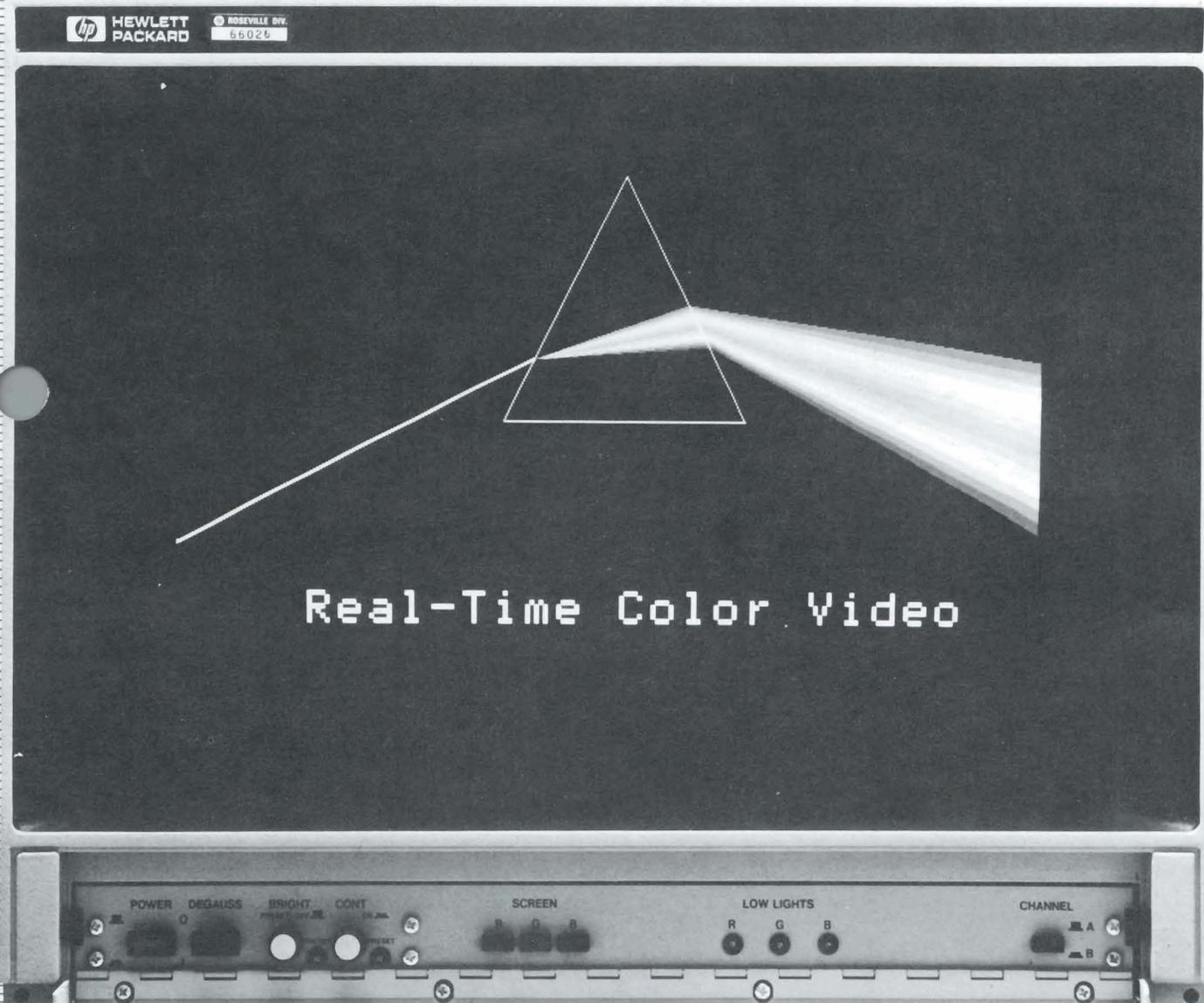


Computer News

For HP Field Personnel Worldwide
August 15, 1984



**Announcing real-time color
for the HP 1000 A-Series**

For HP Use Only

Computer News

Vol. 9, No. 19

Editor

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Circulation

Roster Administrator (408-864-5621)

Computer News is published biweekly for Hewlett-Packard field personnel to keep you informed of new HP products and services.

Please send address changes and subscription requests to Roster Administrator, 49B2, Phone 408-864-5621.

Address editorial correspondence to *Computer News*, Hewlett-Packard Company 46T, Business Development Group, 19055 Pruneridge Avenue, Cupertino, California 95014 USA, COMSYS 4700, Phone 408-973-7654.

Editor's Note: The banner to the right shows the structure of the four major sectors in HP's new corporate organization.



On the Cover:

The HP 12065A color video interface gives your customers real-time video output capabilities for the HP 1000 A-Series computer family. The product offers a high degree of on-board intelligence to improve the speed and productivity of applications. See story beginning on page 10.

MARKETING & INTERNATIONAL SECTOR

US Field Operations
European Operations
Intercontinental Operations
Major Accounts Marketing
Corporate Marketing

MIC Marketing Information Center
FRD Systems Finance/Remarketing Division
CSD Computer Support Division
ISD Instrument Support Division
CSO Computer Supplies Operation
IPO Instrument Products Operation
CPC Corporate Parts Center

MEASUREMENT, DESIGN & MANUFACTURING SYSTEMS SECTOR

Microwave & Communications Group

MCG Microwave & Communications Group
SPD Stanford Park Division
NMD Network Measurements Division
SAD Signal Analysis Division
SPK Spokane Division
CTD Colorado Telecommunications Division
QTD Queensferry Telecommunications Division

Electronic Instruments Group

EIG Electronic Instruments Group
NJL New Jersey Division
SDD San Diego Division
SCD Santa Clara Division
BID Boeblingen Instrument Division
YID YHP Instrument Division
ICD Integrated Circuits Division

Design Systems Group

DSG Design Systems Group
FSD Fort Collins Systems Division
LSD Logic Systems Division
COL Colorado Springs Division
BCD Boeblingen Computer Division
LSID Lake Stevens Instrument Division
EPD Engineering Productivity Division

Manufacturing Systems Group

MSG Manufacturing Systems Group
DSD Data Systems Division
MPD Manufacturing Productivity Division
LID Loveland Instrument Division
MTD Manufacturing Test Division

INFORMATION SYSTEMS & NETWORKS SECTOR

Information Systems Group

ISG Information Systems Group
CSY Computer Systems Division
BGD Boeblingen General Systems Division
YCD YHP Computer Division
OPD Office Productivity Division
CID Computer Integrated Circuits Division
GCO Guadalajara Computer Operation
IRO Information Resources Operation

Personal Computer Group

PCG Personal Computer Group
RTD Roseville Terminals Division
PCD Portable Computer Division
GPCD Grenoble Personal Computer Division
POD Personal Office Computer Division
VCO Vancouver Division
PSD Personal Software Division
PCDO Personal Computer Distribution Operation
PCGO Personal Computer Group Operation

Information Products Group

IPG Information Products Group
BOI Boise Division
DMD Disc Memory Division
GLD Greeley Division
CPB Computer Peripherals Bristol Division
RND Roseville Networks Division
IND Information Networks Division
GND Grenoble Networks Division
CNO Colorado Networks Operation

ANALYTICAL, COMPONENTS, MEDICAL & TECHNOLOGY SECTOR

Analytical Group

AVD Avondale Division
SID Scientific Instruments Division
WAD Waldbronn Division

Components Group

MSD Microwave Semiconductor Division
OED Optoelectronics Division
OCD Optical Communication Division

Medical Group

AND Andover Division
BMD Boeblingen Medical Division
MCM McMinnville Division
WAL Waltham Division
HCP Health Care Products Operation

HP Labs

Corporate Manufacturing
Corporate Engineering

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.



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GENERAL

Sales opportunities plentiful in CAD/CAM industry

Billie Abrams/BDG

With the availability of several world-class mechanical CAD/CAM (computer-aided design/computer-aided manufacturing) solutions from HP Plus Referenced Software Suppliers, what is the market opportunity for HP?

The overall CAD/CAM industry experienced a substantial growth rate of 45% in 1983 according to Dataquest. There were several primary causes of this high rate, including:

- IBM's continued aggressive performance
- Strong momentum from such turnkey companies as Intergraph
- The significant number of turnkey niche companies that recorded outstanding increases in revenues, particularly those focusing on CAE in electronic industry.

Based on continued expansion of capital spending plans, the 1984 order rate could exceed 50% compared to 1983 according to Prudential-Bache Securities.

The mechanical segment of the CAD/CAM market accounted for \$1 billion with an annual growth rate of 50%. The projected revenues for 1984 are \$1.5 billion, growing to \$5 billion in 1988. This presents a tremendous opportunity for the mechanical CAD/CAM vendors.

Several trends are emerging that will likely change the CAD/CAM industry. According to ITM, a Wellesley Hills, MA, CAD/CAM consultant, prices for both turnkey systems and workstations will substantially decrease over the next several years. In addition, there will be dramatic increases in the sales of intelligent engineering workstations which will impact all the vendors in the industry. Those vendors that do not offer a lower priced engineering workstation by early 1985 are seen at a competitive disadvantage. The mechanical segment is one area where important growth of workstations is expected.

Another trend is toward more fully-integrated, open systems which is changing the power structure in the CAD/CAM industry. Hardware will likely be dominated by the computer companies, with the overriding force being IBM. The software aspect will probably still be dominated by turnkey CAD/CAM companies whose strength are applications and a migration path from system to system. Finally, a strong marketing and distribution channel is increasingly important, as is a large installed base.

First Boston Corporation conducted a 1984 CAE survey to ask specific questions on critical future issues of the CAE/CAD/CAM industry. The 30% return included responses from most of the major companies and opinion makers in the industry. The major survey results are listed below:

- Budget approvals and spending expectations can support 50% order growth. The average budget increase is 65% which is attributed largely to the installed base without new customers.
- Industry penetration remains very low (around 10%), even at large companies. The average number of workstations per site rose from 7 in 1982 to 11 in 1983.
- There is still no evidence of any significant trend away from turnkey vendors, who have held steady at around 60%.
- Applications are the most important reason for choosing a vendor.
- The principal application of CAD/CAM is still mechanical.
- Over half of the users will require solid modeling, needing both boundary and constructive representation on around 25% of the parts designed.

So what does all this mean to HP, and more specifically, to the technical SRs? We have the opportunity to become a major force in the CAD/CAM market with the combination of our price/performance workstations (a must in this market), our world-class mechanical solutions (another must) and a premier technical sales force. Success in the ME market is dependent on focusing our efforts on fully integrated solutions, listening to the needs of end-users and continuing to offer the right solutions.



GENERAL

HPCOACH Assistance Center news

Bruce Woolpert/PSD

The following information will help you to explain HP's personal computer telephone support. If you have any questions or feedback regarding HPCOACH support, please contact Peter Shaw, COMSYS D600.

Please make a special note of HPCOACH's support of non-HP equipment configurations. Please make sure that everyone in your organization and customers are aware of this information in advance.

Hours of operation: 6 a.m. to 6 p.m. Pacific Time

Telephone number: 800-HPCOACH
(800-472-6224)

Response time: four hour call-back

User base: HP Personal Computer Owners —
Customers (first priority).

HP Personal Computer Owners —
Employees (second priority).

(Field Technical Support contact division
on-line support.)

Support description (end-user post sale)

- HP Series 80 and Series 100 Personal Computer Systems.
 - Application software that HP markets (either developed by HP or ISV software distributed by HP).
 - Programmer language support but does not include lengthy application development assistance or consulting.
 - Supported, tested and documented peripheral and system configurations.
 - Getting-started assistance for new users having trouble getting their systems installed.
- Support for Context MBA™ and VisiCalc® on HP 9816. All other 9816 and Series 200 support is provided by the field support organization through available support contracts.

Limitations

- Support for programmer environment software products — While HPCOACH does provide limited support for programming languages, callers are referred to field PC-SEs for lengthy consulting and software development assistance. All other programmer products, for example, The Portable, and the Touchscreen personal computer programmer's tools product, are supported by the PC-SE organization and not by HPCOACH.
- Support for peripheral and instrument configurations — We depend on HP divisions to test peripheral and instrument configurations. We do not have access to the wide range of peripherals that a customer may want to connect to an HP personal computer or the wide range of non-HP personal computers that might be used with an HP printer or plotter. We must limit our support to configurations that have been tested by the responsible hardware divisions.

Documented peripheral configurations

- Disc drives — Greeley Division will include a section describing connection and use of the HP 9114A with the IBM PC in the September revision of the 9114A User's Manual.
- HP peripherals and HP personal computers — Not all HP peripherals are supported on HP personal computers. Consult the latest set of HP personal computer data sheets for a list of supported peripherals.

Please don't disappoint your customers by referring customers to HPCOACH with non-supported configurations. Sell only supported solutions and your customer will find HPCOACH to be an effective resource.

Context MBA® is a US registered trademark of Context Management Systems.

VisiCalc® is a US registered trademark of VisiCorp.

SERIES 100

Introducing new HP Series 100 PC subscription services

Denise Gentry/SDC

Five new subscription services are now being implemented to upgrade existing support of the Personal Computer Groups. One major objective of the new services is to provide support and sales personnel with newly released Series 100 (S100) software as available for pre- and post-sales support

New services

Subscription service number	Subscription service description
5955-9889	Series 100 News (English only)
5955-9885	Series 100 PSR Support (English version)
5955-9887	Series 100 PWSR Support (English version)
5955-9886	Series 100 PCSE Support (English version)
5955-9888	Series 100 PC Center Support (English version)

These services will provide the subscriber with the English version of the software and text written in the English language. Each country is putting together subscription services for its localized software and updates. Details of these services will be available soon. Distribution of the English version of the software will not be limited to North America. If you are outside North America and sign up for one of the above services, you'll receive the English version. The News service (P/N 5995-9889), currently written only in English, will be distributed worldwide.

The matrix below shows how materials distributed among subscription services.

You will receive Sign up for	Comm, SSB, Supt. Guides other notes	Operating system	Core applica-tions	Non-core data-comm	Non-core language	Non-core data-base	All other distrib-uted applica-tions
5955-9889 (News)	X						
5955-9885 (PSR)	X	X	X				
5955-9887 (PWSR)	X	X	X	X			
5955-9886 (PCSE)	X	X	X	X	X	X	
5955-9888 (PC CTR)	X	X	X	X	X	X	X

- News subscription service provides documentation material for support personnel who do not need personal copies of the software and manuals, but do need information on PC products. Some examples are the Series 100 Communicator, SSB, Support Guides, and Merlin (PSD newsletter). Manuals are not included in this service. They come with the appropriate software products.
- The following are "Core Application" software products: WordStar[®], Lotus[™] 1-2-3[™], BPI General Accounting, MailMerge[®], VisiCalc[®], PCF, MemoMaker, Multiplan[®], Condor 20-3, dBASE II[™], BASIC, Picture Perfect, Fin Calc, Graphics, and DSN/Link. This software has been sent to dealers and is the most popular of the distributed software.
- "All Other Distributed Applications" consists of all the HP distributed software not included in the other categories. HP listed software is not included.
- PC Center subscription service, which includes all HP distributed software, is expected to cost approximately \$2,000 per year. It is recommended that this service be ordered only as needed.
- All new and updated software is distributed in a kit with manuals.
- For a product not sent to you automatically, you may borrow a copy from your PC center or order the product from PCDO.
- These changes affect Application Engineering Organization (AEO) subscription services. CE and TSE services are unchanged.

How to sign up

You may sign up for these services with your Area Systems Engineering Administrator (SEA), one S100 subscription service per contract. For multiple copies of a single service, sign up for multiple contracts. Once you have signed up for the new service, delete old S100 subscriptions, P/N 5751-5748 (PICS) and 5957-3685 (SE Series 100 SS), you may have. From now until September 1, material will be distributed against the "old" and the "new" services. After September 1, material will be distributed only to subscribers of the new services.

Software Distribution Center (SDC/Santa Clara) assists the systems engineering administrator with the conversion process. SDC will flag the old S100 subscription services as non-active. This means that no new contract entries will be allowed to the old services. It also provides the SEA with a means to identify subscribers of the old services who have not converted to the new services. Action can then be taken to update the subscriber's contract.

WordStar® and MailMerge® are US registered trademarks of MicroPro International Corporation.

Lotus™ and 1-2-3™ are US trademarks of Lotus Development Corporation.

VisiCalc® is a US registered trademark of VisiCorp.

Multiplan® is a US registered trademark of Microsoft Corporation.

Condor is a US trademark of Condor Computer Corporation.

dBASE II™ is a US trademark of Ashton-Tate.

New training workshop for The Portable

Joanne Piziali/PSD

"Getting Started With The Portable" is a new eight-hour workshop designed for novice computer users. The course covers the following topics:

- HP software support
- General terminology, the keyboard, memory configuration, and peripherals
- Using PAM (Personal Application Manager) to configure the system, start applications, and manage files
- Writing and saving memos (MemoMaker)
- Using the built-in electronic discs
- Dialing an information service

- Connecting The Portable to a desktop
- An overview of the 1-2-3™ program.

The course materials include a printed copy of the student workbook, instructor notes, and a black/white paper copy of the slides, as well as a lab disc, a spook tape of the student workbook and instructor notes, and a store tape of the slides, student workbook, and instructor notes.

The "Getting Started With The Portable" materials are now available. The cost at TAC is \$117.98. They can be ordered via HEART or SODA using product number 89908A.

If you have questions, please call Joanne Piziali, TDC Marketing, TELNET 773-6358.

1-2-3™ is a trademark of Lotus Development Corporation.

Lotus™ 1-2-3™ course materials now available

Joanne Piziali/PSD

The Training Development Center at PSD has developed an introductory workshop entitled "Introducing 1-2-3™." Now you can introduce your customers to 1-2-3™ on both the HP Touchscreen personal computer and The Portable.

This workshop is an introduction to 1-2-3 and will enable the student to make basic use of some major 1-2-3 capabilities. The hands-on exercises use practical business applications such as profit spreadsheets and inventory data bases.

The modular design of the course allows the instructor to customize the workshop to fit the needs of the students. Although designed as an eight-hour training day, it can be structured to a two- or four-hour class.

The course materials include a printed copy of the student workbook and instructor notes, a black/white paper copy of the slides, a lab disc, a spook tape of the student workbook and instructor notes, and a store tape of the slides, workbook, and notes.

August 16, the materials to teach "Introducing 1-2-3™" will be available on the PPL via HEART and SODA. The cost at TAC is \$121.59. Use product number 89907A.

If you have questions, call Joanne Piziali, TDC Marketing, TELNET 773-6358.

Lotus™ and 1-2-3™ are trademarks of Lotus Development Corporation.

How to get a copy of HP EasyDesk

Moe Rubenzahl/PSD

HP EasyDesk is a set of command files that work with DSN/Link on the HP 150 and HP DeskManager on the HP 3000. (See "Introducing HP EasyDesk for the HP 150" by Moe Rubenzahl and Melanie Johnson, in the July 15 issue of *Computer News*.)

HP EasyDesk is free. You may distribute EasyDesk to all HP customers. And because it consists of DSN/Link command files (it is not a program), you can easily modify it to fit a customer's special needs.

```
HPEASYDESK          Upload HP 150 file to HPDeskManager
Use f2, f3 and f4 to enter parameters, then touch f1 to begin upload.

Filename:  B:INVCW.WKS                                     Type: ASCII
Description: August Inventory Report

  HP 150  >>> >>> >>> >>> >>>  HP 3000  HPDeskManager

Please specify the local HP 150 filename (e.g. B:MYFILE.EXT),
the HPDeskManager item description, and the file type (ASCII/
BINARY) using f2, f3 and f4. Then press f1 to begin upload.

HPDESK > _

Start  Enter  Enter  ASCII/  18  10  System  Brief  Help  Exit
Upload Filename Descriptn BINARY  Num Pad  Options Made   Upload
9:54
```

How to get HP EasyDesk

- The best source for most HP employees is the internal HP DeskManager network. Simply send a request to "EasyDesk Request / HPD600/TR" (note that "EasyDesk" is one word) and we will send you installable files.
- We have sent a copy to all office CSRs for the benefit of offices that are not yet connected to the internal DeskManager network.
- A downloadable copy has been placed on CompuServe, a public data network.
- It will also be available through Interex (the Users Group).

A commitment to personal computer integration

HP EasyDesk is part of Hewlett-Packard's commitment to leadership in tying personal computers, portable, and minicomputers together to improve productivity and ease-of-use.

Please send questions to "EasyDesk Request / HPD600/TR" or to Hewlett-Packard, Personal Software Division, 3410 Central Expressway, Santa Clara, CA 95051 (Attention: Personal Computer Integration Center). Your comments are always welcome.

Condor™ announces new, enhanced version for the HP Touchscreen personal computer

Chris Walker/PSD

Touchscreen personal computer users who own Condor™ 1 or Condor 3 will be happy to learn they can order the new, enhanced version of the Condor Database Management System. This popular data base management product allows you to automate a wide range of information management needs. Two versions of Condor are offered. Condor 1 is a low-cost start-up system for users with simple data base needs. Condor 3 is a more powerful relational data base system for users with more sophisticated needs.

Condor enhancements

Condor has been improved with a number of major enhancements, making the product even easier than ever to use. Data files created under the current version of Condor are compatible with version 2.11 and can be easily transferred. New features include:

- New, improved User's and Reference Guide
- Condor 3 on a single disc

- New, two-screen data entry form
- Expanded 65,534 record limit
- Up to 18 decimal places in numeric fields
- New, INSERT mode during data entry
- Enhancements to the COMPUTE command
 - COMPUTE now supports a WHERE condition
 - Up to eight computations are now allowed within a single command
 - Global field value replacement
- In-String search capability added.

Availability

The Update Kit (45416-63002) will be available August 1 for Condor 3 owners (HP 150 only), and September 1 for Condor 1 owners (HP 150 only). Orders for the Condor 1 update (45415-63002) will not be taken until September 1. All regular product and update orders processed after the above dates will include version 2.11 of Condor 3 and Condor 1.

Condor is a US trademark of Condor Computer Corporation.

Ordering Graphwriter Basic Set®

Marilyn Ruel/PSD

In "Graphwriter Basic Set® now available for the HP 150" [*Computer News*, July 1, 1984], the P/N and price for this software package for the HP Touchscreen Computer was omitted. To order Graphwriter Basic Set order:

P/N	45484A
Price	\$395

Graphwriter Basic Set® is a registered trademark of Graphic Communications, Inc.

HP 150 name changed

Ralph White/POD

On September 1, 1984, the flexible and hard disc HP 150s will be renamed "Touchscreen" and "Touchscreen MAX," respectively. These names make it easier to differentiate the flexible and hard disc systems in our literature and advertising. The names are easy to remember and recognize and provide customers with a friendly image of the product. This action is consistent with the naming of other PC products such as The Portable, ThinkJet printer, LaserJet printer, etc.

- The HP 150 dual flexible disc will be named "Hewlett-Packard Touchscreen Personal Computer" or "Touchscreen" for short.
- The HP 150 15M-byte hard disc system will be named "Hewlett-Packard Touchscreen MAX Personal Computer" or "Touchscreen MAX" for short.

On September 1, 1984, POD/PCG will be removing the HP 150 designation from all our literature and advertising.



HP 1000

Real-time color video for the HP 1000 A-Series

Duncan Campbell/RND

Introducing the exciting new HP 12065A color video interface for the HP 1000 A-Series computer family. This product has been designed to meet the needs of the Computer Aided Manufacturing marketplace. Within this market segment, a clear and persistent demand has been demonstrated for a moderate-resolution, high-speed, aggressively-priced color video monitor interface. The HP 12065A color video interface delivers on all these requirements. With the color video card you will gain the competitive edge to win those HP 1000 A-Series sales.

HP 12065A color video highlights:

- Graphics 1000/II compatible
- Delivers Red-Green-Blue (RGB) RS-343 video output
- 512 x 512 pixel resolution for 1 x 1 aspect ratio displays
- 576 x 455 pixel resolution for 4 x 3 aspect ratio displays
- 16 colors selected from a palette of 4096 or 8 colors selected from a palette of 4096 with character overlay
- Real-time video output
- High speed polygon area fill
- Independent blink control of each color
- Scrolling capability
- Two accessory RS-232C ports for keyboards, touchscreens, joysticks, and mice.

The advantage of the color video interface is that it is a window into your application. Typical applications include process control, computer-aided test, and computer-aided manufacturing. Using color video with one or more types of operator input devices, such as touchscreen, can provide a high degree of user friendliness and flexibility for less money than traditional custom consoles. When coupled with an output accessory like the HP 27201A speech output module, color video displays can dramatically increase your customer's productivity.

It is easy to get your customer started or upgraded to the HP 12065A to take advantage of its speed and flexibility. The Graphics/1000-II package contains generic commands that are used by many graphics peripherals for more efficient software development.

For your customers that want a complete integrated HP solution, you can offer them the HP 12065A color video interface, the HP 13279B high resolution 19" monitor, and the HP 92841A Graphics/1000-II Device-Independent Graphics Library (DGL). For your price-sensitive customers that run lean and mean, sell the "competition-killer" price of the 12065A and match it with a low-price RS-343 monitor.

The HP 12065A color video interface will support five monitors per interface. This gives your customer the advantage of driving the same picture to five different locations. The benefit is that this capability is performed with one 12065A, saving your customer money and I/O slots in the HP 1000 A-Series computer.

HP will also support the monitor 250 feet away from the host with RG59/U cable or even up to 500 feet away from the host with RG11/U cable. The advantage is that the monitor is placed strategically where it is required by the application. The benefit will be increased productivity for your customer.

Merchandising literature will be arriving in your sales office this month. In this package there will be the 12065A data sheet that will provide the technical description and technical specifications for your customers (P/N 5953-5012). We will also provide a short 12065A field training manual covering the market, product positioning, and the competition (P/N 5953-5013).

Availability: 8 week delivery

Product	US List price (September 1 CPL)
12065A Color Video Interface with card, video output cables, and Video Reference and Installation Manual.	\$1,950
Option 001 RS-232 Input Cables	75

HP PMC/1000 scores with GMH down-under

Gwen Welsh/HP Melbourne

An Australian factory automation taskforce recently set up at HP's Melbourne Office has recorded its first major success. The taskforce, which combines the talents of both the 01 and 02 sales forces, has received an order from General Motors-Holden's for the supply and installation of PMC (Process Monitoring and Control)/1000.

The order includes PMC/1000 running on an HP Model 29 with 26 terminals. Two 2250s are used to collect data in the foundry environment. GMH personnel will spend approximately eight man-years developing the full potential of the system.

It is anticipated that the system will monitor nearly 600 data points around the foundry to alert the maintenance crew at GMH of deteriorating machinery performance. This will allow preventative maintenance outside production hours resulting in greater up-time of equipment.

The sale was particularly significant for HP as it represents a breakthrough in a very competitive market. A GMH spokesman said that the decision to go with HP was based not only on hardware and software performance but also on HP's ability to offer unqualified support and extensive training during installation of the system which begins in July this year. "In a tight competitive situation the HP people convinced me of their commitment to making our system work," he said.

An HP Installation Management Group has been established to provide supervision of sub-contractors and purchase of non-HP equipment involved in the installation. This group will ensure a successful implementation and establish a model reference site for PMC/1000 in Australia.

HP 9000

New enhancements to HP Pascal 9000/500

Darlene Yaplee/CLL

Several enhancements have been made to the HP Pascal 9000/500 compiler which will provide powerful capabilities for your Pascal customers. These enhancements include:

- modules to allow for easier program structuring, type-safe separate compilation of program fragments, and a means of encapsulating program objects
- variable-length strings and string operations, including concatenation, substring, insert and delete
- conformant arrays (from the ISO Pascal definition) allowing a single routine to manipulate arrays of different sizes and/or dimensions.

In addition, we have also implemented several new capabilities that are extensions to the HP Standard Pascal definition such as:

- exception handling which allows users to process user and/or run-time errors
- type coercion which enables the user to circumvent Pascal's strict type checking
- support for the symbolic debugger pdb
- other features: ANYVAR parameter specifier, ANYPTR type, addr and sizeof functions, and procedure/function variables.

With this update, Pascal 9000/500 fully implements the HP Standard, with the exception of the enumerated I/O feature. The Pascal 9000/500 enhancements will be released as enhancements to the Pascal 9000/500 compiler. There will be no additional charge to Pascal 9000/500 customers who have software support contracts. The enhancements are expected to be released with the 4.0 version of HP-UX.

HP Model 216 BASIC Operating Manual not for BASIC 3.0

John Bowie/FSD

HP Model 216 users who order BASIC 3.0 should refer to the new *BASIC 3.0 User's Guide* for an introduction to BASIC, rather than to Part II of the *Model 216 BASIC Operating Manual*, which covers BASIC 2.0.

BASIC 3.0 customers should still read the first eight chapters of the *Model 216 BASIC Operating Manual* for installation instructions. BASIC 2.0 customers will continue to use the entire *Model 216 BASIC Operating Manual* for both installation information and an introduction to BASIC.

The new Model 216 unpacking instructions will advise users which manual(s) to use depending on their revision of BASIC.

The *BASIC 3.0 User's Guide*, P/N 98613-90040, is currently being distributed. It can be ordered through CSO.

HP 98353A — the new enhanced HP-FE

Spyros K. Symeonidis/BEO

The new HP-FE (Finite Element) product (HP 98353A) includes two different options (Opt. 200 and Opt. 500) to replace the existing products, HP 98352A and HP 98354A.

HP-FE is a general purpose Finite Element system for linear structural and thermal analysis of 3-D solids and structures consisting of linear elastic materials with homogeneous, isotropic and temperature independent material properties.

The system is able to solve the majority of standard problems in structural mechanics and heat transfer analysis encountered in real mechanical, electromechanical, and civil engineering environments (assuming small displacements and small strain theory and a linear elastic material model). It is well suited for the analysis of medium-sized problems with a maximum of about 12,000 degrees of freedom.



Solving finite element problems at the engineer's desk with HP-FE from Hewlett-Packard, using a 32-bit computer.

The analytical capabilities can be summarized as follows:

- Linear stress analysis
- Linear modal and dynamic analysis
- Linear heat transfer analysis.

An interactive and fully automatic 3-D mesh generator for all element types is now available to create Finite Element models. It generates meshes automatically, and displays them for checking and interactive modification.

HP-FE provides an interactive graphics program to help the user to display and check the model in the most convenient way. The program permits the rapid plotting of the model data on the screen, plotter or printer. Total or selective model plotting based on independently chosen element groups, arbitrary viewing direction for 3-D models, hidden line and hidden surface removal, zooming, shrinking, 3-D shading and boundary presentation are just some of the plotting capabilities.

Furthermore, HP-FE offers efficient output and graphic output facilities for optimal, flexible and quick results interpretation. Plotting options include deformed structure plotting, stress and isothermal contour plots, mode shape plotting and displacement, velocity and acceleration histograms.

By the use of a comprehensive element library and efficient computational techniques (the standard numerical algorithms are used), HP-FE offers the same accuracy and many of the facilities available in the larger mainframe-based Finite Element packages but on a powerful and inexpensive desktop computer with more interactivity and an attractive user friendly interface.

A link from the HP Draft and HP Design systems is now available, allowing the transfer of geometrical data from these CAD systems to the control file of the mesh generator. This new link from HP Draft and HP Design to HP-FE is the first step towards an integrated CAD solution.

The new user-interface capabilities (automatic model generation and optimization) dramatically reduce the engineer's time and therefore the costs involved in a typical Finite Element analysis, and achieve an overall saving of about 40%. The new dynamic analysis capabilities significantly extend the application range of the package into the area of structural dynamics.

The new HP-FE is a powerful but extremely simple analysis tool for the design engineer not necessarily familiar with Finite Element techniques; it is also a complementary system for the FE specialist. Moreover, it satisfies the current needs for inexpensive and easy to use desktop solutions.

According to market research studies, the predominant application anticipated for new CAD/CAM systems is design and analysis. More than half of each industrial group within the mechanical engineering environment expect design and analysis to be the primary function of a CAD/CAM system. Our user-friendly easy-to-learn FE software linked to CAD systems certainly meets today's and tomorrow's market demand and undoubtedly addresses a high sales potential application area.

To order the new HP-FE software, please quote:

HP 98353A

Opt. 200 runs on Series 200 Models 20, 26, 36A/C

Opt. 500 runs on Series 500 Models 20AS/S/B/C

The software price is \$14,000.

The recommended system price is:

Series 200 (Model 36A) \$36,140

Series 500 (Model 20AS) 62,400

If you want to read more about HP-FE, a new technical description is available, P/N 5953-4347.

HP Design now on Shared Resource Management (SRM)

Joe Nowakowski/BEO

For ICON and Europe Only

A new revision of HP Design, a 2-D mechanical design software package, has finally arrived and performs better and more reliably than ever. HP Design Revision 4.0 is now available; the first shipments took place on July 20 (ICON and Europe only).

The main new features are:

- Supports high resolution (1024 x 780) 19" monitor
- Supports low cost 9020A system
- SRM configuration is now fully supportable (no plotter spooling)
- Plugs into a software management system for a multi-user multi-workstation ME-CAD environment
- ANSI tolerancing
- Configurable drawing parameters/paper format
- User definable symbols (for example, a welding symbol menu can be added).

NOTE: The memory requirement is 2.0M bytes minimum, 2.5M bytes recommended.

The software management system is a central location where system resources such as mass storage directories, application programs, users, and passwords are configured for ME-CAD packages. This software management system is delivered free of charge. Existing drawing data will not be lost — a conversion procedure is available.

If you need further assistance or information, don't hesitate to contact me or any of us at BEO Marketing, COMSYS HPB500.

HP Draft becomes complete CAD/CAM design system

Ulrich Mahle/EPD

HP Draft, HP's proprietary 2-D mechanical design and drafting package, is now enhanced by the addition of links to major numerical control (NC) vendor packages. This significant enhancement makes HP Draft a complete CAD/CAM system. CAP/CAP Corp.

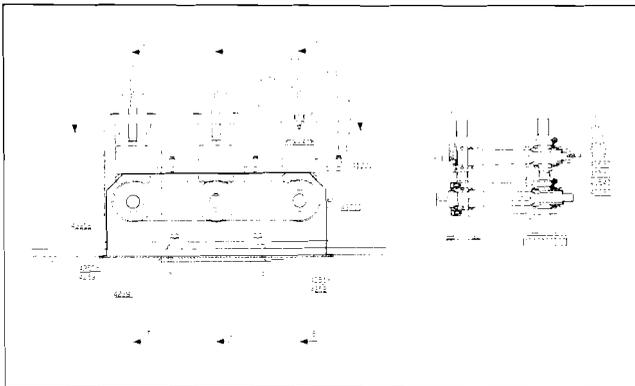
and Weber Systems are both well known NC system vendors that use the HP Series 200 equipment. Links to their systems provide Series 200 users the ability to link product design directly to the manufacturing floor. This capability provides one of the best price/performance solutions available on the market.

HP Draft support personnel have been trained on the CAP/CAP link, and Weber training is scheduled for August. New training material and data sheets are being produced to bring you up to date on the new HP Draft capabilities. In addition, HP is working with the NC vendors to develop joint customer seminars covering this CAD/CAM system.

To help you sell HP Draft, we have provided you with the following sales tools:

- HP Draft video with customer testimonial
- 35mm slide presentation with storyboard.

These tools are available through Sarah Moya, FSD, COMSYS 4000; Christine Wieland-Mueller, BEO, COMSYS B500; or your HP Draft AE. Additional support services and information can be obtained from the BEO US support group at Fort Collins.



HP Draft can design manufacturing equipment for the factory floor, such as this cigarette rolling machine designed on the HP Model 236.

Multi-FORTH™ now joins HP Plus Referenced Software

Al Corbett/3PP

Multi-FORTH Version 1.03 (P/N 97030JA), the programming software from Creative Solutions, Inc. for the Series 200 Models 226 and 236, has been distributed by HP for several years. Creative Solutions

has come out with Version 2.00, a 32-bit implementation for the entire Series 200, which will be HP referenced and *not HP distributed*.

Because Version 1.03 is limited in system coverage, Creative Solutions has asked that HP discontinue distributing it. Therefore, HP 97030JA was removed from the price list August 1. Creative Solutions will continue to support 1.03. Multi-FORTH inquiries should be sent to: Creative Solutions, Inc., 4701 Randolph Road #12, Rockville, MD 20852, phone 301-984-0262.

Multi-FORTH™ is a trademark of Creative Systems, Inc.

Large-quantity packages of RAM boards now available

Yoshio Kano/FSD

Your OEM and VEU customers will be glad to know that the RAM boards for the HP Series 200 computers are now available in large-quantity packages. The new 1M-byte board is available in a 50-count package and the ¼M-byte board is available in a 100-count package.

Product numbers and prices are:

Size	Quantity	P/N	US List price	FBF
¼M-byte	100	98256Q	\$ 79,000	\$ 78,300
1M-byte	50	98257P	204,000	202,200

ID PROM upgrade available

Kelly Hall/FSD

FSD is offering an upgrade package for customers with older HP 9816A/S computers who need an ID PROM for software protection. Customers using the 09816-66510 and 09816-66512 processor boards can buy this upgrade instead of an 09816-66513/14 processor board, for a savings of \$1,500. This ID PROM will allow users to run popular software packages such as HP TechWriter and HP EGS/200 on the 9816.

The part number for the ID PROM upgrade, ordered through FSD (COMSYS 4000), is 98143P. The price is \$150.



HP 3000

IBM System/34 conversion update

Jim Pinsky/CMG

HP Transform/3000, the IBM S/34 to HP 3000 conversion utilities, is gathering significant momentum. As of mid-July, we completed 15 sites and feel very confident about the quality of the product. We have also signed up half-a-dozen System Conversion Specialists (SCSs) who verify the technical quality of the product. Now it's time to aggressively promote Transform/3000 and beat IBM.

The physical conversions of the software from the S/34 to the HP 3000 are going faster and smoother than anticipated. The conversions are averaging five days of SE consulting. Remember this represents more than five calendar days as the customer will be working on the conversion while the SE is not on site.

The most challenging part of the conversion is changing the customer's mindset. The HP 3000 is a much more sophisticated system than the S/34, and the customer needs to be made aware of the additional capabilities of the HP 3000.

Performance is another issue we have been looking at. In all but one case, the HP 3000 has outperformed the S/34. When benchmarking against the S/34, the HP 3000 really shines in a multi-user, interactive environment. The more you load the system, the more the HP 3000 differentiates itself from the S/34. The Performance Center needs more benchmark information on the S/34 and S/36. Remember you and your SE can get The Portable for your efforts.

The System Conversion Specialist (SCS) program is getting very popular. The SCS program training manual can be ordered by P/N 99943A via a HEART override*. The price is \$5,000, Product Line = 79, Supplying Division = E300, Marketing Division = E3, Sales Force = 09, ID Code = 46. Order on a separate section; not eligible for coordinated delivery program. The next training class will be scheduled for August 28-30, 1984, in Cupertino, CA. Space is very limited, so we would prefer only one person per SCS company. Another class is tentatively scheduled for early October.

There have been some questions about the SCS program. The SCS program is not limited to two SCS companies per area. If an SCS is qualified and we have room in our training classes, they are welcome. Remember that they must successfully complete the Transform/3000 class to be able to deliver the product. The one-year Response Center Support listed for \$2,400 needs to be clarified. We will pay RCS for the Language Support/3000 Category (99081B+C00), Productivity Tools/3000 Category (99082B+C00), Conversion Utilities (99940A+S00), Procedure Monitor (99941A+S00), and RPG compiler (32104A+S00).

Consider having an SE join the local S/34 users group. It's a good way to make contacts and spread the HP name in the S/34 user community.

**To override HEART, follow instructions in the OP Field Documentation.*

Westinghouse Elevator Division rents an HP Series 30R

Que Dang/FRD

Randolph-Westinghouse Electric Corporation was in the evaluation process of adding an HP 3000 Series 48 system. This system was needed to modify and enhance their shop floor control package as well as train their personnel. While the purchase decision was being evaluated, SR Geoff Grant of Paramus, NJ, proposed a rental system to allow Westinghouse to immediately begin the project. The customer saw the immediate benefits of the HP 3000 Series 30R rental and decided to try it. According to Geoff, the following contributed to this rental success:

- Price — the month-to-month rental system was indeed the lowest cost alternative to going to an outside software consultant.
- Flexibility — the month-to-month rental term offered the customer the most flexibility in getting a head start in the development of the software package.
- Availability — the timeframe allocated for this project was three to four months, and our quick availability helped in the rental decision.
- Compatibility — software developed on the Series 30R will be carried over to a more powerful HP 3000 system when completed.

- Excellent data communications software — certain data will be uploaded to Westinghouse's IBM mainframe using DSN software.

It is worth noting that this rental success has subsequently "uplifted" Westinghouse to the Series 48 purchase.

Also in this issue

How to get a copy of HP EasyDesk 8

FINANCIALS

HP Pay Customer Profile

#0000005

Martha Linenburger/FSO

Business type: Newspaper

Geographic location: Rocky Mountain area

Size: Circulation of 350,000 daily newspapers

Reasons for purchasing HP Pay:

- HP name and reputation for reliability. The customer has confidence in the HP name and products. Knowing HP is standing behind the company's payroll application helps provide peace of mind.
- Ability to accommodate varying union pay structures and benefits. This newspaper has to deal with 23 different unions and associated pay plans — a formidable task requiring the flexibility provided by HP Pay and its rate tables.
- Short implementation time. The customer had heard from other HP Pay users that the system could be installed with a minimal amount of fuss and bother.

- Report writer for user-defined reports. The customer requires a lot of specialized reports to track union data. The HP Pay report writer helps make this possible.
- Payroll proof report. The ability to edit payroll prior to check runs is especially attractive given the company's complex union payroll.

Application of HP Pay: The customer is interfacing HP Pay to HP General Ledger using the HP Pay automated interface. In addition, the customer relies heavily upon HP Pay as a "source of origination" for union data; interpretative reports are run against HP Pay time card data to determine the company's liability for overtime, sick and vacation pay, as well as union retirement benefits.

Previous system: A manual system. While checks were computer generated, actual calculation of payroll was done manually.

Implementation time: Under 2 months.

Competition: Collier-Jackson

Why the competition lost to HP Pay:

- HP support. HP's extensive network of trained SEs means that support is provided locally. In contrast, Collier-Jackson's support team is based at CJ headquarters in Florida.
- HP's willingness to help make the product fit. HP listened to the customer to determine all their needs. HP helped the customer design a program to handle unique municipal tax laws.

HP Field Team:

HP SR: Fred Ricles

HP CSR: Ed Hurry

For additional information on this customer, please contact Martha Linenburger at FSO, 408-263-7500, ext. 5049.

HPFA Customer Profile

#0000016

Mike Tupper/APO

Name: *

Business type: Retail do-it-yourself business

Geographic location: Holmes Chapel, Cheshire, England

Size: £50,000,000

Reasons for purchasing HPFA:

- Inflexibility of previous product
- HP's high system flexibility
- Customization capability
- Use of HP IMAGE/3000
- Assist program.

Application of HPFA: This customer purchased HP Accounts Payable, HP Report Facility and HP Interface Facility. HP General Ledger likely to follow this year. The Accounts Payable is used for 450,000 invoices a year, handling the purchasing requirements for 250 retail outlets.

Previous system: An HP 3000 Series 44 using financial software from Packaged Programs Ltd., a large supplier of accounting packages.

Implementation time: Three months.

Why the competition lost to HPFA: In this particular sale the competition was not really considered. The customer was convinced that HPFA would fit their requirements. Due to their long experience with HP they decided to move away from "foreign" software and, at the same time, upgrade to a Series 48 to gain more resources to cover their growing needs.

HP SR: David Raymonde

HP CSR: Nick Earle

**For additional information on this customer, please contact Mike Tupper at APO Germany, 07031-142284*

HPFA Customer Profile

#0000017

Mike Tupper/APO

Name: *

Business type: Manufacturer of farinaceous foods producing 100,000 tons yearly. In addition, approximately 30 million individual packets of various dry and instant foods.

Geographic location: There are five different locations in Germany, one in Austria, and one in France.

Size: \$150 million

Reasons for purchasing HPFA:

- Flexibility (Customizer, RF, IF, User exits)
- Auditability
- Standard application software.

Application of HPFA: Have implemented six installations (five in Germany and one in Austria) containing HP General Ledger, HP Accounts Payable, HP Report Facility, and HP Interface Facility. Three of these installations have HP Accounts Receivable. Additionally, this customer has an HP 250 in their Strassburg office

Previous system: Honeywell Bull 66 DPS with various incompatible terminals.

Implementation time: six months

Why the competition lost to HPFA: HP provided a complete solution to the customer's problems with both hardware and software.

Customer quote: "Report facility allows effective decentralized on-line management reporting. Cost benefits by centralized software support."

HP SR: Rainer Hampel

HP CSR: Raimund Hummel

**For additional information on this customer, please contact Mike Tupper at APO Germany, 07031-142284*

MANUFACTURING

HP divisions benefit from HP MM/PM 3000

Mike Morel/MPD and Julie Owens/BDG

HP is considered one of the premier manufacturing companies in the world. Did you know that HP Materials Management/3000 and Production Management/3000 play a major role in this manufacturing excellence? Today, 27 divisions have installed these systems and six are in the process of implementing (see chart).

The systems that have been implemented are the same systems that we market. IBM does not even use modified version of MAPICS in its operations. Your customers can buy the tools that have helped HP become a success. If you want to use one of these operations as a reference, please contact your manufacturing applications sales center contact to make the arrangements.

If you would like a simple introduction to MRP systems, write or call:

Oliver Wight Limited Publications, Inc.
P.O. Box 278
Williston, VT 05495
800-343-0625

They will send you a free copy of *Executive's Guide to Successful MRPII*.

MM/3000 Divisions		
Installed:		
Division	Location	Product
Boeblingen Gen. Sys.	Boeblingen, Germany	Computers
Corp-TLC	Palo Alto, CA	Export Duties
Computer Support-Rsvle	Roseville, CA	Board Repair
Computer Systems-Rsvle	Roseville, CA	Computers
Ft. Collins Systems	Ft. Collins, CO	Computers
Guadalajara	Guadalajara, Mexico	Computers
HP Bristol	Bristol, England	Disc Drives
HP Labs	Palo Alto, CA	R & D
Instrument Support	Mountain View, CA	Software Distrib.
Lake Stevens Instrument	Lake Stevens, WA	Instruments
New Jersey	Rockaway, NJ	Power Supplies
Puerto Rico	Puerto Rico	Terminals
Roseville Terminals	Roseville, CA	Terminals
Santa Clara	Santa Clara, CA	Instruments
Santa Clara-Tech Ctr	Santa Clara, CA	ICs
Software Distrib. Ctr	Santa Clara, CA	Software Distrib.
Systems Remarketing	Sunnyvale, CA	Computer Remktg.
Systems Technology	Ft. Collins, CO	ICs
Grenoble-Soft Dist	Grenoble, France	Software Distrib.
Optical Communications	Palo Alto, CA	LED
Personal Software	Sunnyvale, CA	Software Distrib.

Implementing:

Division	Location	Product
Computer Systems-SC	Santa Clara, CA	Computers
HP Malaysia	Penang, Malaysia	LED Assemble
Stanford Park	Palo Alto, CA	Instruments
Colorado Tech Ctr	Colorado Springs, CO	ICs
Logic Systems	Colorado Springs, CO	Engineering Tools

PM/3000 Divisions

Installed:

Division	Location	Product
Computer Support	Roseville, CA	Board Repair
Data Systems	Cupertino, CA	Fabrication
Ft. Collins Systems	Ft. Collins, CO	Computers
Grenoble	Grenoble, France	Terminals
Network Measurement	Santa Rosa, CA	Instruments
Stanford Park	Palo Alto, CA	Instruments

Implementing:

Division	Location	Product
New Jersey	Rockaway, NJ	Instruments

OFFICE SYSTEMS

TDP/3000 — more than 1000 copies sold

Steve Wright/OPD

The one thousandth copy of TDP (Text and Document Processor) was sold in April 1984, followed by higher sales in May than at any other point since June last year.

Despite a number of newer word processing products, TDP is still more than holding its own; sales for the first two quarters of this year have been higher than sales for the same period last year.

TDP's link with laser printers has been the main contributor to its success, allowing the powerful formatting of TDP to link in easily with the graphics capabilities of the HP 2680A and the HP 2688A. (TDP only supports the 2687A printer as a 2608A, which means that super and subscript, or plug-in cartridges are not supported.) This makes it a competitive tool that is now used extensively both by Hewlett-Packard and by many of our HP 3000 customers.

The success of TDP reflects the need of many companies for a powerful text editor and formatter to create manuals and larger documents. These companies are now beginning to realize the importance of the high quality of production that laser printing, with its graphics capabilities, can give them. Standard word processors are not designed for this sort of work but TDP is ideally suited to more complex formatting requirements.

An important new feature of TDP is its ability to accept raster files from the HP 26096 digital camera; now it is possible to include images created by the camera in your TDP document. The quality of graphics input can now match the high quality of the laser printers.

Sales of TDP are currently running at over 25 a month. With the powerful integration that TDP can now offer of graphics, complex formatting and the high quality of the laser printers, there are good reasons why this should continue to be the case.

DISTRIBUTION

HP SFD/3000 tested successfully on HP 2392A display terminal

Paul Sievers/IRO

SFD/3000 (System for Distributors) has been tested successfully on the new HP 2392A display terminal with 8K memory. All releases of both SFD/3000 and OM/3000 (Order Management) will thus work on these new, low-cost terminals. What does this mean? Now we can reduce the cost of a system to our customers by providing them with a state-of-the-art terminal at a considerable savings.

TRATEC: distribution industry orientation available

Richard Farace/HP Fullerton

TRATEC is a distribution industry orientation program which takes approximately eight hours to complete. The materials consist of a videotape, a course manual and a cassette tape. The objectives of the program are:

- To understand the distribution industry, and how distributors benefit both manufacturers and customers
- To identify the typical organization of a distribution company
- To recognize the trade jargon and terminology used in the industry
- To discuss key areas of concern to all distributors
- To identify the functional processes integral to a distribution company, including associated major activities and concerns.

The course is divided into five sections: Industry Background, Sales Order Entry, Order Filling and Shipping, Catalog Maintenance/Pricing and Invoicing and Inventory Management. These sections can be completed by self study or in a group workshop.

At the Fullerton office, selected SRs from various districts completed the program in a group workshop environment, over a five-week period, one section per week (two hours every Monday morning). As the group proceeded through each section, discussions of field experiences were shared and integrated into SFD/3000's features and benefits.

At the completion of the program the group had a better understanding of the distribution marketplace, the concerns of distributors, and the benefits and features of SFD/3000 and how it fits in the distribution industry.



MASS STORAGE

Who needs an HP 9144A?

Sandy Hansen/GLD

The new HP 9144A ¼" tape cartridge fits a niche that previously has been unfilled. In particular, customers with 10/15M-byte Winchester on technical workstations have not had a product specifically matched to the disc and have had to use multiple floppies for backup. As a result, valuable data often went unprotected for lack of a convenient, low-cost solution. Now, the stand-alone HP 9144A satisfies the need. Using just one 16.8M-byte cartridge and a special tape utility, a customer can back up an entire system in eight minutes.

Be sure to target these customers for an HP 9144A:

- A new HP 9000 customer whose system includes an HP 9133XV or HP 9134XV. The HP 9144A should be part of every solution.
- An HP 9000 installed-base customer with a 10 or 15M-byte Winchester should be using backup for his system. There is an existing installed base of about 36,000 9133/34 Winchester and these are all candidates for the new cartridge drive.

The HP 9144A is currently supported on the HP 9000, Series 200 (BASIC, Pascal, and HP-UX) and Series 500 (HP-UX) and the HP 1000, A-Series (with the A.84 operating system). All SRs have received introductory material — the flyer/data sheet and sales training manual.

Megabyte Express program extended

Dave Gerhart/DMD

DMD has decided to offer a limited extension to the very successful Megabyte Express II program through the end of the 1984 fiscal year. The program extension offers 72 hours or less delivery on our HP 7933 and 7935 disc drives — at no extra charge.

Megabyte Express II has been extremely effective in satisfying our customers' needs for more storage — right away — and in beating third party broker competition. To date, we have shipped more than 350 disc drives under this program and every one has been received within 72 hours of receipt of the order.

Remember, here's how to get your customers' disc drives within 72 hours:

- Place a valid HEART order (not system coordinated) for a 7933 or 7935
- Write "Megabyte Express" in the special instructions section on the order form.

Good luck in the second half of the year — we hope the extension of this program will help you beat quota.

Telesciences uses HP 7978A to log phone calls

Sandy Hansen/GLD

Telesciences has developed a system used by telephone companies to log telephone call data from communication switches. Using an HP 1000, A-Series processor and driver, the system polls a number of remote communication switches and records the billing data on ½" magnetic tape. Then the tape is transported to a Central Data Collection site where it is fed into a large mainframe computer for customer invoicing and generating management reports.

Telesciences needed a high-density, high-capacity tape drive to interface to their system. They had been working with the HP 7970B/E, but with 300,000 call records/hour, the tape reels had to be changed 10 to 12 times per day. Valuable data worth thousands of dollars was recorded on each tape, so drive reliability and data integrity were also key concerns. When the low-cost 6250 HP 7978A was introduced, Tom Montella, SR from the Paramus sales office realized that the new drive filled the bill on all accounts. Two SEs, Paul Jones and Chuck Cairns, worked closely with Telescience programmers to develop utilities to integrate the HP 7978A into their system.

The resulting state-of-the-art Telesciences system, made up in part with the new tape drive, requires only three to four reel changes per day and far less operator time — a better solution for Telesciences and a satisfied customer for Tom Montella.

The message is clear. The new HP 7978A is OEM-able with HP-IB systems. If you have a customer who could use this tape drive in a system application and would like to discuss it, call your Sales Center Contact or call Connie Doster in Greeley Division Product Marketing at 303-350-4386.

HP 7970ER tape drive price reduced

Que Dang/FRD

Effective September 1, 1984, HP 7970ER tape drive prices will be decreased up to 25% off the remarketed list price. This price reduction will help you close more deals when you need to bring the total cost of the system down in those price sensitive situations. Remember remarketed peripherals when your customer is considering dealing with a plug compatible vendor or an HP broker. Not only does HP offer the single vendor solution but also the low cost alternative. Also, our quick availability will help you respond to your customer needs on a timely basis. Details of the new prices and options available are as follows:

P/N-Option	Description	US List price
7970ER	1600 bpi Tape Drive — lo-boy	\$5,900
015	Adds 230 VAC/50 HZ operation	—
226	HP 1000 M/E/F-Series interface	3,400
236	HP 1000 M/E/F-Series interface without cabinet	3,200
324	Initial master drive on Series IIIR	2,100
426	HP 3000 HP-IB initial master	3,600
626	HP 1000 HP-IB initial master	3,600
636	HP-IB no cabinet	3,500

PRINTERS

RS-232C interface for the ThinkJet printer planned

Harold Fast/VCD

Customer acceptance of the ThinkJet printer has been fantastic and, thanks to you, demand continues to grow. In the selling process, probably the most frequently asked question is, "When will you have an RS-232C interface?" In order to save you the time of calling the division with that question, we'd like to bring you up to date.

We recognize the demand. There is an active R&D project under way to develop an RS-232C interface. If successful, it will most likely result in a product

announcement after the first of the year. While there is no question of the need, there are technical difficulties which have not yet been resolved. As with any R&D project, it is subject to schedule change or to cancellation. Thank you for your support and your efforts.

New low price for ThinkJet printer paper

Jim Kinney/CSO

CSO is happy to announce a price decrease in ThinkJet printer paper. This paper has been selected and manufactured to meet rigid HP quality standards. Your customers will really see the difference between HP ink-jet paper and other papers. So to optimize the ThinkJet's print quality, recommend HP ink-jet printer papers.

P/N	Description	Quantity	US List price*
92261M	Cut-sheet 8½ x 11 in. paper. Four individually wrapped 500-sheet packs.	(1-2 boxes)	\$48 ea.
		(3-10)	46 ea.
		(11-24)	44 ea.
		(25+)	42 ea.
92261N	Fanfold ink-jet printing paper. 2500 sheets per box. Microperforated for clean, neat separation. Final size is 8½ x 11 in.	(1-2 boxes)	50 ea.
		(3-10)	48 ea.
		(11-24)	45 ea.
		(25+)	43 ea.

*CSO pays the freight

These papers and other ThinkJet printer supplies can be ordered from CSO on our customer convenient toll-free phone system. See *Support/Supplies*.

HP 2631B still available

Harold Fast/VCD

The field has done a great job of moving our customers from the HP 2631B printer line to the 293X family. The order rate for 263X printers has dropped to near zero.

At this point, our parts inventory levels allow us to build more 263X printers. We will continue to accept orders through August 1984. If you have an opportunity that involves more than two printers, however, check with VCD before making a commitment. Some interfaces are in shorter supply than others.



□ Price Changes

Computer groups price changes effective August 1, 1984

These prices, effective August 1, 1984, 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	Old Price	New Price
HP-11C	Adv. Prog. Scientific Calculator	90	75
13232I	Dir Conn 422 Cable	80	91

		Old Price	New Price
13260C	Async. Multi. Comm Prog Calculator with Memory	550	530
HP-41CV			
98150B	Program Dev Kit	275	225
98360M	RTU HP-DRAFT	580	610
98611A+H00	RCS-98X6BASC RAM	-0-	8,400
98611A+S00	SMS-98X6BASC RAM	50	45
98611A+V42	5" Flexible Disc	20	15
98611A+V43	5" Ext. Flexible Disc	5	-0-
98611A+W42	5" Flexible Disc	5	-0-
98611A+W43	5" Ext. Flexible Disc	5	-0-
98628A	Data Comm	605	485
98670A+S00	SMS-HPUX/200-SGL	40	55
98670A+V00	AD. SYS-HPUX/200S	25	40
98680A+S00	SMS-HPUX/200-M	50	65
98680A+V00	AD.SYS-HPUX/200M	30	45
98691A	Datacomm Interface	725	650
99110B+H00	RCS-Semicon Prod	1,100	800
99946T	CSS For WSFORM	-0-	8
99946V	EXT CSS-WSFORM	3	3



□ Support/Supplies

SUPPLIES

Personal computer binder and slipcover

Russ Gordon/CSO

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