension 2: 11-User/Task Support

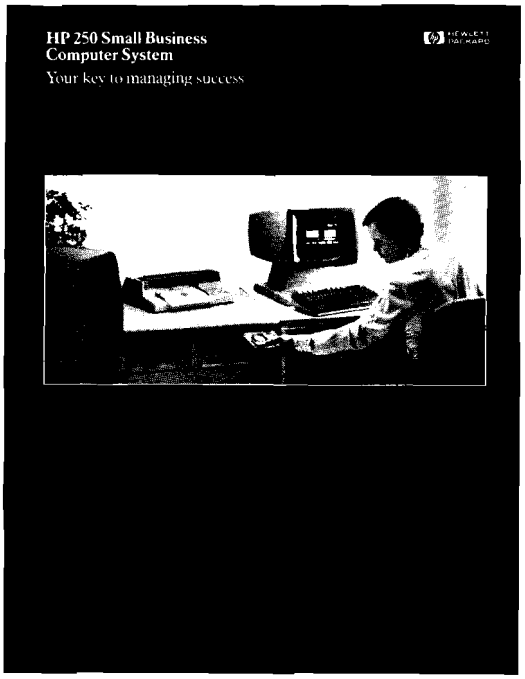
The HP 250 Small Business Computer System now supports of up to 11 users and/or tasks versus the previous maximum of six. The new version of the HP 250 operating system, O.S.5, provides this expansion capability to growing small businesses who need to add users and/or peripherals. In order to provide each user/task with up to 64Kbyte partitions, the maximum amount of main memory supported on the HP 250 was correspondingly increased from 576Kb to 896Kb.

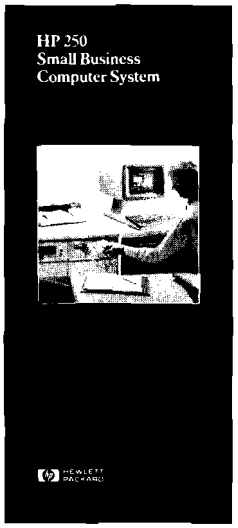
O.S.5, which replaces O.S.4 (B.04.02), also includes a *disc directory cache* in main memory which provides improved system throughput for those systems having large quantities of files per disc drive. This is done by storing the disc directory addresses of the most recently used files in the common block area of main memory. The result — large system configurations could realize up to 25% improvement in system throughput. (NOTE: Actual performance is heavily application-dependent).

These and other enhancements to the HP 250 operating system provide the capability for small businesses to manage their success with a computer system that meets their needs as they grow.

Dimension 3: New Peripheral and Software Support

The price of convenience and letter-quality printing solutions is now lower than ever. The HP 250 now supports the 80-cps dot matrix printer (HP 82905B) and the 20-cps letter quality daisywheel printer (HP 2602A). These printers provide the cost-effective printing solutions which small businesses require. And they not only go with new system sales but also as add-ons to installed customers using O.S.5.





Ordering Information		US List Price
HP 250 Model 20		
45260A	HP 250 System Processing Unit	$ 9100
Opt. -022	4.7 Mb Integrated Disc Drive and 1.2 Mb Flexible Disc Drive	3690
Opt. 033	Factory sets port 5 to 4800 baud to support HP 82905B printer	N/C
Opt. 04X	(041-049) No charge option to get standard software on floppies instead of tape cartridge.	N/C
HP 250 Model 25		
45260A	HP 250 System Processing Unit	$ 9100
Opt. -025	9.7 Mb Integrated Disc Drive and 1.2 Mb Flexible Disc Drive	4695
Opt. 033	Factory sets port 5 to 4800 baud to support HP 82905B printer	N/C
Opt. 04X	(041-049) No charge option to get standard software on floppies instead of tape cartridge.	N/C
HP 250 Operating System (O.S.5)		
Note: O.S.5 is included with new system orders and is automatically provided to installed customers with CSS or SSS contracts. Customers not on contract must purchase an update copy.		
45230B	Update copy of B.05.00 version of HP 250 operating system.	$ 1800

Printers		
HP 82905B	80-cps dot matrix printer for low volume printing applications. Must order 45260A-033 when printer is ordered with 45260A-022, or -025.	$ 795
Opt. 240	120v., RS-232-C Interface	100
340	220v., RS-232-C Interface	150
440	240v., RS-232-C Interface	150
8120-3258	3 meter cable	60
HP 2602A	20-cps daisywheel letter-quality printer 120v., RS-232-C STD	1950
Opt. 015	220v., RS-232-C	N/C
017	240v., RS-232-C	N/C
Graphics Software		
45170A	SLIDE/250 overhead transparency maker. Run-only software on tape cartridge.	$ 350
-041	Run-only software on flexible disc media.	N/C
45170R	Right-to-Copy 45170A, SLIDE/250	245
Disc Drive		
7908P	16.5 Mbyte Integrated Storage Unit w/16.5 Mb disc drive, Tape Cartridge Drive, Controller, 16.7 Mb Tape Cartridge and 2 meter cable.	$10,110
Opt. 140	Deletes Tape Cartridge Drive	(3500)
Personal Workstation		
HP 2622D	Personal Workstation, US Keyboard	$ 2250
Data Communications Software		
45230B	HP 250 O.S.5	$ 1800
Opt. A10*	Deletes operating system and supplies *only* TIO-II utility on flexible disc media.	(300)
Opt. A11*	Same as A10 except TIO-II Utility supplied on Tape Cartridge.	(300)

*These options are ordered with the 45230A product at a net price of $1500 for TIO-II. No local language selection is available for this product.

For graphics needs, SLIDE/250 has been developed to provide the software capability for producing presentation quality textual overhead transparencies. And of course, when used with the appropriate plotter, SLIDE/250 can be used to produce posters, flyers, inserts for reports and many other text-oriented items using a variety of character types. In combination, SLIDE/250 , DSG/250, and the HP 7470A graphics plotter provide a low cost graphics solution for the data analysis and presentation needs of HP 250 users.

The HP 250's asynchronous terminal capability has also been enhanced and is called TIO-II. TIO-II is designed to allow OEMs and Major Accounts with data communications expertise, to interface the HP 250 to RS-232-C/V.24 devices and systems which do not support the ENQ/ACK or HP 2601A XON/XOFF protocols. TIO-II is available as a separately priced software utility with unlimited right-to-copy as a standard feature.

Dimension 4: Lower Prices

On the Model 25 — The new Model 25 is priced at just slightly more than the price of the Model 20 and with 10 Mbytes of disc it is a great price/performance value to small businesses.

On Main Memory — The 512 Kbyte memory board has been lowered in price providing more value to those customers wanting to take advantage of the improved O.S.5 user/task support. The HP 250 continues to be an industry leader in offering low cost memory.

On the HP 7908P Disc Drive — The 7908P (including the tape cartridge drive for backup) has been lowered by $1000. This makes the 16.5 Mbyte disc drive even more attractive as an add-on to your customers' current system or with a new purchase of an HP 250.

On the HP 2622D Personal Workstation — Not only can the HP 250 support more workstations but the workstations also cost less — 10% less!

This set of exciting enhancements make the HP 250 an even more attractive solution to the data processing needs of small businesses. The product features data base management, softkey and menu driven commands, productivity enhancing utilities, and a wide variety of applications software provided by Value-Added System Suppliers.

New HP 250 Sales Literature

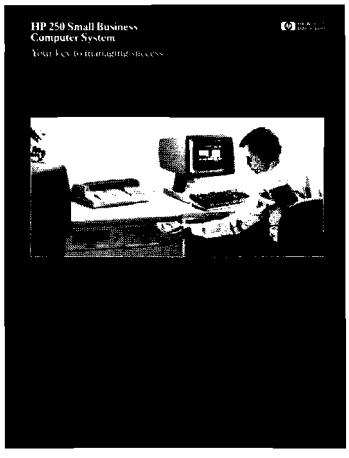
Ray Esquivel/CSY

Not only do you have a whole set of HP 250 product line enhancements to sell but now you also have a new set of sales literature to help you be even more successful in your effort.

HP 250 Flyer (5953-3455)

This piece provides a brief summary of HP 250 features and capabilities and is intended to be used as a direct mail piece included with your company letter and application literature. This piece easily fits into a standard size business envelope and will help you to be even more successful in your prospecting efforts. You may obtain this piece through Corporate Literature Distribution.

HP 250 Management Brochure (5953-3456)



This eight page literature piece is designed as a response piece to direct mail inquiries and for providing a general overview of the HP 250 product line to qualified leads and identified decision makers. You may obtain this piece through Corporate Literature Distribution.

The HP 250 General Information Manual (45260-90081)

The HP 250 GIM is a 40 page manual designed to provide detailed product information. This piece should be used for the closing process on serious prospects and those individuals making more technical evaluations of the system. This piece must be ordered, at a small charge per copy, through HP's Computer Supplies Operation (CSO).

The HP 250 Price and Configuration Guides

The HP 250 US Price Guide (5953-3457D) and the HP 250 Configuration Guide (5953-3458) each contain current pricing and configuration information on the HP 250 product line and all the new enhancements. You may obtain copies of both of these through Corporate Literature Distribution.

This set of sales literature will enable you to enhance your marketing efforts. With professional quality sales pieces and current, accurate product information you'll have a leg up on the competition.

FSO

BGD Proudly Announces HP Financial Accounting

Angela Ramsay/BGD

BGD is proud to announce HP Financial Accounting, a range of HP 3000 applications software which can be automatically interfaced, to give your customers a complete financial accounting solution.

Product Overview

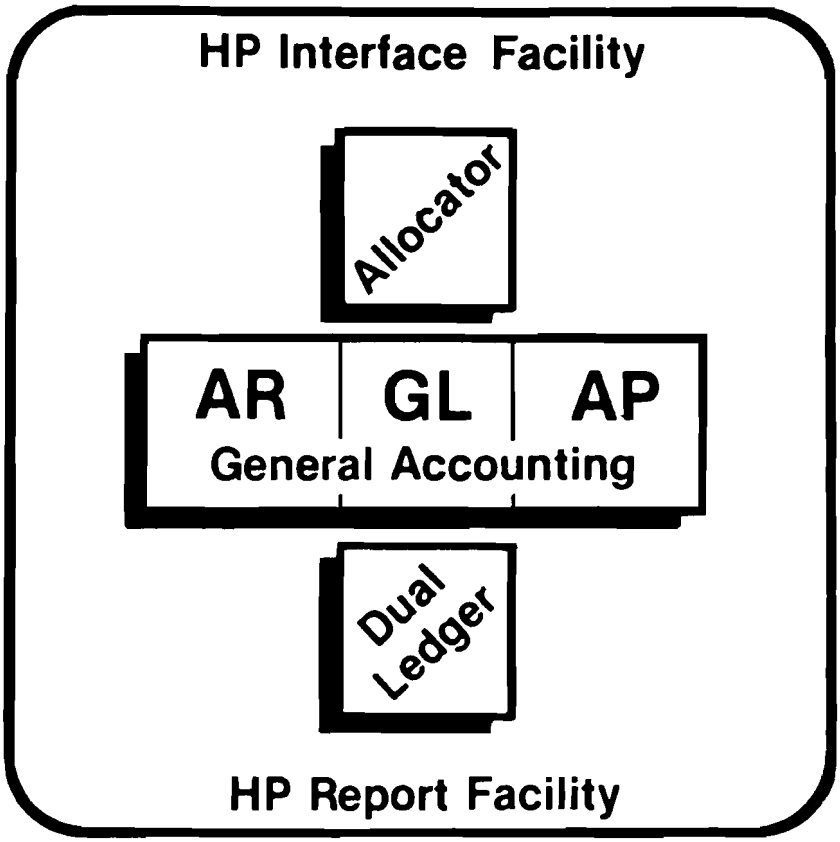
Accounting is essential to virtually all businesses, whatever their size or special needs, and HP Financial Accounting offers solutions which can be used in many environments.

HP Financial Accounting is composed of eight separate products. The entry-level, non-customizable product, HP General Accounting, is an integrated low-cost solution for your customers with standardized accounting and bookkeeping needs. This product includes the same comprehensive set of features as found in HP General Ledger, HP Accounts Receivable and HP Accounts Payable. It can be used in conjunction with HP Report Facility or HP Interface Facilty. It is not intended for customers who need customization capabilities, however.

HP General Ledger, HP Accounts Payable and HP Accounts Receivable can be purchased as stand-alone applications or they can be automatically interfaced to provide a complete, integrated financial accounting solution — a solution which includes additional screen and data base customization capabilities.

Computer Museum

HP Financial Accounting



For your customers with more sophisticated accounting requirements, two products are available which enhance the capabilities of HP General Ledger. HP Allocator automatically spreads actual costs and budget information to appropriate responsibility centers and makes even the most advanced cost allocations simple. HP Dual Ledger maintains a secondary ledger which accommodates two different sets of accounting conventions. Your customers can interactively maintain and report information reflecting different tax accounting systems, different management information, and even different currencies.

The product offering is further enhanced by HP Report Facility and HP Interface Facility. HP Report Facility allows modification of standard report formats or the design of completely new reports without any knowledge of databases. HP Interface Facility reduces implementation time by interactively reformatting data which is transferred between HP Financial Accounting and other in-house systems.

"White Collar" Productivity

HP Financial Accounting focuses on increasing productivity in key areas in your customer's environment — accounting, EDP and functional management. In particular, it is a product for financial managers who want increased sophistication, improved cash management and up-to-the-minute financial information.

Customization

All applications, except HP General Accounting, include the ability to customize HP's standard package without changing the programs. Screens, reports, interfaces, database structure, error messages and "help" screens can all be customized. And this customization in no way affects HP's support commitment. Over 500 HP 3000 sites have already purchased and successfully implemented this customizer technology with either MM/3000, PM/3000, or both.

Multi-national

HP Financial Accounting can handle both sales and value added tax, multiple currencies, differing payment methods, varying national reporting requirements and it is documented in local languages. It's the ideal solution for your international major accounts (check with your nearest Application Center for introduction schedules in countries outside North America and the United Kingdom).

Ease-of-use

Simple menus and function keys guide users through each application. On-line documentation and error messages give clear and comprehensive explanations and extensive, user-oriented documentation is provided in local languages.

These are just a few of the features that make HP Financial Accounting such an attractive product. And don't forget the fact that, unlike most of the competition, we are able to offer a one vendor solution with all the benefits this brings to the customer. HP Financial Accounting can be sold to the installed base or used as a door-opener into new accounts.

Sales Aids

An introduction package has already been mailed to all commercial SRs and SEs. Included is a Field Training Manual, with five hard copy overheads illustrating the product's main selling points, and is accompanied by a script which will help make those first presentations effective. It also includes a glossy flyer and a General

Information Manual which provides a managerial overview to help decision-makers evaluate the product. For a more detailed evaluation a new sales aid is available — a Product Evaluation Guide which includes detailed information on features, screens and reports. A customer seminar set is also available with a comprehensive script and slides in 35mm or overhead form.

Prices and Availability

US list prices are as follows:

HP General Ledger	$6,000
HP Accounts Receivable	6,000
HP Accounts Payable	6,000
HP Report Facility	5,000
HP Allocator	4,000
HP Dual Ledger	6,000
HP Interface Facility	5,000
HP General Accounting (GL/AP and AR)	10,000

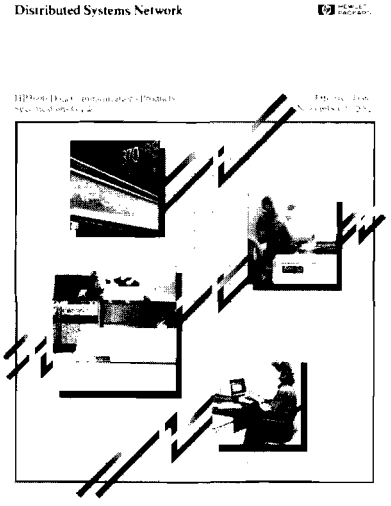
All products are on the January 1 CPL and first North American deliveries of HP General Ledger, HP Accounts Payable, HP Accounts Receivable, HP Report Facility and HP Dual Ledger are expected in April. HP Interface Facility will be available in May, and HP Allocator will be available in July.

IND

New Datacomm Spec Guide

Doug Tsui/IND

The long-awaited Specifications Guide for DSN/HP 3000 Data Communications Products has been distributed to the field. It is also available from the Corporate Literature Distribution Center now. Order P/N 5953-7444. It should also contain one update sheet inside the guide.



Symbolic Debugging with HPTOOLSET

Dick Wong/IND

HPTOOLSET provides a powerful symbolic debug tool for COBOL II program testing. You and your customers may be asking, "What is symbolic debugging? How will it benefit me to use it?" The following information will help you answer these questions.

The testing phase of program development is often the most time consuming — as much as 50% of the program development effort. During this phase the programmer verifies the logic of the program against test data and detects any abnormalities in the program (such as endless loops).

The programmer has several alternatives available to debug programs. The programmer can invest a substantial portion of time in learning to use a traditional debugging tool, such as MPE Debug. In this case, the programmer must understand the architecture of the HP 3000, and must have extra listings available in order to set program breakpoints. A breakpoint is a suspension in execution of a program which permits the programmer an opportunity to examine variable values and to change these values. By next resuming execution of a program, the programmer can monitor whether or not the program is following the intended logic. The programmer must translate variable names and locations from the program into memory addresses to be used by MPE Debug, a formidable task for many programmers.

The challenges posed by the first method often leads the programmer to select the following: add extra statements into the source program to print variable values.

This alternative is inefficient since the additional statements inserted to perform these operations means recompilation of the program, often a very time consuming step. Finally, all these extra statements must be deleted from the final version of the program. There must be a better way!

HPTOOLSET provides a powerful symbolic debugging tool which offers the best alternative for program testing. Rather than using primitive level memory addresses and locations, the programmer can now use actual statement labels and variable names from the COBOL II program. Note the following examples:

- *To Set a Breakpoint*
  MPE Debug:
  ?b 1,120+13:@
  HPTOOLSET Symbolic Debug:
  >> At 220-VALIDATE
- *To Display a Variable Value*
  MPE Debug:
  ?d 'Q+20'/2,10,A
  HPTOOLSET COBOL II Symbolic Debug:
  >> DISPLAY EMPLOYEE-NAME

Under MPE Debug, the programmer uses the compiler, VERBS, MAP and

Segmenter PMAP listings in order to translate variable names and locations into their machine address equivalent.

Under TOOLSET's COBOL II Symbolic Debug, the programmer may set breakpoints by using the actual COBOL II paragraph name in the program (in this case 220-VALIDATE above).

Displaying the value of a variable during a program breakpoint is even more obscure using MPE Debug. With TOOLSET, it's very simple to do. Changing the value of a variable is even more easily accomplished using TOOLSET (MOVE 'JONES' TO EMPLOYEE-NAME).

TOOLSET's symbolic debug reduces the need for the programmer to understand the internal architecture of the HP 3000 and speeds up the program debugging step. Adding another breakpoint does not require recompilation of the source each time. Because symbolic debug is simple to use, and the fact that it is integrated with the editor and compile listing (you can set breakpoints and display variable values directly from your online compile listing), programmers are encouraged to more thoroughly test their code. This leads to higher quality tested code, as well as improved programmer satisfaction by not having to understand memory addresses or having to undergo numerous recompilations. TOOLSET's symbolic debug is the best alternative for COBOL II program testing for your COBOL II programmers.

HP 2333A Configuration Correction

Donna Merlino/IND

An invalid configuration for the HP 2333A Multipoint Cluster Controller was printed in the December 15th *Computer News.*

A Cluster Controller is configured *only* with a DSN/Data Link for *local* configurations. It is *not* configured with a 30225B cable as shown in the referenced article.

For local configurations, configure the HP 2333A with a DSN/Data Link. For remote configurations, use the 30221A/30222B INP Cables for modem connections and the Option 022 of the HP 2333A.

How to Order an ATP with HP Direct Connect Type 232

Donna Merlino/IND

This article further clarifies how to order HP Direct Connect Type 422 and HP Direct Connect Type 232 ports. When ordering the 30145A Direct Connect Port Controller, the connection defaults to quantity 12 ports or Direct Connect Type 442. To change this connection to Direct Connect Type 232, it is necessary to order quantity 3 of Option 002. This will ensure that all 12 ports are Direct Connect Type 232.

To receive a quantity of 12 Direct Connect Type 232 ports, the order must look like this:

Qty 1 30145A
Qty 3 Option 002

This order will yield 12 Direct Connect Type 232 ports.

When your customer would like to mix the Direct Connect Types, he may do so by varying the number of Option 002s ordered. For example, your Customer would like a quantity of 4 Direct Connect 422 and a quantity of 8 Direct Connect 232 ports. To obtain this mix, the order will look like this:

Qty 1 30145
Qty 2 Option 002

This order will yield 4 Direct Connect Type 422 and 8 Direct Connect Type 232 ports.

Another example would be the customer who would like a quantity of 16 Direct Connect Type 422 and a quantity of 8 Direct Connect Type 232 ports. To obtain this mix, the order will look like this:

Qty 2 30145A
Qty 2 Option 002

This order will yield 16 Direct Connect Type 422 and 8 Direct Connect Type 232 ports.

Points to Remember

- Quantity 1 of 30145A yields a quantity of 12 Direct Connect Type 422 ports
- Quantity 1 of Option 002 yields a quantity of 4 Direct Connect Type 232 ports
- If your customer wishes more than 4 Direct Connect Type 232 ports, it is necessary to order multiple quantities of Option 002 (quantities not to exceed 3 per 30145A).

MPD

Application Sales Notes Help Sell Manufacturing Systems

Steve Hoch/MPD

Over the past year, Manufacturing Systems Operation (now part of MPD) has published a series of Manufacturing Application Sales Notes designed to help in selling manufacturing systems more effectively. The notes address a variety of topics related to manufacturing and

manufacturing systems in a clear, easy-to-use format. The series includes:

- Meeting The Manufacturing Challenges Of the '80s
- Justifying Manufacturing Systems
- Selling HP's Object Code Applications
- MPN-ASSIST: Key To Successful Manufacturing Systems Implementation
- High Payback From HP Manufacturing Systems (Customer Success Story).

Also included in the series is an article describing the success of MPD's PMC/1000 product in an HP waste water treatment facility. This package of 12 Application Sales Notes should help expand your understanding of manufacturing management concerns and assist you in presenting HP as a leader in manufacturing application solutions.

If you haven't yet used or seen these notes and want copies, TWX me (Steve Hoch, COMSYS 4701) in Manufacturing Productivity Division Sales Support with your name, address and phone number, and I'll send them right out to you.

OSP

HPMAIL Success at Users Group

Ian Fuller/OSP

Last October 27 I gave a presentation to the HP International Users Group Conference in Copenhagen on "Electronic Mail in the Interactive Office". It was supported by a demonstration system running on a Series 40 at the show.

During the 45-minute presentation, I was able to explain some of the design decisions we made when we developed the product at OSP and gave our users some insight into the way we at OSP see HPMAIL developing in the future.

Before the presentation, I took a straw poll of the 60 or 70 customers who attended and asked them how many of them were customers for the product, and how many of them had actually seen or used the product. Only three people present were users of HPMAIL and only 11 had even seen a demonstration. After the presentation, I was bombarded with questions by customers. In fact the organizers had to ask us to continue our discussion outside as we were delaying the next presentation!

I gained the overwhelming impression that our customers are extremely interested in HP's Interactive Products, and HPMAIL in particular. They were very enthusiastic about the flexibility of the product, and the way that the User Interface has been designed to run on any terminal that can log on to the HP 3000 and yet can be easy to learn, even for non-computer specialists.

My experience at the User Group meeting suggests that there will be great opportunities for selling HPMAIL in 1983!

Change of Name for CSP

Steve Kimberly/OSP Controller

Effective from November 1, 1982, the Commercial Systems Pinewood operation (division £1600) changed its name to Office Systems Pinewood (OSP). The new name more closely reflects OSP's product line responsibilities which are in the fields of Office Systems Software.

The change also coincided with an organizational change at Information Networks Division (of which OSP is part) and the creation of a sister operation to OSP called Office Systems Cupertino (OSC). While OSC will concentrate its activities on decision support and business graphics software, OSP will continue to be responsible for document management, and personal communication software.

BGD

New HP 250 Poster

Mike Barlow/BGD

BGD recently played an important role in HP's Open House in the Boeblingen factories. Among the materials produced was a Poster for the HP 250 showing typical configurations and environments.

These have been distributed to each district in Europe as part of the Success 82-83 package. We expect them to be used mainly by our Third Parties in their sales promotion activities, but we'd also like to see them prominently displayed in the HP Sales Offices.

This is just one part of our HP 250 promotion program for Europe.

Watch for additional display material coming in mid-February.

If you need extra copies of this poster, please contact Magda Pfeiffer (BGD, COMSYS B200), and as long as stocks last, we'll be pleased to send you small quantities.

BGD Gets Into the Video Business

Mike Barlow/BGD

In the last few months, BGD has frequently looked like a TV Studio, with scenes like the one pictured here becoming commonplace.

Videos to help sell Business Systems, as part of the Success 82-83 program. Videos to train new Salespeople prior to attending Neophyte courses. Videos to show System Engineers how to make demonstrations of BGD's new Software products. We feel Videos play an important part in improving the efficiency of the field organizations — please give us your feedback. Do the Videos we've made so far meet your needs?

New Phone Numbers in BGD

Mike Barlow/BGD

As of the middle of January 1983, the Boeblingen telephone numbers will all change. *Please update your telephone lists accordingly.*

The switchboard can now be reached by dialing:

49 -	7031	- 140
Germany	Boeblingen	Switchboard

It is also possible to direct dial to an individual extension inside Boeblingen, which is particularly useful after 5:30 p.m. when the switchboard shuts. As an example the European Sales Center On-Line Service (that had extensions 925 and 926) can now be reached by dialing:

49 -	7031
Germany	Boeblingen

- 14 - 2925 (or 14 - 2926)
ESC On-Line Service

Note: The changes to the switchboard numbers also affect all other Boeblingen-based operations.

CTG

Keypunch Layout for HP 2624B and 2622A Now Available

Gary Borders/CTG

Special Option K29 provides a keyboard layout similar to the 029 keypunch, including alpha shift, numeric shift and shift lock. This special option is very useful in customer applications that are in the process of converting from card input to their first HP computer system. The modifications to the terminals for this option include new firmware, keycaps, and a manual supplement.

The cost of Option K29 for the 2622A is $150; for the 2624B is $200. Availability of Option K29 is standard terminal availability, plus two weeks. This special requires a HEART system override. The supplying and marketing division is 42 and the product line is 67. Call your sales development contact for more information today!

A Printer Port for the HP 2622A

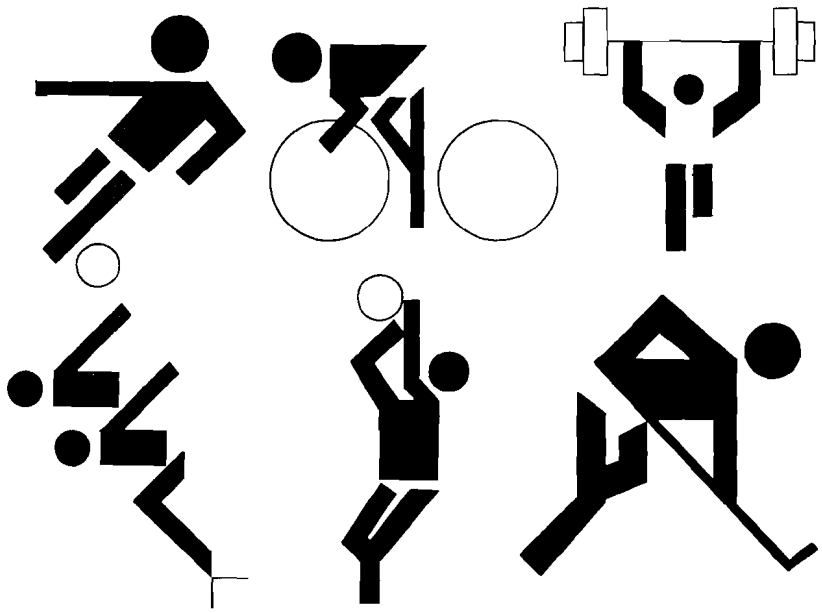
Gary Borders/CTG

The HP 2622A terminal now has an option that adds a serial printer port! Special Option P03 adds a serial printer port that is fully compatible with the printer port on the HP 2623A terminal. The combination of the 2622A Option P03 and an HP printer provides the lowest cost data entry terminal printer solution for the HP 262X series of terminals.

The price of Option P03 is $400 and requires a HEART system override. The supplying and marketing division is 42 and the product line is 67. This special is not field upgradeable.

Use Object Libraries for Special Effects

Mr. Orion/CTG

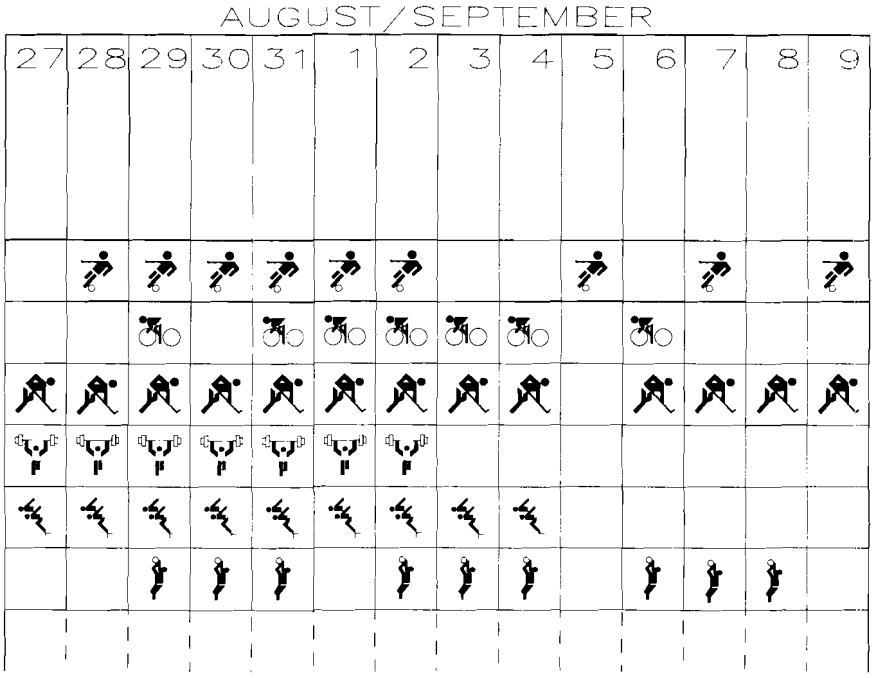


We may not all be artists, but we can use pictures drawn by artists to customize our own graphics presentations. With premade object libraries and PAINTBRUSH/2700, anyone can create their own presentation materials.

Object libraries ease the task of creating presentation materials. For example, at division review this year, we needed several charts with pictures of the different terminals. The basic terminal models such as the 2X, 4X, 2700 and keyboards existed in an object library from the prior year. The charts were quickly created by simply combining the desired terminal models and then adding the appropriate annotations.

Company logos are another prime example. Since the logo exists as an object, it can be scaled and rotated to any size or orientation. We do this with the HP logo in our customer demonstrations. And, customers are even more impressed when the presentation materials contains their own logo!

Another great use for object libraries is for embellishing AUTOPLOT/2700 charts. Replacing bars with the theme of a bar chart transforms a generic bar chart into a customized chart. For instance, a tree for a lumber chart can be easily scaled to the height of the bars. Or, changing the labels for a pie chart into pictures is another effective use. This was done



in the Business Week advertisement for the 2700 whereby, the words "milk", "ice cream", "cheese", and "butter" were replaced with their corresponding objects.

Another example of object libraries is shown in Figure 1, which is a compiled picture file of sports figures. These were used in creating the Olympic calendar depicted in Figure 2. Once the object library was drawn the creation of the calendar was easy. The library can be reused for making calendars in the future, or for any other pictures.

Once an object has been drawn with PAINTBRUSH/2700, it can be used in any future pictures. A company can keep a growing library of objects that are continually used in their business, making the creation of customized presentation materials a snap.

HP 2700 Makes Commercial Quality Posters

Mr. Orion/CTG

The HP 2700 is capable of producing commercial quality posters at dramatically lower costs and with greater speed than the traditional methods. The HP 2700 color graphics terminal, AUTOPLOT/2700 and PAINTBRUSH/2700 software, and HP plotters provide all the power and flexibility necessary to create posters that would otherwise require the services of a professional graphics design firm.

The system was used successfully to create forty product description posters for POD's Division Review (Figure 1). In previous years, the posters had been a time consuming and expensive job contracted to outside graphics design specialists. PAINTBRUSH/2700, with its powerful text editing capabilities, was used to format the text, draw the border and highlights to generate posters in matching style. All forty posters were created, distributed, and finalized by one person and within one week! Producing high-quality posters and other visual presentation materials at a fraction of their costs is only one of the many benefits of using the HP 2700.

PAINTBRUSH/2700

GRAPHICS ART APPLICATION

- FRIENDLY, HIGHLY INTERACTIVE TABLET INTERFACE
- AIDED AND FREE DRAWING CAPABILITIES
- PICTURE COMBINING AND MANIPULATING
- POWERFUL GRAPHICS TEXT EDITING
- PROCESSES/CREATES STANDARD PICTURE FILES
- PROVIDES COMPLETE GRAPHICS PRESENTATION CAPABILITY WITH AUTOPLOT

PRICE: $1,250

AVAIL. SEPT. '82

Use Your Own Fonts With PAINTBRUSH and AUTOPLOT

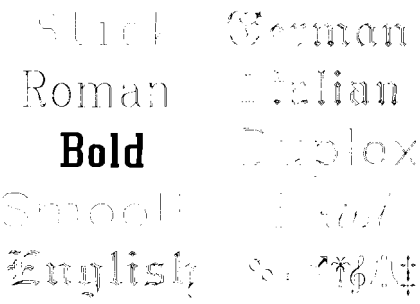
Mr. Orion/CTG

The two software packages (AUTOPLOT/2700 and PAINTBRUSH/2700) provided with the HP 2700 color graphics terminal give the user the flexibility of loading up to six fonts simultaneously. Both packages come standard with bold, roman and smooth fonts.

If a custom font is desired, the user may define his own. The definition is done by entering a series of escape sequences. The escape sequence basically consists of the ASCII character number, the font number, and a set of xy coordinates representing the character shape.

The custom font may be an additional font definition, or it may overlay an existing font. If just a single character change is desired, then only that character cell definition need be entered. This allows for customization of the fonts that are standard with the software. Customers have the flexibility to define a font style that enables them to put their logo into business reports or other documents generated by AUTOPLOT/2700. This will enhance the presentation quality of these reports.

The figure here shows a few of the fonts that have been used with PAINTBRUSH/2700 and AUTOPLOT/2700.



Third Party Security Rack

Gary Evans/CTG

Do you know any customers whose personal computers have a tendency to grow legs and walk away along with telephones, typewriters and other office gear? Well! There is a company who manufactures security racks to "Keep a Desk-Top Computer on Your Desk." According to an article in the *New York Times Business* magazine, Company "A" uses the pads primarily for personal computers that it displays in lobbies and other high traffic areas. The manufacturer, Anchor Pad International Inc. (based in Marina Del Rey, CA) has also developed a security locking device for the Series 100 products (only if your Series 100 has legs). For more information call/write to:

Anchor Pad International
Maximum Security locks for Business Equipment
3224 Thatcher Avenue
Marina Del Rey, CA 90291
213-306-3881

Don't let your customer become a statistic!

Use PAINTBRUSH/2700 to Create Process Control Pictures

Mr. Orion/CTG

PAINTBRUSH/2700 is a picture creation tool that can simplify the task of designing a Process Control Diagram. The pictures are used in conjunction with a host application. The Sunnyvale PC Shop is an excellent example of one such application, and is modeled on the HP 2700 manual demo.

For this application a chemical holding tank was created and saved as an object that could be copied as many times as needed. Then connecting lines between the tanks were drawn in to show the overall system configuration. Text was added to identify the process components. The wide range of color allows for emphasis on certain components of the process that may need special attention. Since all the picture information is stored locally in the terminal, the host process control application can update the picture with just a few simple commands. This means a process supervisor can receive immediate feedback as to the state of the system, and initiate corrective action as soon as needed.

PAINTBRUSH/2700 is the right tool for designing a process control diagram, or any multi-dimensional chart. Invite your customers to try PAINTBRUSH/2700 for themselves today.

HP 2700 Presents POD Division Review

Mr. Orion/CTG

POD's November division review was effectively presented through visuals created with the HP 2700. Ideas were communicated clearly because the power and flexibility of the 2700 with AUTOPLOT/2700 and PAINTBRUSH/2700 software allowed exactly the intended messages to be conveyed. The ease of use of the system allowed the visuals to be made quickly. Much of the work was done by first time users of the system.

Overhead transparencies, 35mm slides, posters and large projection screen displays were produced. Much of the work had in previous years

been contracted outside the company at costs up to $300 per poster. What used to take two weeks for an outside graphics house to prepare was available for review in a day, and changes were able to be made in a few minutes.

The audiences responded enthusiastically to all the presentations. Paul Ely, who has ordered a 2700, commented "I can't wait to get mine!"

HP 2700 Video Tape Available in Five Languages

Pam Leitterman/RTD

"Introducing the HP 2700", a 13-minute color video is now available with English, French, German, Italian or Spanish narration. Each language version is also available in three formats — 3/4" Umatic (most commercial machines), VHS, and Betamax. The part numbers for the 3/4" format in each language are:

- 90612RZ English
- 90656RZ French
- 90657RZ German
- 90658RZ Italian
- 90659RZ Spanish.

To order any of the above in VHS format, replace the "Z" with a "V", for Betamax, replace the "Z" with a "W". Place your 12 order with Supplying Division 1500. The price is $46.

This video tape is an excellent product overview of the HP 2700. Show it to your customers to introduce the product and follow the taped introduction with a live demonstration of the consignment unit in your office.

Or if your office does not yet have a consignment unit, use the video tape by itself. "Introducting the HP 2700" is a valuable tool for selling HP's exciting new High Performance Graphics terminals. Order your video tape today.

Remote Support Modem

Chris Cockill/CTG

Last month, I received several calls from SRs asking if HP has any 1200 baud modems. In the past, we have recommended two Third-Party Suppliers: Bizcomp and Hayes. However, after checking with Computer Support Division, there exists an HP remote support modem that has been tested with the HP 3000 and works with any 2X or 4X terminal. Some of the important features are listed below:

HP 35016A Remote Support Modem $1100

1200 bps operation (300 bps back-up mode, switch selectable)

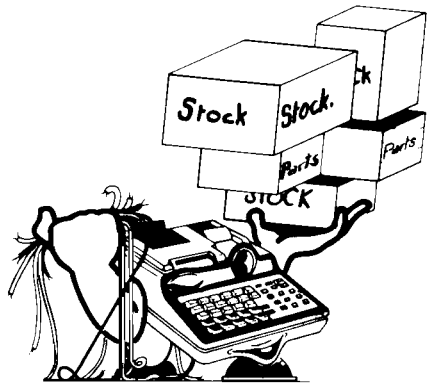
Includes the external power supply, telephone connector jack and a 25 foot modem cable.

Call your sales development contact for further information.

HPG

HP 3000 for Stock Control?

Brian Holmes/HPG



The answer is YES - thanks to twelve HP 3075A Data Capture Terminals. This wiring industry application, described in a new application note (P/N 5953-5915) available from Corporate literature, supplements the existing range of notes.

- Production control in the food industry using an HP 1000, 3075s and punched cards (A/N 407-1).
- Production control in the aerospace industry using an HP 1000, 3075As, marked cards and type III badges (A/N 407-2).
- Production control in the electronic industry using an HP 1000, 3075As and 3076As (A/N 407-3).
- Production control in semiconductor industry using an HP 1000, 3075As and marked sense cards (A/N 407-4).
- Order tracking in the packaging industry using an HP 1000, 3076As and marked sense cards (A/N 407-5).

- Component tracking/time and attendance at SONACA (aircraft component manufacturer) using an HP 3000, 3076As, 3077As and punched cards (A/N 407-50) —this note can be distributed outside HP.

More notes can be expected, including a bar codes application on the HP 1000.

If its Data Capture (e.g. production control, product/component tracking, time and attendance) it must be 307X Data Capture Terminals.

HP at "SCAN'TECH 82"

Claude Merger/HPG

At the beginning of November, two divisions of Hewlett-Packard participated in the first major world-wide bar code exhibition: "SCAN'TECH 82" in Dallas.

Both Grenoble and Optoelectronic divisions had a booth to present the full range of HP bar code products: the HP 307X data capture terminals with bar code reader(s), wands and printers (HP 2631G — HP 2680).

HP Grenoble chose this event to introduce its new bar code reader: the HP 92911A for HP 262X terminals and OED introduced the HP 1680X.

The HP 92911A received a lot of interest, especially from IBM and DEC users because of its transparency to the application software and its low price.

This exhibition showed that Hewlett-Packard is in an excellent position to offer a total one-vendor bar code solution.

Take advantage of it.

HP 40204A Upgrade Kit Can Modify Terminal Option Configuration

Maurice Richez/HPG

The HP 40204A upgrade kits have been put together in order to allow the change of a Data Capture Terminal in the field. The customers who have bought terminals with a given configuration can have them modified at an HP Field Repair Center.

— The change of the terminal option configuration may be required for one of the following changing reasons:
  - Application
  - Environment
  - Volume of data
  - Physical support of collected data.

— A list of available HP 40204A kits is given in Table 1.

— The HP 40204A Installation Manual has been written to help the HP customer engineer to install any option. This manual is being sent to all TSEs and FRC managers worldwide. It is also available from HP Grenoble (COMSYS 6300). If you need a copy, let me know.

— Some additional information has already been published:
  - HP 40204A Upgrade Kit Support Plan
  - HP 40204A Upgrade Kit data sheet, 5953-0150 (63).
  - HP 307X Reference Manual, P/N 03075-90011.
  - HP 307X Service Manual, P/N 03075-90046.

CPG

New Discs Plus Lower Mass Storage Prices

Janet Bell/CPG

Greeley, Boise and Disc Memory Divisions have joined forces to enhance HP's mass storage line. Several new products are being introduced concurrently, prices are being reduced on many existing products, and two programs allow for customers to trade-up to newer mass storage devices.

New Products

The HP 7914 is the newest addition to the CS/80 Winchester disc family. Offering 132.1 Mbytes of fixed disc capacity, the 7914 incorporates a 67 Mbyte cartridge tape drive just like the HP 7911 and HP 7912. US List is $19,900; Option 140 (delete tape) drops the list to $16,400. The 7914 provides twice the storage capacity of the 7912 for only a 20% increase in price. DMD promises 12 week availability ARO.

At 9.67 megabytes (formatted), the 9134B Winchester is a cost- effective solution for HP Series 200 users. The 9134B lists for $4,360 which represents only a 25% increase in price over the present 5 Mbyte 9134A. Availability is at four weeks from Greeley.

New Disc/Tape and Disc/Floppy Combinations

These two new products are also offered in combination products that incorporate either a ½" magnetic tape device or 3½" floppy disc for back-up and I/O purposes.

The 7914TD is a complete mass storage subsytem combining the 7914 disc and a 7970E ½" magnetic tape drive in a 72-inch-high system cabinet. At $26,540 the 7914TD is $6,000 less than separate purchases of a 7914 and 7976, plus the TD is integrated into a single cabinet. Option 114 adds a second 7914 for an additional $14,290 — another $2,100 savings over individual components. Option 240 adds a cartridge tape drive for $3,500 extra.

The 9133B combines the 10 megabyte 9134B and a 3½" microfloppy disc drive. The built-in 3½" floppy provides for file backup, software distribution and data interchange between systems. List price is $5,120 which is only $760 more than the 10 Mbyte stand-alone Winchester.

Extensive Price Reductions on Mass Storage Products

Rigid discs, flexible discs and tape drives are being reduced as much as 23%, effective February 1. The accompanying chart itemizes the new list prices as well as the percentage of cost savings.

In addition to the price reductions on products, HP is increasing the credit offered on the 7908, 7911, 7912 and 7914 disc drives when the cartridge tape drive is deleted (Option 140). The delete cartridge tape credit has been increased from $2,000 to $3,500.

Price Reduction Chart — Prices Effective February 1, 1983

Product	Description	Old List	New List	% Reduction
7098	16.5 Mb disc+ Cartridge tape	$11,130	$10,100	9%
7933H	404 Mb disc	26,690	25,520	4%
7933G	(3) 7933Hs	71,570	63,560	11%
9134A	5 Mb Winchester	4,560	3,500	23%
9133A	5 Mb disc and 3½" floppy	4,975	4,260	14%
9135A	5 Mb disc and 5¼" floppy	5,570	4,760	15%
7976	1600/6250 ½" tape drive	53,190	44,440	16%
7976 Option 222	(2) 7976s	91,880	81,380	11%

Don't Forget the Trade-up Programs

DMD is offering a trade-up program for the obsolete HP 7910 disc drive. If a 7910 is traded in for either a 7908, 7911 or 7912 the customer will receive the following credit:

7910 to 7908	$2,500 credit
7910 to 7911	$4,000 credit
7910 to 7912	$5,000 credit

Boise Division is offering a trade-up program on the 7970B and 7970E tape drives. Customers who trade up to a new 7976 can obtain $5,000 credit for their used 7970.

Both trade-up programs are effective until May 1, 1983.

Contact DMD, Greeley or Boise Sales Development departments for further details.

BSE

HP 2608S Cost Reduction for Technical System

Jim Skog/BSE

The HP 2608S is now a lower cost solution for technical system printing needs!

HP 1000 M/E/F

Following the January 1 CPL change, HP 1000 M, E, and F system users can order Option #210 for $1500 and the 12821A interface is included with the subsystem. This is an effective savings of $340! The 12821A system interface is dedicated to one 2608S and HP-IB cable lengths are supported up to 15 meters (48 feet). (NOTE: Option #210 is shipped with a 3.7 meter cable.)

HP 1000 A-Series

The HP 1000 A-Series benefits from a price-reduced Option #214 on the 2608S. Factory based price (FBP) for Option #214 was $1000 and is now $750, a savings of $250! The 2608S is attached using the 12009A interface card, which can support multiple HP-IB devices. For example, any A-Series can support two 2608S printers on one 12009A for a redundant 800 1 pm printing solution.

HP 9000

The 2608S will be supported on HP 9000s with the next operating system release, and is orderable using Option #290. The Option #290 subsystem was lowered from $1000 to $750 FBP for a savings of $250! The 2608S Option #290 requires that the 27110A HP-IB interface card be ordered with the system. The 2608S is perfect for those 9000 systems with multiple users.

The 2608S offers solid solutions for your technical system customers. With throughput and reliability, shouldn't you sell a 2608S to all of your technical customers?

Boise Bullet

Artie Stone/BSE

REMINDER! Let Boise Division help you shorten your HP 2680A laser printer sales cycle. Our upgrade program is still in effect. Your customers can receive up to a $36,000 credit toward the purchase of a new 2680A by trading in their used impact line printers. Details of the program can be found in the December 15, 1982 issue of *Computer News*. Or call Boise's Sales Support department.

Trade-in Programs Sell Laser Printing System into Manufacturing Company

Artie Stone/BSE

Boise Division's printer and tape trade-in programs, coupled with the use of the HP 26075A switchbox, have enabled a company to justify the purchase of a complete HP system!

The large Canadian electronics manufacturer serving commercial airlines and military flight operations recently purchased an HP 2680A laser printer as a replacement for their two line printers, as well as an HP 7976A tape drive which will replace their HP 7970E.

The company's previous configurations included a Univac 9480 system and a Univac 1100 LPM printer dedicated to applications such as material requirements planning, order entry, sales, accounting, payroll and manufacturing. They also owned an HP 3000 Series III with a 2619A line printer and 7970E tape drive, all dedicated to materials management.

The need to replace their Univac system, combined with the savings realized by trading in their 2619A and 7970E, allowed the company to cost justify a 3000 Series 44, 2680A printer, and 7976A tape drive. With the use of the 26075A switchbox from Boise, it will be possible to share their peripherals between their Series III and 44.

Thanks to Eddo Muzzatti for creative selling and to Boise Division for creative upgrade programs!

DMD

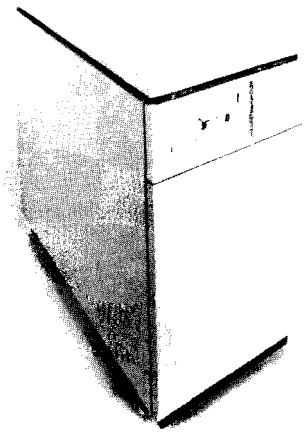
A New Winchester... Right on Target!

Keith Braunwalder/DMD

Disc Memory Division announces the new HP 7914, a 132.1 megabyte Winchester disc drive with an integral 67-megabyte, ¼-inch cartridge tape drive. The Winchester disc provides reliable, on-line mass storage while the optional cartridge tape drive provides a convenient solution for cost effective backup, software distribution, or data interchange between systems.

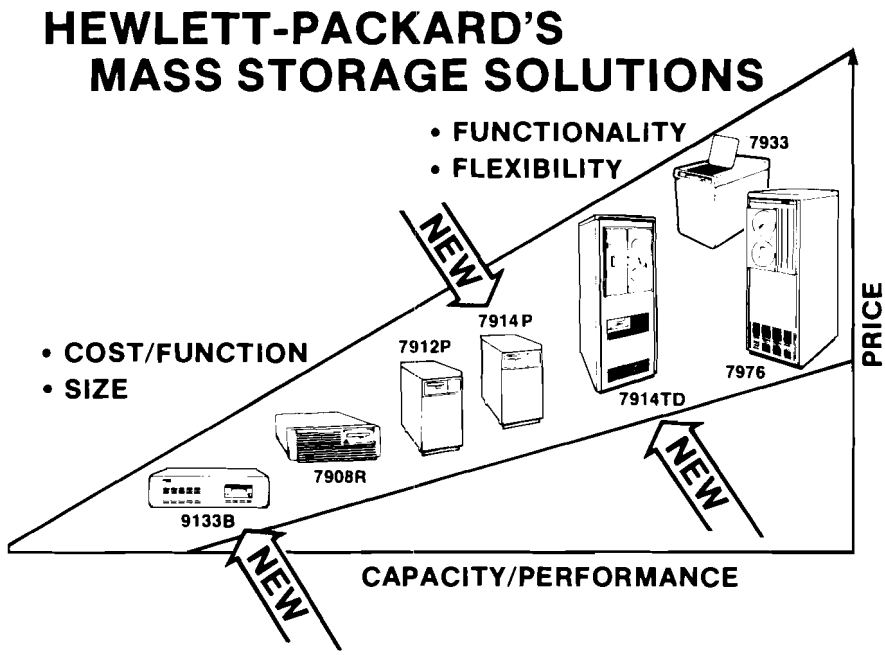
DMD's New Products Take A Rifle Shot at the Mid-Range Disc Market

Tom Steipp/DMD



By utilizing state-of-the art manganese-zinc Winchester read/write heads and modified read/write and servo circuitry, we were able to *double* the capacity of the HP 7912 for a modest 20% increase in price! Targeted at strengthening our position in the mid-range market, the 7914 is at the top of HP's family of Winchester disc products, with capacities now ranging from 16.5 megabytes to 132.1 megabytes. (Add that to the full line of entry-level Winchester discs from Greeley Division and you've got quite a product lineup!) With similar features and comparable performance to the 7912, the 7914 is the ideal solution for these customers with growing mass storage requirements.

Priced at $16,000 for the disc only, and $19,500 for the disc with a 67-megabyte cartridge tape drive, the 7914 places HP in a commanding position among disc competitors, especially with IBM and DEC. Please refer to the article in this section entitled *"The HP 7914 Shoots the Competition Full of Holes!"*



For customers who need a larger Winchester disc for more on-line capacity than an HP 7912, HP now offers the 132 megabyte 7914, with *your choice of backup capabilities.* Choose the 67-Mbyte integrated cartridge tape drive, *or* HP 7970E ½-inch 1600 BPI magnetic tape drive (7914TD Mass Storage Subsystem at $26,000). Your choice will usually depend on the type of performance your customer will need. Actual backup times are system dependent, but the 1600 BPI tape is typically *three times faster* than the ¼-inch cartridge tape drive.

Need more than 132 megabytes of disc storage? The 7914TD Option 114 gives your customer the choice of expanding this mass storage subsystem to 264 megabytes of disc capacity for the incredibly low price of $40,000.

The HP 7914TD: An Economical Approach to Peripheral Storage

Keith Braunwalder/DMD

For the user who requires faster backup and more tape drive performance in general, DMD offers an innovative solution — the HP 7914TD. The 7914TD is a complete "mass storage subsystem" consisting of an HP 7970E master tape drive and one HP 7914R disc drive, all mounted in a 72-inch high system cabinet. (Option 114 includes another 7914R for a total of 264 Mbytes.) Besides the obvious performance advantages and floor space savings, the most significant aspect of the 7914TD is its

low price. The US list price (includes freight) of $26,540 is 25% less than what you could buy the components for separately.

The "tried and true" HP 7970E provides the user with an attractive alternative to the cartridge tape drive (CTD), our entry level backup device for mid-range systems. On many systems, the 7970E can back up the 7914 two to three times faster than the CTD. In addition, the 7970E is better equipped to handle activities like data logging, which require a Start/Stop capability.

For details on ordering, pricing, and system support, see the article in this section entitled "7914 Pricing, Ordering, and System Support Information" (p. 45).

The HP 6914 Shoots the Competition Full of Holes

Mike Gordon/DMD

Since the HP 7914 is ideally suited for both the mid-range technical and commercial systems, we will concentrate on looking at our two largest competitors in those markets: DEC and IBM.

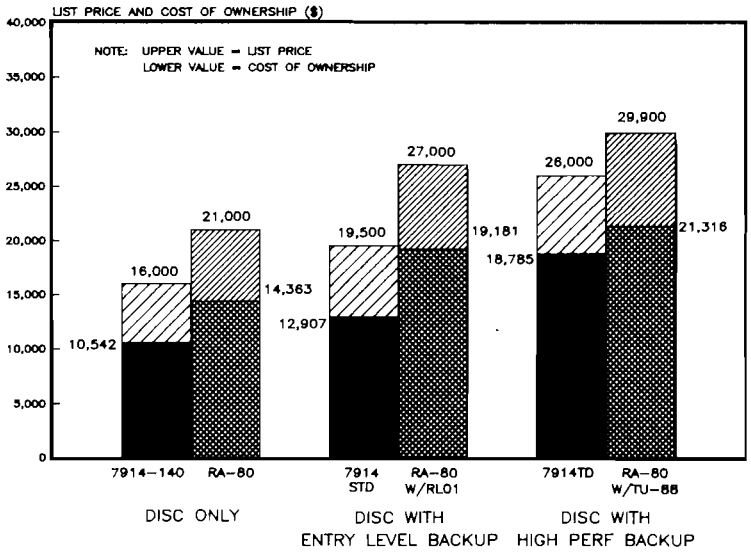
The 7914 comes in three different configurations. We will compare these three configurations to DEC and IBM's comparable offerings. Table 1 shows the products and their descriptions by configuration.

	Product	*Description*
1. Stand-Alone Disc Configuration		
	HP 7914 - Opt. 140	132 Mb Winchester Disc
	IBM 3310-A02	128 Mb Dual Spindle Winchester Disc
	DEC RA-80	121 Mb Winchester Disc
2. Disc Plus Entry Level Backup		
	HP 7914 P/R Standard	Streaming CTD with 134 Mb capacity on 2 tape cartridges
	IBM 3310-A02 with 4966 Diskette Magazine	28 Mb capacity on 23 diskettes
	DEC RA-80 with RL01 Cartridge Disc Drive	5 Mb capacity per disc cartridge (Not used as a full volume backup solution)
3. Disc Plus High Performance Backup		
	HP 7914 TD	7914 Disc with 7970E tape drive in space saving package
	IBM 3310-A02 with 3411-2 tape drive	Disc with 1600 BPI tape drive; two separate products
	DEC RA-80 Disc with TU-80 tape drive	Disc with 1600 BPI tape drive; two separate products

Table 1

The attached bar charts depict how HP stacks up to IBM and DEC in both a List Price comparison and a Cost of Ownership comparison. The upper values on both charts show the List Price comparison and the lower values indicate the Cost of Ownership.

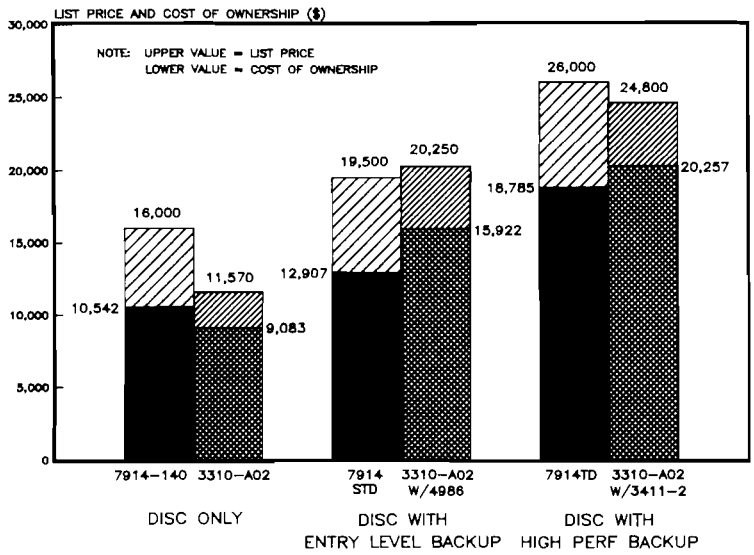
MID–RANGE DISC COMPETITION
HP vs DEC



DEC

Against DEC, the 7914 beats out the competition both in a List Price and Cost of Ownership analysis for all three configurations as shown in the bar chart in Figure 1!

MID–RANGE DISC COMPETITION
HP vs IBM



IBM

IBM beats out the 7914 on two out of three configurations when you look strictly at list price, but IBM does not give a volume discount on the 3310-A02 disc drive as Hewlett-Packard does on all of its drives.

Hewlett-Packard, on a cost of ownership basis, beats IBM on all but the Stand-Alone Disc configuration; again IBM does not give a discount. So, HP beats the competitor "hands down" after you take into account our unit volume discounts and our superb cost of ownership.

HP again shoots its major disc competition full of holes!

DMD Slashes Disc Prices!

Mike Gordon/DMD

But we haven't stopped at new products, we have *lowered* the prices of our existing products as well!

DMD has reduced disc prices from 4% to 28% on the disc products shown in Table 1.

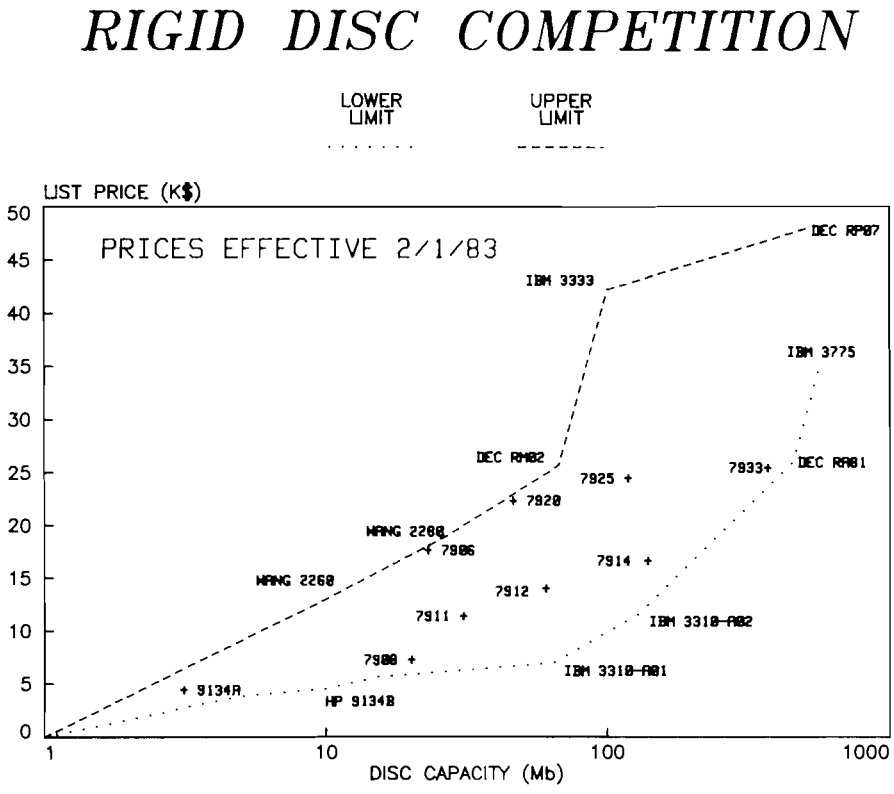
The HP 7933G and HP 7933H price reductions put us right on target with IBM's new price cuts and DEC's new high-end disc, the RA-81. We also changed the Option 140, delete cartridge tape drive (CTD) to better reflect the actual value of the CTD and to lower our stand-alone disc prices on the HP 7908/11/12/14 disc drives.

The graph entitled, "Rigid Disc Competition" shows how well DMD's disc products are positioned relative to other disc offerings by our system competitors. As the graph indicates, HP, IBM and DEC's disc offerings

make up the "LIST PRICE" leaders, but when you take into account that IBM does not discount the 3310-A01 and 3310-A02 disc drives, then HP's 7908/11/12 fall right on top of IBM's. In the case of the 7914, with discounts applied, we shoot holes in their prices!

Standard Product Reductions		Old Price	New Price	Percent (%) Reduction
7933H	404 Mbyte Disc Drive	$26,150	$25,000	4
7933G	1.2 Gbyte Mass Storage Package	69,950	62,000	11
Cartridge Tape Drive Delete Option Change - Option 140				
Delete Cartridge Tape Drive		-2,000	-3,500	-
7912P/R Opt 140 66Mb Stand-alone Disc		15,000	13,500	10
7911P/R Opt 140 28Mb Stand-alone Disc		12,500	11,000	12
7908P/R Opt 140 16Mb Stand-alone Disc		8,900	6,400	28

Table 1



HP 7910 Trade-Up Program

Scott Tuthill/DMD

Do you know of any customers who have outgrown the storage and/or performance of their HP 7910 disc drive? If you are wondering how to update your customer's 7910 disc drives to HP's newer CS/80 products — have we got a simple solution for you!

DMD has established the 7910 Trade-Up Program to financially ease the transition from 7910 discs to the newer HP 7908, HP 7911, and HP 7912 integrated storage products. Customers can receive up to $5000 credit, after their normal discount, towards the purchase of a new disc by returning their old 7910 discs. Sound like a good deal? It is!

Detailed ordering and return procedures can be found in the *7910 Trade-Up Program Data Sheets* which were recently mailed to HP worldwide sales management. We ask that you read this document thoroughly before placing an order. However, to give you a brief idea of what to expect, here are a few highlights:

- Credits are as follows:
  $2,500 towards the purchase of a 7908
  $4,000 towards the purchase of a 7911
  $5,000 towards the purchase of a 7912

These credits are available for all versions with the exception of the 7911/12 dual controller (Option 001) which is not included in this program.

- These credits are applied after the customer's normal discount is applied.
- The old 7910s must be returned to HP and scrapped before the credit is granted. (Per provisions of the M68 Trade-in Allowance).

- In most cases, the upgrade will require the purchase of other hardware and/or software as described in the *7910 Trade-Up Program Data Sheet.*
- The program is scheduled to run until May 1, 1983.

We hope you find this program attractive. It was established in part because you had expressed an interest for it. If you have any questions, please call your DMD Sales Development contact.

HP 7914 Pricing, Ordering and System Support Information

Dave Gerhart/DMD

Now that your customers are interested in the HP 7914P/R disc drive, and the HP 7914TD mass storage subsystem, the following ordering and system support information will help you place those orders now!

Product	Description	US List Price*	Availability (weeks)	BMMC $/mo	SMMC $/mo
7914P/R	132.1 Mbyte disc drive with integral cartridge tape drive, controller, and 2 meter HP-IB cable. 7914P (stand alone cabinet) 7914R (rackmount)	$19,900	12	53	66
Opt 015	Configures 7914 for 220 Volt/50 Hz operation	N/C	N/A	N/C	N/C
Opt 140	Deletes the integral cartridge tape drive	-3,500	N/A	-12	-14
7914TD	132.1 Mbyte disc drive, (without cartridge tape drive), 7970E 1/2-inch magnetic tape drive, controllers, power supplies, 2-meter HP-IB cable and 72-inch high cabinet	$26,540	12	152	191
Opt 114	Adds additional 7914R Option 140, controller, power supply, and 2-meter HP-IB cable	+14,290	N/A	+41	+52
Opt 240	Adds the cartridge tape drive to the first 7914R, includes two 67 Mbyte tape cartridges Note: only one cartridge tape drive per 7914TD	+3,500	N/A	+12	+14

**All US list prices include freight bundling, when applicable.*

The 7914 products are particularly well-suited to support the application needs of medium-sized to high-end technical systems and low to mid-range commercial systems.

System support schedule of the 7914P/R

System/Product		*Support Date*
HP1000	A, 600, 700, 900, and F series	February 1983
HP3000	series 30, 33, 40, 44, and 64.	2nd Quarter 1983
HP 9000X		3rd Quarter 1983
HP9836A		3rd Quarter 1983

System support schedule of the 7914TD

System/Product		*Support Date*
HP1000	A-600, 700, 900	March 1983
HP3000	Series 30, 33, 40, 44 and 64	2nd Quarter 1983

GLD

New 10 Mbyte Winchesters and Price Reduced 5 Mbyte Winchesters

Renee Gehrig/GLD

Greeley has reduced the price of its family of 5 Mbyte Winchesters an average of $850 each, and introduced 10 Mbyte Winchesters for your technical and professional customers.

US list prices for the 5 Mbyte Winchesters are now:

	New	Old	Savings
HP 9133A	$4260	$4975	$ 715
HP 9134A	3500	4560	1060
HP 9135A	4760	5570	810

Extensive Selection Lets Customers Mix and Match Performance

Hewlett-Packard customers now have the largest selection of Personal Mass Storage Devices available in the industry, so you can help them mix and match the performance of their disc to the performance of their computer.

Two new 10 Mbyte discs (9.6M formatted, 12.7M unformatted), the HP 9134B stand-alone Winchester and the HP 9133B combination Winchester/3 1/2" microfloppy, broaden their selection even more.

More Speed, More Capacity Maximizes System Performance

The 10 Mbyte Winchesters are especially suited to customers who want to upgrade the performance of their personal workstation with faster I/O and more capacity.

Today our 10 Mbyte models are compatible with all Series 200 computers (HP 9816, 9826 and 9836), where users can realize a full 50 Kbytes per second transfer rate.

10 Mbyte support on the Series 80, Series 100 and HP 1000 (Models A and L) is expected in coming months.

Both our 5 Mbyte and 10 Mbyte Winchesters have sealed drives for protection from contamination, and are designed to survive noisy line voltages and high vibration environments, for customers with rugged applications.

HP 9138A Obsoleted

With the price reductions on our Winchesters, the HP 9138A (9134A and 9895A bundled package) will be obsoleted. These items must now be ordered separately.

Sales Aids

A revised Personal Mass Storage Data Sheet (Pub No. 5953-6822) and a

	Series 80	Series 100	Series 200	98X5	Series 1000
9133A	85/86/87	125A/B,120A	9816/26/36		Models A & L
9134A	85/86/87	125A/B,120A	9816/26/36	9825T, 9835A, 9845B/C	Model A & L
9135A	85/86/87	125A/B,120A	9816/26/36		
9133A/34A/35A Option 010	86/87		9816/26/36 with Basic Extensions 2.0 or Pascal 2.0		
9133B					
9134B					

new flyer highlighting our 10 Mbyte Winchesters ("Maximize Your System Performance", Pub. No. 5953-6823) will be available through Literature Distribution Center on February 1. You should have already received sample copies of these, along with a supplement to your Personal Mass Storage Field Training Manual.

Price and Delivery

The US List Price of the HP 9134B is $4360; the HP 9133B is $5120. Delivery is four weeks.

Action '83: HP 7976A Price Reduction

Connie Doster/GLD

Now is the time to sell the high performance HP 7976A magnetic tape drive! As our contribution to the Mass Storage Event, Greeley Division announces "ACTION '83", a promotional campaign to spur sales of the 7976A drive. This tape drive provides your customer with the high density and high speed needed for large disc backup. ACTION '83 begins February 1 and ends April 30, with three major activities:

Dramatic Price Reduction for the 7976A

The new US List Price for the 7976A tape drive is $44,440 (Factory Base Price of $43,500) — a decrease of $8750!

The Twin Pack credit (Option 222) has been changed to $7500 making the effective US List Price for two 7976A drives ordered together, delivered to the same location, $81,380 (Factory Base Price of $79,500). This saves $10,500 over the previous Twin Pac cost.

For our European & ICON customers, Option 11 (50 Hz) is now offered to the customer at no charge. (Old list price $1830.)

In addition to the price reductions, the Boise Division credit of $5000 for an HP 7970E upgrade is still in effect until April 30 (ordered as 7976A Option S05). Be aware that either this credit or the Twin Pack credit may be ordered, but not both.

Remember that SRO gives a $3000 credit for each of the first three 7970E tape drives returned, and a $1000 credit for one HP 7970B.

With this ACTION, the effective cost of the 7976A for a customer who upgrades a 7970E to a 7976A, is an amazing $36,440!

Tools to Sell the 7976A

At your regular February District meeting, you will receive a package of sales aids describing the benefits and features of this top performance tape drive. Guidelines showing when to sell the 7976A, and some hints on *how to win against Plug Compatible competition* will also be distributed! (Due to mailing delays, overseas documentation may not be available until March.)

With this ACTION, you will be prepared to present a strong case for the 7976A.

Sales Contest!

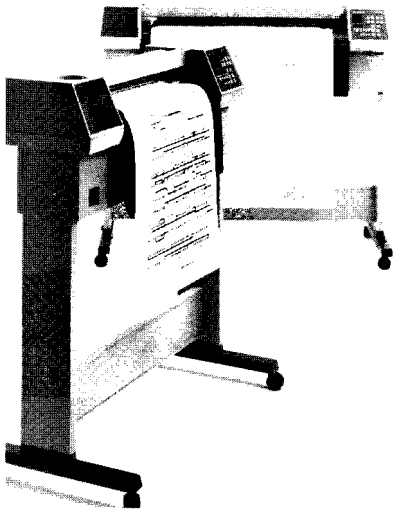
Any Sales Rep who sells a 7976A during ACTION '83 will receive a prize, and the five SRs worldwide selling the greatest number of 7976As will receive some terrific gifts. For more details, attend your February District meeting.

These ACTIONs were designed to help you *bust quota* in the second quarter. It's time to take ACTION in '83 with the 7976A!

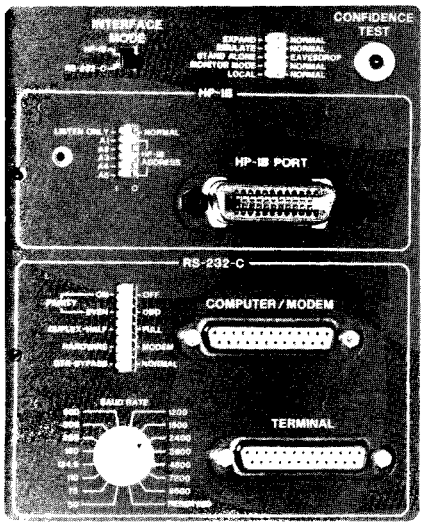
SDD

"B" Versions Provide New Sales Opportunities for HP Drafting Plotters

Manuel Rivas/SDD



The new 7580B and 7585B drafting plotters differ slightly from the A series in appearance. In the B series, the front panel pushbuttons are in a different order, the metal skirt extends further below the platen, and the power switch is red instead of black.



This photo of the back panel shows two of the enhancements in the 7580B and 7585B: dual I/O, and two RS-232 connectors for eavesdrop configuration.

On February 1, 1983 SDD introduced the HP 7580B and HP 7585B, new versions of the HP 7580A and HP 7585A Drafting Plotters. Shipments begin in March. These new versions will replace the 7580A and 7585A and provide significant enhancements over the A models at no increase in price!

Enhancements include a dual interface, eavesdrop capability, improved accuracy, and mechanical upgrades in the D-size plotter.

Dual Interface

Both RS-232-C/CCITT V.24 and HP-IB (IEEE 488-1978) are standard on the B versions. Dual interfacing allows switch selection of either interface.

Eavesdrop

Two RS-232 connectors are available on the plotters' rear panel so that the plotter can be connected in series between a modem (or computer) and a terminal. This feature is useful in remote modem environments and opens up new sales opportunities for our drafting plotters.

Improved Accuracy

The improved accuracy specification for the 7580B and 7585B is 0.1 percent of deflection or 0.25 mm, whichever is greater. This new capability will allow the plotters to be used in many new applications requiring higher accuracy.

Mechanical Changes

To improve writing quality in the D-size plotters, the 7580B mechanics have been upgraded to include refinements which were incorporated in the E-size plotters (grooved platen, y-arm mount, pinch wheel cam support, etc.).

Winning That Large-Format Plotter Sale

Vic Graham/SDD

At the recent Autofact Trade Show in Philadelphia, CalComp introduced two new products to answer the HP 7580/7585 challenge: Model 945, a D-size plotter for $15,700, and Model 965, an E-size for $20,900. (Additional controllers can cost from 0-$1200). The new models have four pens instead of two, a built-in controller, pen capping for drafting pens, a new front control panel, and most importantly, the new price.

Selling Points

CalComp's new sales literature directly positions their products against the 7580/7585. Though they never mention HP directly, CalComp states that the 945 and 965 are 50-75% faster in throughput than "theirs" (meaning the 7580/7585). CalComp stresses faster pen up/pen down time and diagonal speed (42 ips vs. 24 ips) as the factors contributing to this faster throughput. Their sample plots show HP to be two to five times slower than their plotters.

To counter CalComp's throughput claims, we question whether their published sample plot times really compare apples with apples. When we made our calculations to measure competitive plotters in drawing a sample PC plot, we found that the 960 (which has the same velocity and acceleration as the 945 and 965) completed the drawing in 32 minutes; compare that with 33 minutes for the 7580 and you'll find that Cal Comp is only 3% faster, not 50-75% faster as they claim.

HP 7580 and 7585 Advantages

HP drafting plotters offer significant advantages compared to our new CalComp competition:

- *Lower cost of ownership* — HP's on-site service contract is $69/month vs. CalComp's $275/month
- *Twice the color capability* — This is very important in color overlay applications (HP has 8 pen-capacity, CalComp has 4)
- *Automatic sheet-size sensing* — This feature makes media loading very easy and can be used to automatically scale a drawing
- *Automatic pen speed and pen force settings* — The operator must instruct the CalComp plotter
- *Point digitizing capability* — By using the built-in joystick, graphic limits can be easily positioned.
- *One-fourth the power* — 182 W versus 660 W
- *Moveable* — The 7580 is 295 pounds (134 kg) lighter than the 945; the 7585 is 320 pounds (145 kg) lighter than the 965. It can cost about $125 just to have a CE move the 960 to another room, which is a warranty and service contract restriction.
- *Wider operating and storage temperature/humidity range*
- *Better repeatability* — 0.002 in. for HP versus 0.005 in. for CalComp

- *More intelligence* — There are 60 HP-GL commands in the 7580 and 7585 and only five of these are similar in CalComp pen plotters
- *Higher resolution and better line quality* — Though it's true that CalComp programmable resolution is better than that of HP plotters (.001 in. vs. .005 in.), a plotter draws a line following the mechanical resolution (.00012 in. for HP) and HP's mechanical resolution is about 4 times better than the CalComp plotters. (Because CalComp uses a different technology, their mechanical resolution is the same as their programmable resolution.)
- *Pen capping with all pen types* — CalComp only offers capping for drafting pens in their default mode of operation
- *6 degree rotation* — Using the axis align feature, HP users can align the X-axis up to 6 degrees for plotting on preprinted forms; only 1 degree is offered by CalComp
- *Availability of drafting pens* — Standard KOH-I-NOOR plotter pen tips can be purchased for HP drafting plotters at any engineering supply store. CalComp drafting pens must be purchased from CalComp or from a special distributor.
- *Ease of paper loading* — CalComp users must use masking tape to secure plotting media on their plotters.

Conclusions

Though they were introduced about 2 years ago, HP drafting plotters remain among the most innovative plotters on the market. We must continue to sell the 7580/7585 on all of their advantages. Remember, you have the graphics edge!

Want Some Hot Leads?

Don Lewis/SDD

SDD exhibits at trade shows each year because it's an effective way to enhance HP's image, receive customer feedback, observe the competition, and most importantly, obtain quality leads for you. Although many trade show contacts simply request literature, a number are potential customers who seriously consider a near-term purchase.

If you're interested in VEU plotter business, or in that leverage needed to open a promising account, trade shows offer opportunities for us to make that first, important contact with potential customers. At the recent Autofact (Automated Factory) Show in Philadelphia, many attendees visited HP's plotter booth and demanded more information on computer products such as the HP-86, the Holguin and Associates package on the HP 1000 models, and of course, the new HP 9000. HP equipment was evident throughout the show, and by having our own booth we were able to qualify a lot of people in a short period of time.

SDD's trade show schedule is published below. Bring your potential plotter/systems customers to a show and impress them with the wide acceptance of our plotters. And when you get a SDD trade show lead, follow up. That person made an effort to visit our booth to see our demonstrations. He or she wants to learn more about becoming an HP customer.

The SDD sales development team is working to provide you with hot leads!

SDD's US Trade Show Schedule for 1983

Show	Date	Location
ICC (Invitational Computer Conference)	February 1	Dallas
ICC	February 3	Houston
ICC	February 28	Atlanta
Pitcon (Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy)	March 7-10	Atlantic City
ICC	March 29	Ft. Lauderdale
AIDD (American Institute for Design and Drafting)	April 4-8	Boston
A/E Systems (Architectural/Engineering)	June 8-10	Dallas
NCGA (National Computer Graphics Ass'n)	June 26-30	Chicago
Siggraph (Special Interest Group on Graphics)	July 25-29	Detroit

HP 7580A and 7585A Interface Conversion Kits

Jane Madden/SDD

Problem: Your customer bought an HP 7580A or 7585A drafting plotter with an RS-232 interface. Now she needs an HP-IB interface instead.

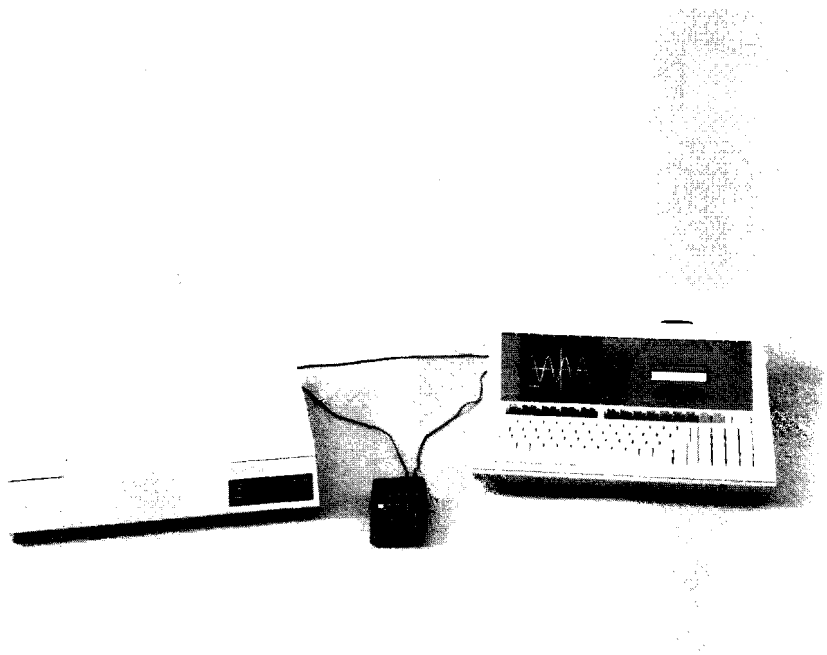
Solution: Interface conversion kits are available for HP drafting plotters through Corporate Parts Center. Division 1500 has conversion kits for both Options 001 and 002. Parts are easily installed and instructions are included. The kit is $350. For conversion to RS-232, order P/N 07580-60201. For conversion to HP-IB, order P/N 07580-60202.

The new "B" versions of the drafting plotters have dual interfaces so your new customers won't have to bother with conversion kits if their interface requirements change.

VCD

HP 2671 HP-IL Printer Provides Fast Output

Gene Morel/VCD



Vancouver has invested substantial resources into the HP-IL interface technology. The HP 2671A and 2671G printers both offer faster output at 120 cps and quiet operation when compared to other HP-IL printer offerings, such as the HP 82905B. Order Option 048 for the HP-IL interface capability for your HP 267X printers.

Correction to "New Demonstration Software for Plotters"

Bryan Butler/SDD

In the December 1, 1982 issue of *Computer News*, SDD listed P/N 09111-10200 as a demo tape for the 9111A graphics tablet on the HP-85. That's a mistake. There is no demo software for the 9111A and the HP-85. If this error caused you any inconvenience, we apologize!

The Pack Adds Offensive Power to HP 3000 Series 40 and 44

Bob Weis/VCD

When your customer orders an HP 2631P (a pack), seven identical HP 2631Ps, we will discount the 2631Bs approximately 17% for a unit cost of $3286. The customer can then apply their discount from A1, A5, and A6 to the unit "pack" price.

In addition, CSY has increased the number of 2631B local/remote spooled character printers supported on both the HP 3000 Series 40 and 44. The new maximum is eight, which should allow more flexibility for present and future users.

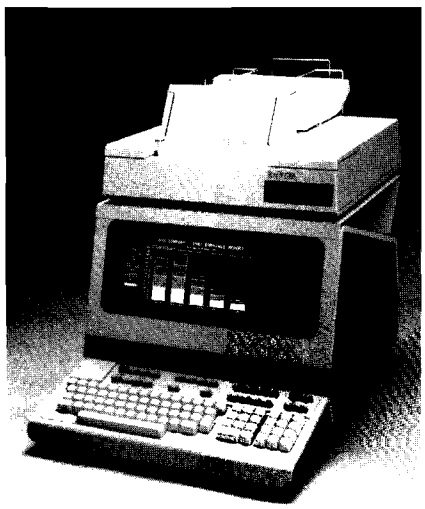
With this great break in price and the recent announcement of increased flexibility of our systems, the 2631P provides an enhanced opportunity to sell a total HP solution.

Computer Museum

Free Printer Stand Matches HP 267X Printers to HP 264X Terminals

Gene Morel/VCD

The HP 92171F Printer/Plotter Stand has been a popular accessory for our customers. Fitting on top of any HP 264X terminal, this device can hold plotters, discs, or printers, saving valuable desk space. Vancouver Division is now running a special offer allowing your customer to buy an HP 267X printer for a 264X terminal and get a free 92171F printer stand. This terminal/printer/stand combination makes a dynamite workstation for your customers. Graphics output from 2647s or forms output from 2645s can all be printed quickly on the 267X printers. This offer is also great for getting some installed base sales. The low price of the 267X printers make it an easy sale significantly enhanced by the free stand. Current workstation areas need not be reconfigured for desk space because the printer sits right on top of the terminals. Just order Option 200 with any 267X printer order and your customer's free stand will arrive with the printer.



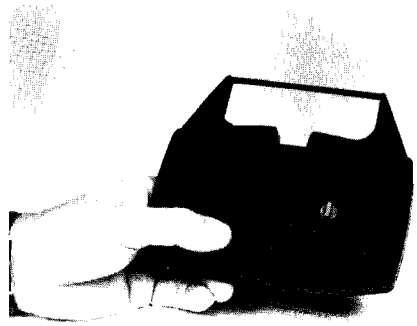
Has the Ribbon for Your HP 2602A Printer Broken?

Alan Grube/VCD

If so, don't despair, it can usually be repaired. More about that, but first a few words about proper ribbon handling and installation which may prevent more breakages.

It is very important that the ribbon tension be adjusted prior to installing the cartridge in the printer. On top of the ribbon cartridge, you'll see a light-colored tab and an arrow. Turn the tab counterclockwise a few turns, in the direction of arrow, to pull the ribbon taut. If the ribbon is not adjusted, it may jam or tangle in the take-up mechanism.

After the ribbon is installed in the printer, never try to adjust the ribbon. This is probably the primary cause of ribbon damage. When installed, the ribbon take-up mechanism is engaged so that turning the adjusting tab will certainly tear the ribbon. The take-up mechanism, by the way, is a small belt-driven ratchet wheel on the printer's ribbon base plate. It engages the ribbon in the cutout area that can be seen when the cartridge is viewed from the underside.



Also make sure that the red ribbon release lever is positioned toward the printer platen whenever installing or removing the ribbon cartridge. If it is not, the take-up mechanism will be in the engaged position and tends to rip the ribbon.

Now, to repair a broken ribbon, hold the cartridge so that you are observing it from below and the two arms are pointing up. The take-up reel will be on the left. By feeding the broken end through the slot in the left arm, it can be spliced to the ribbon already on the take-up reel using a small piece of cellophane tape. Make sure the ribbon goes on the reel in the clockwise direction (observed from below). Also, see the Preface of the 2602A Owner's Manual (02602-90001) for a thorough explanation of ribbon installation.

Price Changes

Computer Groups Price Changes Effective February 1, 1983

These prices, effective February 1, 1983, will appear on the Corporate Price List on that date, available in your office. Prices are US List unless otherwise noted. Orders at old prices will be honored at the factories for 30 days (or 60 days in the case of government quotes, see exception, III. GSA) after the effective date of an increase. All quotations, either verbal or written, shall be made at the new prices upon the effective date of the new price list. The customer should be notified that his order will be honored at the lower price if it is received within the 30-day grace period. Price decreases are effective immediately and in-house orders shipped 5 working days prior to the announced decrease date will be billed at the new lower price.

Product No.		Description	Current Price	New Price
12005A	OPT. 001	2621A/P CABLE	70	220
12005A	OPT. 002	RS-232 CABLE	70	180
12103D		1MB MEM MOD	5,000	4,810
12103E		A-SERIES MEM PK	9,500	9,320
2113E		HP 1000 E-SER CPU	12,600	12,675
2176C		HP 1000 MODEL 40	21,325	21,575
2176D		HP 1000 MODEL 40	20,825	21,075
2177C		HP 1000 MODEL 45	30,500	30,750
2177D		HP 1000 MODEL 45	30,000	30,250
2178A		HP 1000 MODEL 60	25,500	25,750
2178B		HP 1000 MODEL 60	25,500	25,750
26080A		256KB MEMORY ADD	5,380	4,550
26085A		MEMORY ACCESS.	16,150	12,000
2622D		HP 250 WRKSTATION	2,535	2,285
2680A	OPT. 505	256KB MEM. ADD	5,350	4,550
2680A	OPT. 520	1MB MEMORY	10,900	7,550
2680A	OPT. 521	1MB MEM. ADD	16,150	12,000
26804A		2685/40 PRNT STN	165,500	164,000
26804A	OPT. 074	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 075	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 076	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 077	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 078	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 079	1600/6250BPI MTU	37,700	30,450
26804A	OPT. 098	CARTRIDGE TAPE	-10,250	-8,750
26804A	OPT. 505	256KB MEM. ADD	5,380	4,550
26804A	OPT. 520	1MB MEMORY	10,900	7,550
26804A	OPT. 521	1MB MEMORY ADD	16,150	12,000
30092A		512KB MEMORY	10,600	8,500
30142A		1MB MEMORY	16,150	12,000
30161A		1MB MEM. (39,4X)	16,150	12,000
30171A		256KB S39/40 MEM	5,300	4,500
32305LM		AUST. RTC HP GL	0	4,200
32306LM		AUST. RTC HP DL	0	4,200
32307LM		AUST. RTC HPALLOC	0	2,800
32308LM		AUST. RTC HP AP	0	4,200
32309LM		AUST. RTC HP AR	0	4,200
32310LM		AUST. RTC HP RF	0	3,500
32311LM		AUST. RTC HP IF	0	3,500
32312LM		AUST. RTC HP GA	0	7,000
32412CR	OPT. 725	7925S DISC REMKT	15,225	13,725
32412CR	OPT. 726	7925S 50HZ REMKT	15,225	13,725
32412CR	OPT. 925	7925M DISC REMKT	20,000	17,750
32412CR	OPT. 926	7925M 50HZ REMKT	20,000	17,750
32430CR	OPT. 725	7925S DISC REMKT	15,225	13,725
32430CR	OPT. 726	7925S 50HZ REMKT	15,225	13,725
32430CR	OPT. 925	7925M DISC REMKT	20,000	17,750
32430CR	OPT. 926	7925M 50HZ REMKT	20,000	17,750
32435BR	OPT. 725	7925S DISC REMKT	15,225	13,725
32435BR	OPT. 726	7925S 50HZ REMKT	15,225	13,725
32435BR	OPT. 825	7925 DISC REMKT	19,000	16,750
32435BR	OPT. 826	7920 50HZ REMKT	19,000	16,750
32440B		HP 3000/44 60HZ	70,500	64,500
32440BH		HP 3000 44B UPGRD	66,700	60,700
32445A		HP 3000/40	39,200	33,200
32445A	OPT. 507	EXP. MEM. TO 1MB	10,100	8,200
32445AH		HP 3000 40 UPGR.	35,400	29,400
32446A	OPT. 507	EX. MEM. TO 1024KB	13,100	8,200
35022A		3000/4X TRAINING	10,500	4,500
45251B	OPT. 010	1.2MB FLEX DISC	3,800	3,450
45260A		HP 250/30 COMP	10,200	9,100
45260A	OPT. 010	1.2MB FLEX DISC	3,800	3,450
45260A	OPT. 022	4.7MB/1.2MB DISC	2,650	3,690
45531-15800		SOFTWARE UPDATE	43	42
45531-18800		SOFTWARE UPDATE	43	42
45533-15800		SOFTWARE UPDATE	43	42
45533-18800		SOFTWARE UPDATE	43	42
45534-15800		SOFTWARE UPDATE	43	42
45534-18800		SOFTWARE UPDATE	43	42
45535-15800		SOFTWARE UPDATE	43	42
45535-18800		SOFTWARE UPDATE	43	42
45536-15800		SOFTWARE UPDATE	43	42
45536-18800		SOFTWARE UPDATE	43	42
7908P		16.5MB DISC/TAPE	11,130	10,100
7908P	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7908R		16.5MB DISC/TAPE	11,130	10,100
7908R	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7911P	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7911R	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7912P	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7912R	OPT. 140	DELETE TAPEDRIVE	-2,000	-3,570
7933G		1.2GB DISC SYS.	71,570	63,560
7933H		404MB DISC DRIVE	26,690	25,520
7976A		1600/6250 DRIVE	53,190	44,440
7976A	OPT. 011	47.5-55 HERTZ	1,830	0
7976A	OPT. 222	TWIN-PAK CREDIT	-14,500	-7,500
9133A		5MB DISC+3-½FL	4,975	4,260
9134A		5 MBYTE DISC	4,560	3,500
9135A		5MB DISC+5-¼FL	5,570	4,760
9320-1515		L.P. PAPER BL.BR	40	55
97050K	OPT. 022	TAPE CARTRIDGE	30	0
97050S	OPT. 022	TAPE CARTRIDGE	30	0
97050T	OPT. 022	TAPE CARTRIDGE	30	0
98300M		EGS/45 RIGHT TO COPY	5,000	7,000

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