

Computer News

For HP Field Personnel Worldwide
December 15, 1984

**HP ships
500,000th
display
terminal**



For HP Use Only

Computer News

Vol. 10, No. 4

Editor
Jim Colosi

Editorial Assistant
Darleen Brettes

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, or TELNET 1-864-5621.

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



On the Cover:

HP chairman of the board, David Packard congratulates Roseville Terminal Division's general manager, Larry Mitchell on the shipment of HP's 500,000th display terminal. See story on page 25.

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
NJD 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

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
CLL Computer Language Laboratory
CSY Computer Systems Division
FSC Financial Systems Operation
BGD Boeblingen General Systems Division
YCD YHP Computer Division
OPD Office Productivity Division
CID Computer Integrated Circuits Division
GCCO 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
P5D 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 Medical Supplies Center
HCP Health Care Products Operation

HP Labs

Corporate Manufacturing
Corporate Engineering

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.



MARKETING

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GENERAL

PPC, Series 37, quality manufacturing ad kits now available

Karen Campbell/ISG

The latest in a series of ad kits designed to aid you in your local marketing efforts has been mailed to all US field marketing managers, field marketing specialists, and field marketing associates. Materials in this packet are based on currently running advertisements from HP's national campaigns for the Personal Productivity Center (PPC), the HP Series 37, and quality manufacturing.

Each ad kit contains reproducible art (text and graphics) in a variety of sizes. There is blank space at the end of each ad for you to include your local office contact, address, and phone number.



A limited number of these kits is now available to US district sales managers only on a first-come, first-serve basis by contacting Cassandra Berry at TELNET 125-7742, 408-973-7742, or COMSYS 4700. There is no charge for these kits.

HP signs with Santa Barbara Development Labs

Tom Hill/ISG

Hewlett-Packard recently entered into a series of agreements with Santa Barbara Development Laboratories.

We saw an excellent opportunity to move into the integrated office systems marketplace quickly by taking advantage of SBL's outstanding voice/data workstation technology. Here are the key agreements with SBL:

- We will OEM a number of systems after the Centerpoint workstation has a terminal emulation capability and an HPMail facility
• We will have joint technical collaboration on future product developments between both companies
• SBL engineers will do some consulting with HP Labs and HP divisions that are working on workstations.

If you have any questions, call Jim Bell for R&D questions or Tom Hill for marketing related issues at TELNET 125-3955.



SERIES 700

Programming HP 3421A with HP-71B, HP-75D

Brian Sippy/LID



Product Note 3421A-2 (P/N 5953-6987) is now available to help your customers learn how to program the HP 3421A data acquisition/control unit with either the HP-71B or the HP-75D. The Product Note starts with simple examples (written in BASIC) of sending commands and receiving data from the HP 3421A and works up to sample data-logging programs.

Both the HP-71B (with the HP 82401A HP-IL module) and the HP-75D (with the 00075-15001 I/O ROM) can program the HP 3421A with Output and Enter statements. This allows the end user to measure temperature, pressure, and flow with the HP 3421A and a low-cost, portable HP-IL controller.

The Product Note has two basic sections, one on programming the HP 3421A with the HP-71B, and the other on programming the HP 3421A with the HP-75D. The Product Note also has examples of how to acquire data with the HP 3421A and then print out

the results on the HP 2225B ThinkJet printer or store the data on the HP 9114A disc drive (630K bytes of storage).

There are many sample programs in each section for tasks such as data logging, programming multiple HP 3421As, and benchmarking throughput performance. The HP-71B, for example, can program the HP 3421A to take 30 readings on a single channel and transfer the readings to the HP-71B at a rate of 10 readings/second (including transfer time).

SERIES 100

WordStar/MailMerge/SpellStar price reduction

Marilyn Ruel/PSD

MicroPro International recently announced major price reductions in their product offerings. The following price reductions are reflected on the December 1 Corporate Price List:

Package name	P/N	Old price	New price
WordStar	45400A	\$500	\$350
MailMerge	45401A	250	125
SpellStar	45402A	250	125
WordStar/ MailMerge/ SpellStar Combo	45404A	850	550

Take advantage of these reduced prices to sell one of the most popular word processing programs available. WordStar® features advanced text formatting, editing and print functions, on-screen preview, and simple integration with other systems. With MailMerge® you can easily produce customized form letters, invoices, and mailing labels. Use SpellStar® to correct spelling errors and typos in your WordStar files. SpellStar contains an expandable, 20,000-word spelling dictionary.

WordStar®, MailMerge® and SpellStar® are U.S. registered trademarks of MicroPro International Corp.

PFS:WRITE now available for Touchscreen personal computer

Chris Walker/PSD

HP now offers Software Publishing Corporation's highly rated word processor, PFS:WRITE. This popular and inexpensive package is designed for the manager or professional who is a first-time computer user. PFS:WRITE has clear, common-language menus and no cryptic commands — it is perfect for the person with infrequent word-processing demands.

Key benefits

- **Easy to learn and use.** PFS:WRITE comes with a manual that is concise and well-illustrated. Commands are menu-driven and implemented on HP softkeys.
- **Fully integrated with the PFS family of software.** You can create form letters from data in your PFS:FILE forms and automatically address the envelopes or merge PFS:REPORT into PFS:WRITE documents to avoid rekeying complex tables. You can even embed graphs from PFS:GRAPH to produce professional-quality reports. You can plot graphs right to your document on any graphics-supporting printer for merged text and graphics. PFS:WRITE can include ASCII files created by most other software programs in WRITE documents, which can be useful for including text created by another word processor or for including spreadsheets in documents.
- **Extremely versatile.** PFS:WRITE works with numerous printers, has adjustable page lengths, and prints single or double spaced. You can address envelopes and top and bottom margins. There are visible page boundaries.
- **Powerful.** You can underline and boldface on-screen so that you can see exactly what your document looks like before you print it. Automatic centering or justification is available. Blocks of text can be moved, copied, or deleted for ease of editing. Advanced editing features found in more expensive word-processors are also found in PFS:WRITE. Other features include search-and-replace, automatic page headings and footings, and automatic decimal alignment for columnar reporting.

PFS:WRITE was rated the best word-processor overall in the prestigious *Software Digest Ratings Newsletter*. The PC-buying public has backed that up, placing PFS:WRITE in the top ten on the Softsel best-sellers list for the past 64 weeks. We think that your customers who need an inexpensive and simple-to-use word-processor will benefit by taking a look at HP's newest word processing offering. PFS:WRITE (P/N 45489A) is priced at \$140.

Five hundred software products offered for Touchscreen personal computer

Lisa D'Alessandro/PSD

There are now more than 500 software products available in the US for the Touchscreen personal computer; more than 1,400 software products are available for the Touchscreen worldwide. The amount of software available from independent software vendors has doubled over the last few months. You will find most Touchscreen software described in the Hewlett-Packard Software Catalog. Another source published more frequently but in less detail is the pamphlet entitled "Your Source for Software Solutions." The November/December issue lists all products currently available. The catalog and the pamphlet (P/N 5053-5880 and 5953-7935D) can be ordered via COMSYS HP3900/XX from Rhonda Rick in Corvallis. Please note that the pamphlet is published bi-monthly but each issue must be ordered separately.

New upgrade kit gives full Touchscreen capability to HP 150A

Phil Willson/GPCD

(For Europe Only)

Customers can upgrade their HP 150A Personal Computers in local language versions to full Touchscreen (HP 150B) functionality. Kits will be available to allow an upgrade of the system software and owner's manual only, if desired. New supported peripherals, RAM disc, and improved MS™-DOS operating system features are among the enhancements offered by these kits.

EUROPEAN UPGRADE PROGRAMME
HP150A → HP150B

UPGRADE OPTIONS	OWNERS MANUAL UPDATE PROGRAMME	FULL ENHANCEMENT KIT
CONTENTS	NEW OWNERS MANUAL NEW OP.SYS. DISC * NEW APPLIC. MASTER DISC *	NEW MANUAL INSERT + NEW HP150B ROMS NEW OP.SYS DISC * NEW APPLIC. MASTER DISC *
FEATURES	FASTER PAM AND SUB-DIRECTORIES RAM DISC SUPPORT CENTRONICS SUPPORT NEW UTILITIES ETHERSERIES/150 SUPPORT AS NODE THINKJET SUPPORT	INCLUDES ALL THE FEATURES OF THE OWNERS MANUAL UPDATE PROGRAMME. PLUS: ETHERSERIES/150 SUPPORT AS NODE AND SEPRV THINKJET SUPPORT BUG FIXES IN ROMS DOUBLE-SIDED DISC SUPPORT LASERJET SUPPORT 9144A SUPPORT
PRICE	\$80	\$215 +CE OR DEALER LABOUR (CONVERTED TO LOCAL CURRENCY)

* DOUBLE-SIDED MEDIA, SINGLE-SIDED FORMAT
* CUSTOMER KEEPS ORIGINAL SLIP-CASE AND BINDER

Owner's manual update kit

This kit includes the operating system disc, application master disc, and new owner's manual. The diskettes are in single-sided format, which allow users to continue to use their existing HP microfloppy drives (HP 9121S, 9121D, 9133V, and 9133XV). The purpose of this kit is to give support of EtherSeries/150 as an HP 150 user node and to support the ThinkJet printer and RAM disc as well as other enhancements.

Availability: CSO (Computer Supplies Operation), December 1, 1984.

Price: \$80

HP150 OWNERS MANUAL
EUROPEAN UPDATE PROGRAMME

PART NUMBERS		CONTENTS	PRICE
LANGUAGE			
AFRIKAANS	5061-8940	SYSTEM MASTER DISC	\$80
GERMAN	5061-8931		
SPANISH	5061-8932	- MSDOS COMMANDS	
FRENCH	5061-8930	- FORMAT	
DUTCH	5061-8933	- DEVICE CONFIG	
NORWEGIAN	5061-8934		
SWISS FRENCH	5061-8930		
SWISS GERMAN	5061-8931	APPLICATION MASTER DISC	
SWEDISH	5061-8935		
BRITISH	5061-8942	- COPY/BACKUP	
FLEMISH	5061-8933	- INSTALL	
FINNISH	5061-8936	- SET UP PAM	
DANISH	5061-8937		
ITALIAN	5061-8938	NEW HP150 OWNERS MANUAL	
AVAILABLE FROM CSO			
DISKETTES ARE DOUBLE-SIDED MEDIA WITH SINGLE-SIDED FORMAT			

Full enhancement upgrade program

This upgrade kit brings an HP 150A up to a full Touchscreen personal computer (HP 150B). It includes an operating system disc, application master disc, new firmware ROMs, RFI shield (installed by a CE or an authorized HP dealer technician), new owner's manual contents, and user instructions.

The diskettes are provided in single-sided format. The kit will allow support of HP's new peripheral products and double-sided disc drives. The new LaserJet printer is also fully supported, as is the HP 9144A 1/4" cartridge tape drive.

This kit should be ordered by HP support personnel or an HP Dealer and installed by an engineer. This kit is not user-installable. Typically this installation will be done at an HP FRC bench repair facility.

Availability: PCE (Europe), CPC (North America & ICON), December 1, 1984 to February 28, 1985.

Price: \$215 plus CE labor charge

HP150 FULL ENHANCEMENT EUROPEAN KIT

PART NUMBERS		CONTENTS	PRICE
LANGUAGE		HP150B ROMS	
GERMAN	45626-63011	SYSTEM MASTER DISC	
SPANISH	45626-63012	- MSDOS COMMANDS	\$215 + CE OR DEALER LABOUR *
FRENCH	45626-63010	- FORMAT	
DUTCH	45626-63013	- DEVICE CONFIG	
NORWEGIAN	45626-63014	APPLICATION MASTER DISC	
SWISS FRENCH	45626-63010	- COPY/BACKUP	
SWISS GERMAN	45626-63011	- INSTALL	
SWEDISH	45626-63015	- SET UP PAM	
BRITISH	45626-63009	NEW HP150 OWNERS MANUAL **	
FLEMISH	45626-63013		
FINNISH	45626-63016		
DANISH	45626-63017		
ITALIAN	45626-63018		

AVAILABLE FROM PCE
1ST. DECEMBER - 28TH. FEBRUARY (3 MONTHS)

DISKETTES ARE DOUBLE-SIDED MEDIA WITH SINGLE-SIDED FORMAT

- * \$215 WILL BE CONVERTED TO LOCAL CURRENCY USING PPL FACTORS
- ** MANUAL UPDATES FOR UK
CUSTOMER KEEPS ORIGINAL SLIP CASE AND BINDER (ALL LANGUAGES)

A sales training memo, "European HP 150A - HP 150B Upgrade Program" should reach European sales and support offices soon.

MS™ is a trademark of MicroSoft Corporation.

Disc drive upgrade paths for HP 150A systems

Phil Willson/GPCD

(For Europe Only)

To benefit from Greeley Division's new double-sided disc drive products at special discounts, a trade-in program was announced for US customers in October. This program was described in detail in the October 1 *Computer News*, page 12, "Double storage capacity with new trade-in program." This program now exists in some European countries, where a local coordinator has been designated. This offer is only valid when the disc is ordered at the same time as a full enhancement upgrade kit for an HP 150A. Local country coordinators of disc drive returns for trade-in are listed below.

Country	Contact Person	HP Office
Germany	Irmgard Borsdorf	Bad Homburg
France	Alain Rioult	Paris Nord
United Kingdom	Terry Herring	Winnersh (CSC)
Netherlands	Ton Serne	Amstelveen Sales
Sweden	Nils Kallmark	Stockholm
Spain	Albert Jozlen	Madrid
Switzerland	Adrian Koch	Widen
Belgium	Pierre Bruccler	Brussels
Austria	Elisabeth Auer	Vienna
Finland	Paul Paukley	Helsinki
South Africa	Di Horton	Johannesburg
Norway	Ragnar Simonsen	Oslo
	Odd Solheim	
Denmark	Henning Birkeslund	Copenhagen

Peachtree accounting series for HP 120, 125 to be obsolete

Debbie Colden/CSO

Because of low demand, CSO will delete the following Peachtree accounting products from its software line effective January 1, 1985:

P/N	Option	Product
45594A	630/650	PeachPay™ Payroll
45593A	630/650	Accounts Payable
45590A	630/650	Accounts Receivable
45589A	630/650	General Ledger
45592A	630/650	Inventory Control
45591A	630/650	Sales Invoicing

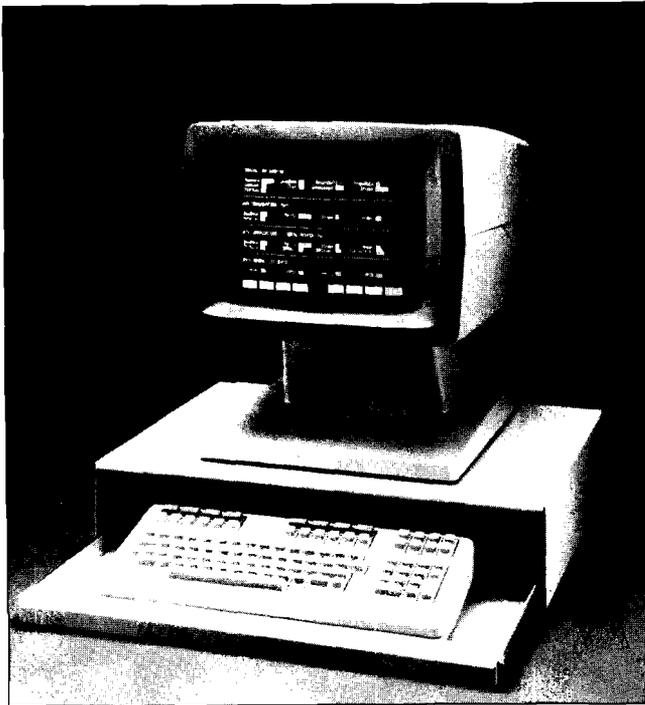
These products were developed and supported by the vendor. Any questions regarding the product should be directed to: Peachtree Software, 3445 Peachtree Road NE, Atlanta, GA 30326

PeachPay is a US trademark of Peachtree Software Inc.

Save space with new keyboard park

Jim Kinney/CSO

Have your customers complained that they don't have enough room in their work area to accommodate a computer or a terminal along with a keyboard? If so, CSO has the perfect solution with our new HP 92171C keyboard drawer park. This park can sit comfortably on a 24-inch desk return or other narrow work surface.



Its platform supports HP 262X terminals, and HP 120/125, Touchscreen, and Model 16 computers. The keyboard fits in a convenient pull-out drawer with a built-in palmrest.

Mounted on industrial-strength, ball-bearing glides, the drawer can be pulled out a full 11 inches from the support platform, giving the user plenty of keyboard room. When extended, the keyboard drawer locks in the open position for stability. Support platform dimensions are: 5 inches (127 mm) by 23 inches (584.2 mm) by 18 inches (457.2 mm) deep. The keyboard drawer size is 22 inches (558.8 mm) by 9.75 inches (247.7 mm).

The US list price is only \$89, with quantity discounts available.

Our new Fall/Winter 1984-85 Computer Users Catalog (P/N 5953-2450D) features the keyboard park and other space-saving ideas. For fast service, customers should call CSO's Direct Order phone numbers listed in this issue's Support/Supplies section.



□ GENERAL

Data Acquisition and Control Peaking Seminar scheduled

Alan Fryer/LID

Coming in mid-winter are two Data Acquisition & Control Peaking seminars for field representatives interested in fine tuning their knowledge of DA&C. Each of the seminars is targeted for PT15 FE/SR and PT15 SE participants; the FE/SR seminar will focus on sales development, and the SE seminar will focus on technical skills.

Seminars will include the following sessions:

- Technical presentations on level, flow, pressure, control, temperature, strain measurements, and intrinsic safety
- An introduction to the industrial DA&C market by an outside consultant
- Previews of future DA&C products from participating HP divisions
- DA&C and controller product positioning
- Sales development tools.

The scheduling of the seminars is as follows:

FE seminar	February 19-22, 1985
FE weekend	February 23-24, 1985
SE seminar	March 5-8, 1985
SE weekend	March 9-10, 1985

There is a limit of 75 people for each seminar. Reservations will be accepted on a first-come, first-served basis for the seminar and weekend activities. Make reservations with Phyllis Christensen, 303-667-5000, ext. 2489, or HP Desk 0900/MK.

Another HP 2250 Peaking Seminar scheduled

Scott Sampl/LID

One more seminar has been scheduled to meet the demand for HP 2250 training. To make it easy to attend both this seminar and the Data Acquisition seminar for FE/SRs and SEs, we have scheduled the next HP 2250 Peaking seminar for February 25-27, 1985, at LID.

The HP 2250 Peaking seminar is a 2½-day class which provides a good fundamental understanding of the HP 2250 and its controller, whether it's an HP Series 200 or HP 1000. No prior knowledge of the HP 1000 is necessary. We also cover some typical applications, review why previous sales have been successful, and explain how Control/1000 complements the HP 2250. We believe it's a valuable course not only for people already involved with HP 2250s, but for anyone looking for business in this area.

If you want to find out more, talk with your RSE. If you want to register for either of the February classes, call Ann Hankins at 303-667-5000, ext. 2614 or HP Desk 0900/MK.

Data Acquisition training schedule for February

Scott Sampl/LID

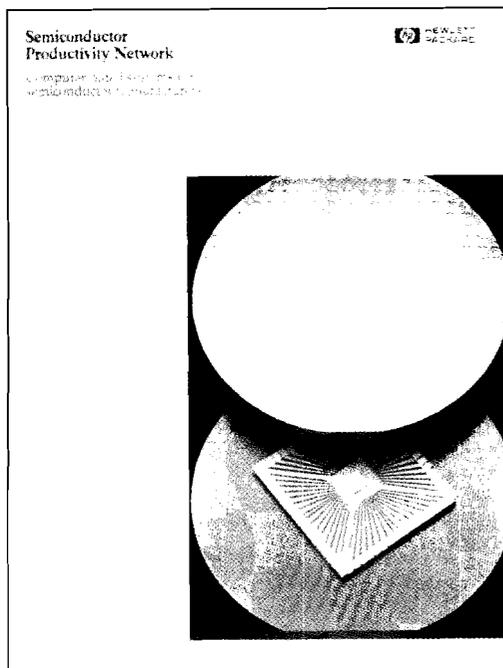
Here is a quick summary of Data Acquisition courses so that you can block out time on your calendar.

Class	Date	Registrar at LID
FE/SR Data Acquisition Peaking Seminar	Feb. 19-22, 1985	Phyllis Christensen ext. 2489
HP 2250 Peaking Seminar	Feb. 25-27, 1985	Ann Hankins, ext. 2614
SE Data Acquisition Peaking Seminar	March 5-8, 1985	Phyllis Christensen ext. 2489

New semiconductor industry brochure now available

Lu Kabir/IND

The new Semiconductor Productivity Network (SPN) brochure is now available for you to distribute to your semiconductor accounts. From the marketing communications perspective, this brochure positions HP as the partner of choice for the semiconductor industry. In this brochure we have emphasized HP's experience in semiconductor processing, its history of increasing productivity, and its reputation for outstanding support.



The target audiences for this brochure are the functional engineers and the top management of semiconductor manufacturers. By building on the variety and quality of our integrated SPN applications software, as well as emphasizing our commitment to grow with the technology, this brochure clearly establishes HP as a prime choice in providing computer-aided solutions to semiconductor manufacturers.

Bulk quantities of the brochure (P/N 5953-7642) have been mailed to your sales office; check your literature stock for samples. For additional copies, order from the Literature Distribution Center, COMSYS 0070.

HP 1000

New features for PMC/1000

Terry Ash/AMSO

The new release of Process Monitoring and Control/1000 includes features that not only increase the power of the PMC, but also make it easier to sell. PMC's price remains the same despite these new features, and customers on software subscription services will be receiving the A.84 (Rev. 2401) version of PMC shortly. Here's a recap of the new features:

HP 3497A support. The HP 3497A Data Acquisition/Control Unit is now supported as a standard PMC front-end device at about one-third the price of the already supported HP 2250 Measurement and Control Processor. The HP 3497 is an ideal front end for your price-sensitive customers who do not need the speed of the HP 2250. The HP 3497 can be quoted for as little as \$7,500 and although much slower than the 2250, it is ideal for small applications, such as laboratory automation or process monitoring.

New timing functions. PMC/1000 can now perform functions based on both incremental timers/counters and the time of day. A timer/counter block and a clock block have been added to PMC's library of function blocks to make PMC easier to use in applications involving simple sequencing or time-based functions. For example, PMC can now easily do lighting control in a facilities-monitoring application.

Improved closed loop control. PMC/100's control blocks have been modified to include setpoint limiting, integral limiting, adjustable setpoint smoothing, and more. Also new is a user-definable control block to make it easier for sophisticated users to add their own control algorithms. This is a key feature for pilot plant applications where exotic control strategies are being developed and tested.

User-configurable security system. PMC/1000 system managers can now configure custom security configurations for each PMC user. Each softkey in the system can be selectively enabled or disabled for a particular operator. This is particularly useful when PMC is used in a production facility where many people of various skill levels will be accessing the system.

New peripherals supported. In addition to the HP 3497, several new printers, plotters, and discs are now supported with PMC/1000. Printers supported include the HP 2608S, 2631B, and the 2932/3/4A. Plotters now supported are the HP 9872C/T, 7470A, 7475A, 7550A, and the 7585A/B. New discs supported are the HP 9133XV and the Option 111 integral winchester (both these discs exclude historical data logging) in addition to the already supported HP 7911/12/14.

Increased system performance. The R&D team has optimized the way PMC works to increase the performance of PMC approximately 20%-30% over the old PMC with a similar hardware configuration. This means that PMC will be able to monitor more points and close more loops per second. Exact performance data will be available in a few months.

Lower entry price. With the HP 3497 and other new peripherals supported, PMC can now be quoted for approximately \$60,000. This is \$30-\$40,000 less than you could quote a system for previously. PMC's lower system price should open the door to new opportunities in areas such as lab automation and the monitoring of small processes.

New literature available. An updated data sheet is now available (P/N 5954-0319), along with three application-specific data sheets on pilot plants (P/N 5953-7696), lab automation (P/N 5953-7695), and IC facilities-monitoring (P/N 5953-7897).

At the end of FY84 more than 50 PMC/1000 systems have been sold. With the new features and system price described above and more enhancements to be added, PMC is even easier to sell.

HP 1000 M-Series available until January 15, 1985

Cynthia White/CSD

It is becoming increasingly difficult to obtain certain purchased components and maintain enough of them to manufacture the HP 1000 M-Series systems on a special basis. As of November 1, the price of the current special M-Series products was increased by 20%. This pricing will remain valid through January 15, 1985. As usual, no discounts are applicable to these special products.

DSD custom engineering will be offering the M-Series products for a limited time only. We strongly recommend that any customers wanting to order M-Series systems do so before January 15. After this date, DSD will re-evaluate the availability of parts to determine whether or not the M-Series will be re-quoted.

Please notify any customers who have expressed the need to order future M-Series systems, and encourage them to purchase these systems before January 15, 1985 to ensure availability.

HP 9000

LAN software available to upgrade to HP-UX

Joe Bonner/CNO

For customers who are not on the software subscription service for the HP 2285A Ethernet Local Area Network (LAN) on the HP Series 500 and who have upgraded to the latest version of HP-UX, their LAN software can be upgraded to be compatible with HP-UX by ordering the HP 97059A LAN software.

Customers should be encouraged to subscribe to the software subscription service and receive LAN software upgrades automatically without using this ordering procedure.

Note that the LAN product for HP-UX Series 500 systems will continue to be ordered using the HP 2285A product number. The HP 97059A is used only for upgrade purposes.

The HP 97058A is on the December 1 CPL and is priced at \$500. An M and R version of the HP 97059 will be available on the January 1 CPL for multiple-copy upgrades. The list price for the M and R versions will be \$250.

Revisions to Pascal 3.0, BASIC 3.0

Pat Hafford/FSD

We have found problems with Pascal 3.0 and BASIC 3.0 language systems for the HP Series 200. Although the problems are not serious and very few customers have run into any of them, we are setting up a very liberal return policy to get the corrected versions to our customers.

Update kits for Pascal and BASIC have been set up at CPC. They are orderable through your CE and will be available in early December. Customers on support services will receive their update kits before other customers.

The kits contain two replacement discs, a software revision note, and manual pages to update the documentation. These replacement discs can be distinguished from the old discs by "Revision 3.01" right below the language information on the disc label.

If an SR or SE learns of a customer who has encountered a problem or has the potential to run into one, they should contact the CE, who will order the appropriate update kit.

Please refer to the *SSB* or the *FSD Technical Exchange for Language Workstations*, Volume 7, Number 11, November 1984, for a complete description of the areas in which the problems were found and the revisions made.

Remember: SEs and customers on support services will receive these kits automatically.

New rack-mount kit for HP 35721 monitor

Cathleen Hendershot/FSD

The HP 35721A/B/C display monitor, which is bundled with the HP Model 217, is becoming very popular with HP Model 220 users. To help them keep their rack-mounted systems intact, we are introducing a rack-mount kit for this display monitor. This kit allows the HP 35721 to be installed in a standard 19-inch rack with either universal or wide mounting-hole space.

The kit consists of a front panel, two support brackets, a base shelf, a handle bracket, and all the necessary hardware. It is on the December 1 CPL and is available from Corporate Parts Center as P/N 5061-6534. The price is \$65.

HP CAD/CAM a success at Swiss Data Fair

Michael Frey/BEO

HP Switzerland demonstrated CAD/CAM integration by showing a real design-to-manufacturing application using a DNC connection to a Deckel milling machine.

At the recent Swiss Data Fair in Basel, the HP Switzerland booth demonstrated an SRM network, consisting of:

- An HP-Draft HP 9920 workstation
- HP-DesignLink and HP-NC on a Model 217
- A DNC program on a Model 216
- A small Deckel milling machine with a Dialog2 control unit

Visitors could watch how a part with the HP Logo and their initials was manufactured on the milling machine. The whole process from design to manufacturing took no more than 45 minutes. The publicity and the customer feedback far exceeded our expectations. More than 100 leads were generated and many of them could be potential customers.



New ad highlights integrated solutions

Canice McLaughlin/ISG

My office system is geared to word processing and personal computers. Most of the data processing is done on the screen and a daisy wheel.

My DP system does fine with figures. But when my staff needs documents and electronic mail, you're still talking typewriters and the postage meter!

The single solution for both sides of your company.

Who says that...? The answer is...? The HP 3000 series computer system is the single solution for both sides of your company. It's the only system that can handle all your data processing needs. From a central mainframe, it can manage all the data processing and office automation functions. And it can handle all the data processing and office automation functions. The HP 3000 series computer system is the single solution for both sides of your company. It's the only system that can handle all your data processing needs. From a central mainframe, it can manage all the data processing and office automation functions. And it can handle all the data processing and office automation functions.

The one system that does it all.
The HP 3000 series computer system is the single solution for both sides of your company. It's the only system that can handle all your data processing needs. From a central mainframe, it can manage all the data processing and office automation functions. And it can handle all the data processing and office automation functions.

If the HP 3000 is the heart of the HP Personal Productivity Center, then the HP 3000 series computer system is the single solution for both sides of your company. It's the only system that can handle all your data processing needs. From a central mainframe, it can manage all the data processing and office automation functions. And it can handle all the data processing and office automation functions.

Very simply put, the HP 3000 series computer system is the single solution for both sides of your company. It's the only system that can handle all your data processing needs. From a central mainframe, it can manage all the data processing and office automation functions. And it can handle all the data processing and office automation functions.

Productivity. Not Promises. HEWLETT PACKARD

Pictured here is a magazine ad replacing the eight-page insert and the three-page *Wall Street Journal* spread that ran during October and November. This ad's main message is that HP delivers an integrated solution for both office tasks and data processing.

The ad will appear in business magazines and newsweeklies during December and January. The

target audience is upper management and functional managers.

Reprints are available on a first-come, first-served basis. Please order via HP Desk (Canice McLaughlin, HP 4700/13), or call 408-973-7647 or TELNET 125-7647.

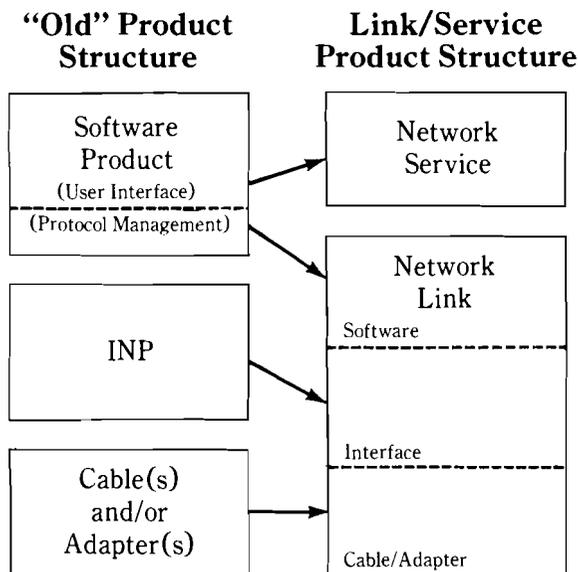
HP 3000

New HP 3000 network ordering structure — a sales advantage

Jim Geers/NMC

With the new HP 3000 Network Link/Network Service Product Structure now in place, many of you are beginning to see its advantages in sales situations. The primary advantage is that you can now focus on the real strength of our networking products — complete compatibility and flexibility. For example, when faced with a network sales opportunity, you can focus your sales effort on the features and benefits of our DS and IBM networking services, common to all current HP 3000s. Customers then have the flexibility to choose among the many supported Network Link products to connect the system to the network, based on the price, performance, and features for which they are willing to pay.

In the past, ordering datacom products in individual pieces appeared to be complicated to the customer. For instance, ordering DS to communicate over an X.25 Packet Switched Network used to require four separate line items. Now it's only two line items — DS Networking Services and the X.25 Network Link, which includes the INP, cable, and protocol management software necessary to connect an HP 3000 to an X.25 network.



Another advantage to the new ordering structure is more strategic and may not be readily apparent now. But as we add new links and services for DS and IBM communications, it will become a much simpler process and will still maintain the advantages discussed earlier. For example, when we introduce a local area network product, we will simply add a LAN/3000 link to our list of supported links for DS network services. With the LAN link, all electronic, cabling, and protocol-management software components will be bundled into one product.

This new ordering structure lets you focus more on selling network solutions and less on technical details. If you have any questions, please refer to the Network Link/Network Service FTM (Sept. 1, 1984, P/N 5953-7684). The sales center is ready to help you close those networking sales opportunities.

HP 3000 compatibility leads to big sale

Karen Dozier/CSY and Brad Fortier/SSC

HP just made a big sale (\$25 million) to a company ranked among the top 100 of *Fortune's* largest diversified service companies. The largest group in the company is a distribution group that has a total of 286 branches in 47 states, and generated revenues of \$1.2 billion in 1983. This group distributes electrical, mechanical, plumbing, and pharmaceutical supplies.

In order to win this order, our sales team had to point out IBM's weaknesses and sell HP's strengths. The following points were most significant:

Compatible and upgradable system and software

IBM quoted a system of 36s networked with 4300s, which meant proposing a scheme with incompatible software, operating systems, data base, data communications, documentation, and training. The sales team did an effective job of selling the benefits of distributed networking among different system models to meet a variety of user needs. For example, the customer linked the idea of standardized local/remote access to data. Forcing IBM to propose incompatible systems in a network emphasized their weaknesses and HP's strengths.

Better software solution

The software solution for this customer was a combination of SFD and third-party software. Compatibility between systems again played a key role; IBM had to propose different software for the 36 and the 4300 operating systems.

Data base capability between systems

The ability to provide a true data base between the Series 37 and the Series 68 was significant in the sale, since IBM could not provide the same data base capabilities. Since there were remote locations, the customer was sold on the importance of a common data base in a shared network.

Rental program appeals to start-up companies

Liza Lopez/FRD

One year ago, SR Sheridan Forbes closed a rental deal with the quickly growing start-up company CompuFund. Sheridan predicted that the rental deal would lead to future system orders.

Sheridan was right. The successful CompuFund company is now expanding its office to provide computerized mortgage listings to realtors in the Los Angeles and Dallas areas. The current SR, John Orozco (San Ramon sales office), was quick to close two more system rental orders. John also received quota and commission for each order.

The FRD rental program has expanded to include all Series 4X products. It is a good way to establish a strong relationship with start-up companies. That start-up in your territory may grow to be a future Series 68 user. Call your FRD market development contact for more details.

HPFA now available on HP Series 37

Steve Calderwood/APO

Performance testing on the HP Series 37 is now complete and APO will support HPFA with up to eight terminals on a 2M byte HP Series 37.

Where do we sell it?

The branch office and small businesses are the areas to focus on. The best environment is one where access to financial information is needed instantly.

How can we keep the cost of FA in line with the Series 37?

Sell HPGA, the bundled, uncustomized version of HPFA and HP Report Facility. HPGA sells for only \$10,000, and will give your customers a full HP Accounts Receivable, HP Accounts Payable, and HP General Ledger system. HPRF costs \$5,000 and gives them the flexibility they need to make better decisions.

What kind of performance can our customers expect?

The HP Series 37 acts comparably to the Series III. That is also true when running HPFA. It's financial management on a mighty scale.

APO is continuing to work on ways to enrich the HPFA product offering. Within the next few months, you will be hearing about even more substantial performance improvements, new enhancements, and new products to further refine your customer's information flow and decision making capabilities.

MANUFACTURING

HP Maintenance Management-ASSIST price change

Norma Sengstock/CSD

On January 1, 1985, the price of the Customer Application Analysis (CAA) portion of HP Maintenance Management-ASSIST will be raised from \$4,500 to \$5,000. This adjustment is being made to bring this product's profitability in line with the CSD profit standard.

Taking the marketplace into consideration, we felt that an increase of \$500 would not significantly affect the market attractiveness of the CAA. The new price does not change the scope and content of the CAA from the description in the November 15, 1984, issue of *Computer News*.

HP Convert/WPS does not provide the link between the HP and Wang systems; this is achieved independently of the conversion program via the use of RJE. Thus the conversion is a batch application process and not an interactive link to the Wang system. It is important to note that the RJE link requires HP's RJE and the Wang Telecommunications package (OIS batch) to be both available and running to transfer the document file.

Who is HP Convert/WPS aimed at?

The product is targeted at major accounts where a multi-vendor situation exists, or where one-time conversion is required for the installation of HP Word and the Personal Productivity Center. In addition, the product could be used by sales regions to convert those sections of an account moving to HP, at no cost to the customer.

Who uses HP Convert/WPS?

The product is not designed for use by secretaries or WP operators; rather, they request the HP office products coordinator or the Wang systems administrator that the named documents be transmitted at the next opportunity. The word-processor user on the destination system then edits the document in the normal way.

With the new peripheral support and feature releases of HP Word, coupled with the HP Word to Wang OIS document converter, we now have the competitive edge in integrated information systems, which at a time when the OIS range is in decline gives us the opportunity to convert those Wang systems.

HP Convert/WPS can be ordered on February 1, 1985 (P/N 27500A). It will be priced at \$10,000.



OFFICE SYSTEMS

HP Convert runs between Wang OIS, HP Word

Martyn Lambert/OPD

HP Convert/WPS is a batch file converter running on the HP 3000 that provides accurate conversion between Wang OIS documents and HP Word. As with any conversion of documents between differing vendor architectures, there are features that are not directly translatable.

The HP solution is to provide customers with the flexibility to deal with the solution they know best. Steering files are driven by easy-to-use menu screens working from a default configuration. Once the files are set up they guide the converter through the documents giving accurate, customer-tailored conversion. An example of this, in the Wang to HP Word direction, would be the conversion of a Wang document in 15 pitch; the screen menu provides the facility to construct the steering file to offer a choice of 10 or 12 pitch, on HP Word. Another benefit is that customers may set up several steering files for differing departments that require conversion into their standard layouts.

NETWORKS

New HP 3497A plug-in option

Alan J. Romero/LID

Loveland Instrument Division recently introduced a new plug-in option for the HP 3497A data acquisition/control unit, the HP 44423A FET multiplexer assembly (Option 030 to the HP 3497A). The FET multiplexer assembly consists of an FET multiplexer card and a terminal card. The FET assembly is a 20-channel multiplexer that can switch up to 20 analog inputs. Switching is provided by field effect transistors (FETs), and each measurement channel contains three FET switching elements, one each for the High, Low, and Guard lines. The FETs serve as on-off switches to connect or disconnect the input channels from the common bus lines.

The FET assembly allows high-speed signal switching into high-impedance devices such as the HP 3497A digital voltmeter (DVM) or HP 3437A systems voltmeter. When the FET assembly is used with a high-speed DVM such as the HP 3437A, sequential data points can be scanned and digitized at speeds up to 4,800 channels/second for 60 Hz power line operation (for 50 Hz operation, the maximum reading rate is 4,000 channels/second). In addition, the FET switches offer high reliability, since they can open and close many times without failing.

MCI Mail: a multivendor, private X.25 Network

Benge Bruno/HP Rockville

MCI Digital Information Services, Inc. (MCI DISC) recently celebrated one year of successful operations of its electronic mail services to the general public. This implementation proves that several competing vendors can provide systems and services in large integrated networks. Furthermore, MCI Mail reinforces the cost/performance benefits that an industry standard of X.25 has to offer for a nationwide private network.

In the fall of 1982, MCI DISC contracted with BBN to provide hardware and software for a private X.25 network. MCI realized the cost benefits of a private X.25 network using their own internal phone lines for direct network access. DEC was selected to provide the customer interface of the electronic mail network.

HP 2680A laser printers were selected because of their ability to merge graphics and text. As an added value, MCI wanted customer letterhead and signatures to be provided with the letter text. A 35 mm camera system using an HP 9816 desktop computer was selected from Boise Division to convert letterhead and signature templates to digital form. The HP 9816 transfers the data to the HP 3000, which then downloads it into an IMAGE/3000 data base.

Two other vendors involved were AMS, who provided accounting and order entry services on IBM systems, and Racal Milgo, who provided protocol converters.

Implementation of this multivendor network was very aggressive. All HP, DEC, IBM, and BBN equipment was installed by the spring of 1983. Development teams were formed at HP, DEC, AMS, RACAL, and BBN. MCI DISC contracted with HP on a time and materials basis to develop SPL and COBOL II software for the transmission of data between the DEC computers in Naperville, IL to each of the 19 digital post office (DPO) sites. A staff of six dedicated SEs were placed on-site in Rosslyn, VA to develop the application on the HP 3000. Representatives from DEC, AMS, BBN, and Racal-Telesystem developed applications at their respective offices. After only six months of development, the MCI Mail network was operational.

During the fall of 1983, HP and AMS provided hardware and software for the second service of mail: MCI Volume Mail. This involved another HP 3000 Series 64, using IMF and MRJE to transfer letter-image files from an IBM 4341. Using the same BBN X.25 private network, the HP 3000 Series 64 transfers letter-image files to four volume-mail print sites, one in each of four geographic regions in the country. Specific error-recovery code was developed for automatic retransmission of data over ANY data communications line (either DS, IMF, or MRJE). The service was announced and delivered on January 24, 1984.

MCI Electronic and Volume Mail have achieved all initial expectations. MCI DISC has invested millions of dollars in hardware and software from a variety of vendors. The network is growing for HP in that five more DPO sites were installed in FY84. Future plans include an integrated network spanning the US, Europe, and Asia.

New HP 2334A connects workstations at lower cost

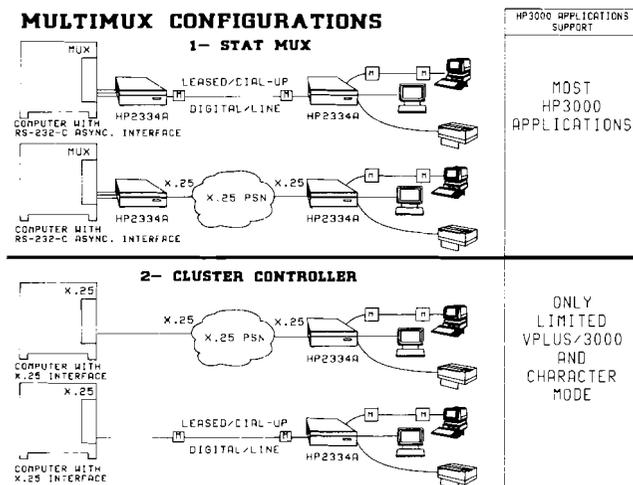
Alic Rakhmanoff/GND

A new version of the HP 2334A, MULTIMUX, reduces datacommunication costs for connecting remote workstations. It is the ideal solution for connecting a remote group of workstations (terminals, PCs, printers, or plotters) to a computer by sharing the same datacom line.

The HP 2334 MULTIMUX can be used over an analog leased line, an X.25 Packet Switching Network (PSN), a dial-up line, or a digital leased line (for example, DDS from Bell). Your customer's needs will probably grow and the initial datacom link may be outgrown over time. With the HP 2334A MULTIMUX, you only need to change the rented datacom link — you keep your initial HP 2334A.

The main advantage of the HP 2334A MULTIMUX over other connection methods for remote workstations is its ability to drastically reduce the datacom cost. It does this by sharing the same communication line by offering a wide choice of datacom links, and by having the ability to add more terminals.

The two possible configurations are shown in the following figure.



Stat mux

In the stat mux configuration, the HP 2334A MULTIMUX supports most HP workstations and most HP 3000 application subsystems.

The HP 2334A MULTIMUX is supported with the HP 1000 computers (A or E/F-Series) in stat mux configuration by using the HP 12040B or 12792B interface cards. Character-mode applications are fully supported with most HP terminals and PCs.

New features

In addition, a new four-port modem control interface card (HP 2334A Option 123) is available for the HP 2334A MULTIMUX. The new card allows remote workstations to be connected to the HP 2334A via asynchronous modems.

Advanced features such as computer switching (from the same workstation), computer ports contention, PBX/Data Switch, or X.25 Node Switch connection are now possible.

Other enhancements have been added to the HP 2334A MULTIMUX to offer more flexibility. They include remote configuration, automatic host dial-up, auto-parity, user-definable profile, password on test port, indexed sub-addressing, and a new power supply with automatic power-fail reset.

Cluster controller

The HP 2334A MULTIMUX in cluster-controller configuration has kept the same level of support as the first release of the HP 2334A. With the HP 3000 computer it supports limited VPLUS/3000, DSNLINK/ADVANCELINK and character mode applications. Supported spooled printers are 2563A, 293X, 2686A, 2687A with MPE-VE T-MIT. HP 1000 support is done with character-mode applications.

See next page for ordering information.

Price and ordering

The HP 2334A MULTIMUX is on the December CPL with the following factory based prices:

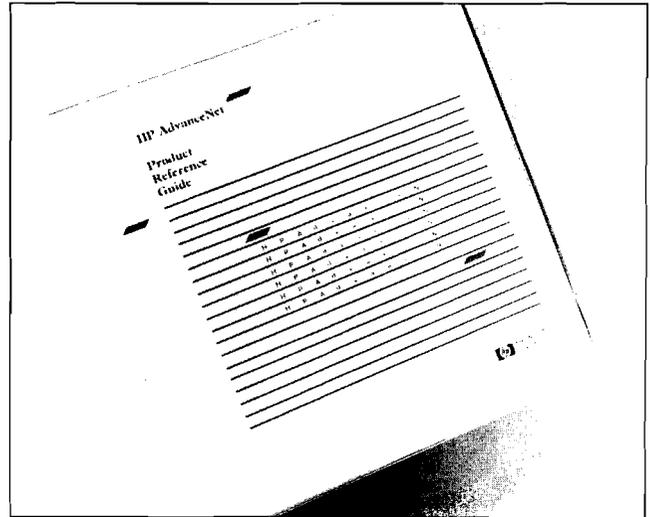
Product	Description	Price
HP 2334A	HP MULTIMUX (no device ports)	\$1,800
Option 122	4-port direct connect card	700
Option 123	4-port modem control card	800
Option 015	220V	0
Option X25	X.25 Manual	15
Option 100	Initial configuration by AEO	350
HP 40260A	Additional 4-port direct connect card	800
HP 40261A	Additional 4-port modem control card	900
Option 001	Upgrade direct connect to modem control	-650
HP 40220A	Modem cable for one 2334A port to either computer port or asynch. modem	65

**Option 123 is always recommended for workstation connections.*

See all details in the HP 2334A MULTIMUX Field Training Manual (P/N 5953-5960), which was mailed in early December to all SRs and SEs.

Announcing the *HP AdvanceNet Product Reference Guide*

John Vernon/NMC



As part of the Information Network Group sales tools and training program, the *HP AdvanceNet Product Reference Guide* is being mailed to all commercial and technical SRs worldwide. This networking reference tool will aid SRs in understanding and selling HP network solutions. This guide is in the form of a gray, three-ring, looseleaf binder. The binder's contents are organized into tabbed sections for easy and quick reference. The overall format of the binder will provide a vehicle for timely updates and additional AdvanceNet sales information.

The tabbed sections of the product guide divide the reference material into the following content areas: Introduction, Product information, Sales support, Solution selling, Competition, Reference accounts, Appendices, Documentation, and New products.

If you are a commercial or technical computer SR and have not received a copy of the guide by the end of this year, or if additional binders are needed for new hires, the binder and its contents (P/N 5953-9455) can be ordered through the Literature Distribution Center.

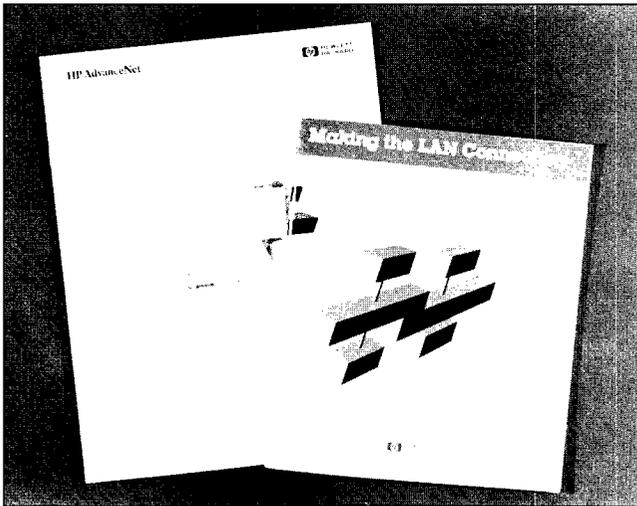
Networking sales tools

Arie Scope/NMC

The Information Network Group (ING) has planned extensive activities for FY85 to allow you to sell solutions built around competitive networks. To get things going, you will be receiving a series of mailings that will provide you with important information and tools to better equip you to sell networks successfully.

ING has shipped to all SRs and datacom specialists the *HP AdvanceNet Product Reference Guide*. After the first of the year, this guide will be sent to area and district managers as well.

In parallel, a special package was sent to all computer sales and service personnel. It consisted of a cover letter from Dennis McGinn, the Marketing Manager for ING, plus two sales tools that you should find useful this coming year. *HP AdvanceNet* (5953-7641) is a colorful, new executive-level brochure that describes HP's overall networking capabilities. *Making the LAN Connection* (5957-4624) is a primer on Local Area Networks that should be of benefit to both you and your customers. This is the third member of the datacom primer family (you should have received the other two earlier in 1984).



In December, local offices will receive 50 copies of the new AdvanceNet poster (P/N 5953-9453). This poster picks up the graphic design of the new brochure. You should find it useful for seminars and shows or just for decorating your sales office and your customers' offices.

MASS STORAGE

Disc drive credit reduction

Liza Lopez/FRD

Effective January 1, disc drive return credits for the HP 7925M/S will be reduced. The new credit amounts are listed below:

P/N	Description	New credit
7925MN	Return credit for 7925M disc	\$3,600
7925SN	Return credit for 7925S drive	2,600

Only one credit may be ordered for each HP 7933/35 ordered. This rule translates into one return credit (7925MN or 7925SN) for one HP 7933/35H purchased, or a total of three credits for one HP 7933/35G ordered.

If you have any questions regarding this credit reduction, call your FRD market development contact.

PRINTERS

HP 2674A: a great second printer for \$295

Laird Clow/VCD

The HP 2674A internal printer, now offered at \$295 makes a great second printer for your Touchscreen personal computer. Consider the following advantages:

- Integrated into the Touchscreen top cover
- Requires no additional desk space
- Pre-configured — no additional cables to buy, no switches to set
- Fast (120 cps), quiet printing
- Keyboard-addressable from the Touchscreen
- Graphics

With a large installed base of Touchscreen personal computers out there, the HP 2674A offers a good opportunity for users to upgrade their system with an integrated printing solution. It is user-installable and offers 132 columns of print in compressed mode. And, at the new list price of \$295, it makes sense to add the HP 2674A as the secondary printer for systems that already use the LaserJet, ThinkJet, HP 2934A, or HP 82906A as their primary hardcopy device.

Automatic sheetfeeder saves time and effort

Jim Kinney/CSO

The PersonalFeeder™, a mechanical sheetfeeder, is now available for the HP 2601A and 2602A daisywheel printers.

The PersonalFeeder practically eliminates manual paper handling while increasing printer productivity. Single-sheet stationery is automatically fed into the printer, making the process continuous and efficient. Each sheet no longer needs to be aligned before printing or arranged after printing. The PersonalFeeder also comes equipped with a manual override feed-slot for odd-sized sheets, envelopes, and labels.



Specifications

Paper bin capacity: 175 sheets

Paper size: 6 x 7 inches to 14 x 14 inches

Paper weights: 18 to 24 pounds

Manual feed slot: Maximum width 14 inches

Interface: Mechanical — direct drive from platen gear

Feed: A single sheet for every 90 lines of copy

Size: 5 inches (127 mm) by 20.5 inches (520.7 mm) by 12 inches (304.8 mm).

The PersonalFeeder comes with an installation guide and basic setup instructions for use with Wordstar®, MemoMaker and Lotus 1-2-3™. Please note that HP Word is not yet supported.

P/N	Description	Price
92177Q	PersonalFeeder for the HP 2601A	\$495
92177R	Personal Feeder for HP 2602A	495

For fast service, customers should call CSO's direct order phone numbers listed in the Support/Supplies section of this issue.

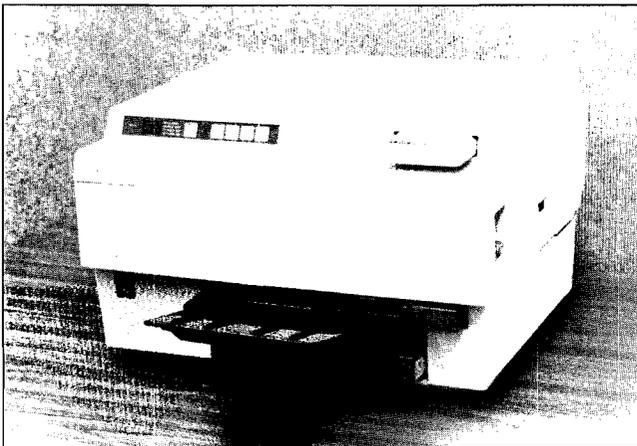
PersonalFeeder™ is a trademark of Ziyad, Inc.

Wordstar® is a registered trademark of MicroPro International Corp.

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

New LaserJet software development program for ISVs

Cathy Lyons/BOI



Boise Division has developed a third party software program for the LaserJet printer that will help you sell more. The objectives of this program are two-fold: to encourage Independent Software vendors (ISVs) to support the LaserJet printer with their software packages (word processing, graphics, typesetting, spread sheets, etc.) This software support will allow you to sell into new markets HP would otherwise not have the resources to develop; and to help you find the right software package for your customer. Boise will act as the central source for information on third party solutions for LaserJet.

With these objectives in mind, we have developed a program that is easy to understand and use. Here's how it works:

1. The ISV contacts Boise Division's ISV program manager directly or through an HP SR. The ISV program manager qualifies the ISV based on product sales, value, and originality of software, market acceptance and demand, distribution channels, etc.
2. If approved, the ISV may request to be placed in a queue to wait for a loaner unit. Boise Division has a limited number of LaserJets that are loaned to ISVs based on availability and priority. If the ISV does not want to wait for a loaned unit, a LaserJet printer may be purchased at a 40% discount. (Font cartridges and other accessories are not included in this discount.)
3. If the ISV opts for a 40% discount, Boise assigns a contract number and submits a demo-development agreement to the ISV. Once the agreement is signed and returned to Boise, the ISV may place an order with the sales office, allowing the appropriate SR to receive a commission on the sale.
4. After the ISV completes development and testing, we ask for a copy of their software to do our own evaluation. Then we include the ISV on our HP LaserJet printer Third Party Software Listing, which is distributed to HP authorized dealers and SRs nationwide.

Added sales potential

Some of our current ISVs have the potential to become significant OEMs. Others may provide just the missing link to a total solution for your customer and may help you land a big HP system or peripheral sale.

Valuable documentation

To assist the ISV in LaserJet printer evaluation and testing, we offer an ISV Guide to each qualified vendor. This guide includes technical reference material such as the operator's manual, the printer command language document, CPU and LaserJet hardware configuration notes, paper selection guide, print samples, and character font information.

A similar guide (LaserJet Dealer Guide) is being distributed to all HP authorized dealers, support centers, and 02, 12, and 22 sales forces.

We also have a list of third parties that offer other software and hardware solutions for the LaserJet. These products range from LaserJet software drivers for non-HP CPUs to switch boxes for networking several CPUs to one LaserJet.

The LaserJet printer is a very popular product because of its unique capabilities and low price. LaserJet's long-term success will depend on a large selection of supported software available through the dealer channel. We welcome your suggestions and leads.

HP 2933A factory data printer obsolete January 1

Joe Barbera/VCD

There has been some confusion over the placement of the HP 2933A factory data printer in regard to the HP 2934A office printer. The feature sets of these two printers are identical — the only exception is that the

HP 2934A includes one of the optional character cartridges. The HP 2934A has all the capabilities of the 2933A, including large characters, graphics, bar-codes, and the same interface options.

To present a more clear product definition, Vancouver Division has opted to delete the HP 2933A from the CPL, effective January 1. All existing orders at that time will be filled, and the product will be supported for five years.

More HP 2631s now available

Greg Ware/VCD



We are now offering approximately 500 new HP 2631Bs for sale at \$1,795. US list price. We will also be offering a new Option 200, which will include the HP 26097A stand at no charge. This list price is not discountable, and the product will not be eligible for coordinated delivery. This program will be in effect until February 28, 1985, or until supply is exhausted. Ordering information will be forwarded to your order processing departments.

The product structure will be as follows:

Sales Force: 15

Supplying division: 5400

Marketing division: 5400

Product/Option	Description	Price
2631B Standard	180 cps Printer, RS-232-C I/F with Bell 103 modem control Includes modem cable	\$1,795
Option 015	220V operation	N/C
016	100V operation	N/C
017	240V operation	N/C
044	8-bit TTL interface replaces standard	N/C
046	HP-IB interface replaces standard	50
050	Parallel differential I/F replaces standard	N/C
051	RS-232 I/F edge connector replaces standard	65
210	RTE subsystem replaces standard interface with parallel differential; adds 12845B I/F kit, and documentation; installation; for use with HP 1000 Series M/E/F/R; RTE driver included	650
200	Printer stand (26097A)	N/C

New demo cartridge for HP 2934A now available

Joe Barbera/VCD

A new demo cartridge for the HP 2934A office printer is now available. When used in the HP 2934A office printer this cartridge provides a demo of the HP 293X family printing features. The difference between this and previous versions is the built-in italics capabilities. The demo is self-contained, needing only a printer and a power cord. No controller is necessary. It works with any HP 2934A, regardless of interface.

This demo works especially well with the HP 29340S sheet feeder. It is available in English, German, and French (P/N 29080 E, G, and F). These products will be available beginning January 1, 1985.

TERMINALS

HP ships 500,000th display terminal

Steve Butler/RTD

HP chairman of the board, David Packard recently congratulated Roseville Terminal Division's general manager, Larry Mitchell on the shipment of HP's 500,000th display terminal.

This major event signifies that Hewlett-Packard continues to be the leader in the display terminal marketplace. Since Data Terminals Division shipped its first terminal in 1974, the company has introduced a variety of alphanumeric, graphics, and multifunction terminals. The terminals HP designs and builds have consistently received high ratings for overall performance, reliability, and support from independent user surveys.

The original Data Terminals Division has expanded from its first facility in Sunnyvale, CA to three facilities located in Roseville, CA, Aguadilla, Puerto Rico, and Grenoble, France. These divisions provide worldwide marketing, R&D and manufacturing for HP display terminal products.

The 500,000th display terminal that came off the production line was an HP 2392A, the newest member of HP's display terminal family. The HP 2392A replaces the HP 2622 terminal and offers new features such as four pages of display-memory storage, integral tilt and swivel, and smooth-scrolling characters.

More selling opportunities for HP 2392A

Patrick Rabu/GPCD

A new option was added to the HP 2392A display terminal on December 1. It is Option 094, a 20 milliamperes current-loop interface card (user-installable in Port 2).

This is just what your customers need if they have a noisy electrical environment, such as in the factory or with a long-distance connection to the GPU (up to 800m).

For more details, contact your sales center.

HP 2392A and HP 2622A — A comparison

Pascal Gandon/GPCD

The HP 2392A terminal is the recommended replacement for the HP 2622A, HP 2382A and HP 2621B terminals.

But you may be wondering if they are really 100% compatible.

Here are some answers to this question:

Escape sequences and use of keyboards

Function	HP 2622A	HP 2392A
• Record Mode Key	Acts in local mode: equivalent to Ec 0 (copy memory).	No action in local mode. Replaced by the "PRINT" key.
• Modify Mode	Transmission mode depends on G, H strap/settings in a configuration menu.	Transmission occurs regardless of G and H strap settings.
• "CAPSLOCK" Field In Configuration	Operates regardless of keyboard used	Operates only with the US ASCII keyboard.
• Security Video Attribute	N/A	Operates as in HP 2624B terminal.

Character encoding and recognition

The major difference between the 2622A and the 2392A is in the method of encoding characters:

- the introduction of the HP eight-bit standard of communication. This standard will put an ending point to the incompatibility between products, in terms of encoding national characters, for new and future products (started with the introduction of the HP 2625A/2628A and 2392A terminals, the HP 150 and the HP 2932A/33A/34A; HP 2225 printers).
- the new design of some national keyboard layouts, which forced changes in the ISO substitution tables (used for coding national language characters in seven-bit mode communication).
- the addition of new keyboard layouts to the existing ones, which led to an extension of the ISO substitution table.
- no compatibility at all in accessing the line drawing set.

If you are interested in knowing more details about this or if you have other questions, call Grenoble Terminals Technical support.



SUPPORT

Tele-Support security features improve customer satisfaction

Mike Balma/CSD

Knowledge of the security features of HP's Tele-Support program for HP 3000 systems can help sell Tele-Support and improve customer satisfaction. There are now four generic security measures that customers can implement to protect their system and data:

- Telephone-number Security — (North America Only) Customers have always been able to retain telephone security until HP needed to dial in. Now, the response centers in Santa Clara and Atlanta can accept incoming calls. This means that customers who want to retain complete privacy of their dial-in phone number can do so. We have set up a special code in IBS to indicate that the customer wants to initiate the call. This code is (777)777-7777 and should be used instead of a phone number. The procedure should be used with discretion, but for highly security-conscious customers it may be the only way to provide the added benefits of the Tele-Support program.
- Modem security — The support link modem is an auto-answer modem, but customers can disconnect it until it is needed by HP for support purposes.
- MPE security — The Tele-Support utilities reside in a separate account that allows SEs and CEs to access most support utilities. However, the utilities capable of overriding normal MPE security require that a user log on as the account manager. By changing the password of the account manager after providing access, customers can help ensure system security.
- System security (remote console key switch) — On Series 4X and 6X systems, the remote console key switch provides two security measures. First, it physically locks out the remote console and the maintenance capabilities from users accessing the remote port. This is important because the remote user has the same capabilities as the user logged onto the console. Secondly, the key switch can initiate a parallel console while HP support personnel

are working on the system remotely. By following some simple steps described by the response center engineer, the customer can view all data being accessed by HP. For highly security-conscious customers, this has proved to be a strong selling feature of the HP 3000 and the Tele-support program.

Reduced prices on workstation accessories

Jim Kinney/CSO

Customers can now take advantage of popular work accessories at reduced prices. The HP 92171B easel copy holder supports sheets as large as 11 x 14 7/8" and can be tilted to any desired viewing angle from 0° to 90° at the touch of a button. The line-guide mechanism is fingertip-adjustable and can be on the left or right side of the holder or completely removed.

The HP 92171H CRT tray helps your customers get organized. With this smoked acrylic tray, they can neatly stack documents on top of HP 262X and HP 264X terminals or on any work surface. Rubber feet and a curved front lip keep the tray securely in place.

The HP 92171E footrest helps reduce lower-back fatigue and circulation-restricting lower-thigh pressure. Constructed of steel with non-slip rubber facing and feet, the footrest is especially helpful to people who enter data all day long.

P/N	Description	Old US list	New US list
92171B	Easel copy holder	\$62	\$59
92171H	CRT tray	20	17
92171E	Footrest	50	43

Quantity discounts also are available.

These reduced-price items and many more work accessories are featured in the Fall/Winter 1984/85 Computer Users Catalog (P/N 5953-2450D).

CSO DIRECT ORDER

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

Location	Telephone Number
United States	800-538-8787
California	408-738-4133
United Kingdom	0734-697201
	0734-792959
France	(6) 928 32 64
Belgium/Luxembourg	(02) 762 32 00
Switzerland	(057) 31 22 54
	or 31 22 59
Italy	(02) 92 36 91
	(06) 5 48 31
West Germany	07031-142829
	07031-223133
The Netherlands	020-470639
South Africa	802-5111
	53-7954
	28-4178
Canada	
Toronto Local	416-671-8383
Ontario	1-800-387-3417
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Sweden	08-7502027
	08-7502028



□ Price Changes

REINHARDT, HELMUT
GERMAN SALES REGION
HPGR 8300

Computer groups price changes effective December 1, 1984

These prices, effective December 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 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
26085A	Memory Access.	12,000	9,000
2680A	Opt. 520 One MB Memory	7,550	5,100
2680A	Opt. 521 1MB Mem. Add	12,000	9,000
26804A	Opt. 520 1MB Memory	7,550	5,100
26804A	Opt. 521 1MB Memory Add	12,000	9,000
32120ZM	HP Word Italic RTC	3,500	4,900
32132M	HP Listkeeper RTC	1,400	1,400
32412CR	Opt. E72 Lo-Boy Cabnt Tpe	11,010	9,500
32412CR	Opt. E72 Lo-Boy Cabnt Tpe	11,010	9,500
32430CR	Opt. E72 Lo-Boy Cabnt Tpe	11,010	9,500
32430CR	Opt. E73 Lo-Boy Cabnt Tpe	11,010	9,500
32548BH	Opt. 617 Upgrade from S37	-5,000	-5,000
36570ZM	HPDesk Italian RTC	7,000	8,400

Product No.	Description	Old Price	New Price
45400A	Wordstar/150	500	350
45401A	Mailmerge/150	250	125
45402A	Spellstar/150	250	125
45404A	Wordstar/SSTR/MMRG	850	550
45473D	MS Multiplan	275	195
45644A	ETHERLTNK/150	850	750
45645A	ETHERSHARE/150	695	495
45646A	ETHERPRINT/150	595	195
45647A	ETHERMAIL/150	850	650
7911P	28 MB Disc/Tape	14,800	13,750
7911R	28 MB Disc/Tape	14,800	13,750
7912P	65 MB Disc/Tape	17,350	14,800
7912R	65 MB Disc/Tape	17,350	14,800
7914P	132 MB Disc/Tape	19,900	17,350
7914R	132 MB Disc/Tape	19,900	17,350
9133D	15 MB Winchester	3,650	3,345
9134D	15 MB Winchester	3,245	3,040
92077X+S00	SMS-Src. Code/RTE	-0-	120
92243CA	Zork I	49.95	39.95
92243DA	Starcross	49.95	49.95
92243FA	Suspended	59.95	49.95
92243PA	Planetfall	59.95	39.95
92243QA	The Witness	59.95	39.95
92243RA	Zork II	49.95	44.95
92243TA	Zork III	49.95	44.95
92243UA	Enchanter	59.95	39.95
92243VA	Deadline	59.95	49.95
92243WA	Infidel	59.95	44.95
92243YA	Sorcerer	59.95	44.95
92243ZA	Seastalker	49.95	39.95



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