The new HP-71B

Complex Calculations Have Never Been So Easy
The new HP-71B handheld computer couples the power of an advanced calculator with the flexibility of a BASIC language computer in a single handheld package. See stories beginning on page 8.
## In This Issue

### Marketing

<table>
<thead>
<tr>
<th>Issue</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>4</td>
</tr>
<tr>
<td>Productivity '84 — the computer solutions seminars</td>
<td>4</td>
</tr>
<tr>
<td>Second annual HP banking conference</td>
<td>4</td>
</tr>
<tr>
<td>A Speakers Bureau for your customers</td>
<td>5</td>
</tr>
</tbody>
</table>

| Third Party | 5 |
| COBOL survey | 5 |
| How your customers can subscribe to HP's software catalogs | 5 |

### Personal Computers

<table>
<thead>
<tr>
<th>Issue</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>7</td>
</tr>
<tr>
<td>Bold new software packaging</td>
<td>7</td>
</tr>
<tr>
<td>New PC users groups forming</td>
<td>7</td>
</tr>
</tbody>
</table>

| Calculators | 8 |
| The HP-71B handheld computer — BASIC plus calculation power | 8 |
| HP-71B audiotaape available | 8 |

| Series 80 | 9 |
| HP Series 80 software update | 9 |

| Series 100 | 10 |
| Independent Software Vendor (ISV) program for the HP 150 | 10 |
| New language supplement boards for the HP 150 | 10 |
| The HP 150 is multilingual | 10 |
| HP 120/125 approaching obsolescence | 10 |

### Technical Computers

<table>
<thead>
<tr>
<th>Issue</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>HP 1000</td>
<td>13</td>
</tr>
<tr>
<td>256K-bit RAMs quadruple HP A900 memory</td>
<td>13</td>
</tr>
<tr>
<td>C language compiler available for HP 1000</td>
<td>13</td>
</tr>
<tr>
<td>RTE-A series</td>
<td>13</td>
</tr>
<tr>
<td>MEF-to-A Series transition aids ready</td>
<td>13</td>
</tr>
</tbody>
</table>

| HP 9000 | 14 |
| Technical Sales Center streamlined to serve you | 14 |
| HP 9835 accessories to be discontinued | 14 |
| HP 9845 price increases | 14 |
| New HP 9000 brochure available | 14 |
| HP-UX brochure now in stock | 14 |

### Business Computers

<table>
<thead>
<tr>
<th>Issue</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>HP 3000</td>
<td>17</td>
</tr>
<tr>
<td>HP VisiCalc®/3000 special offer</td>
<td>17</td>
</tr>
<tr>
<td>Hewlett-Packard introduces four new productivity packages</td>
<td>17</td>
</tr>
<tr>
<td>Enhanced MTS now available on HP MPE-IV</td>
<td>17</td>
</tr>
</tbody>
</table>

### Spooling the new HP 293X printers

| HP 7974A change in HP 3000 Configuration Guide | 19 |

### Financials

| HPFA customer profile #0000010 | 19 |

### Office Systems

| Enhanced HP 3000 graphics software now available | 20 |
| Self-paced training bundled with HP DSG/3000 and HP Draw | 20 |
| Support considerations for enhanced graphics software | 20 |

### Vertical Markets

| New feature of HP SFD/3000 and OM/3000 — EZORDER | 22 |
| HP OM/3000 data sheet | 22 |
| SIGSFD meeting news | 22 |

### Networks/Peripherals

| Mass Storage | 23 |
| HP 7974A is more than twice as fast as HP 7970E | 23 |
| HP 7933 and HP 7935 Customer Support Kits available | 23 |
| HP 9130A now obsolete | 23 |

### Plotters

| New roll-feed plotter at lower prices | 24 |
| Updated ISPP now available | 24 |
| Revised computer options for plotters | 24 |
| RS-232-C plotter cables from SDD | 24 |

### Printers

| HP 2930 family replaces HP 2621B/G printers | 26 |
| HP 2934A correspondence printing | 26 |
| OCR printing on the HP 2563A | 26 |
| New stand supports HP printers | 26 |
| Makro International chooses the HP 2932A | 26 |

### Terminals

| The right graphics terminal for your customer | 28 |
| Last call for HP 2624A-to-2624B upgrades | 28 |
| Printer multiplexer soon to be obsolete | 28 |

### Support/Supplies

| Customer Support | 31 |
| Component-level customer maintenance | 31 |

| Computer Supplies | 31 |
| CSO direct order | 31 |
Productivity '84 — the computer solutions seminars
Sheri Costa/BDG

Productivity '84 will be held in 13 cities with the first show in Los Angeles on January 31 - February 1. (See Schedule.)

This year we are expecting over 30,000 business and technical professionals to attend this two-day show. We have 16 application-oriented seminars that are very educational. The following is a list of seminars.

<table>
<thead>
<tr>
<th>Time</th>
<th>Seminar</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00-</td>
<td>Meeting the Financial Management Challenges of the '80s</td>
</tr>
<tr>
<td>10:00</td>
<td>Increasing Quality in Manufacturing — Your Competitive Advantage</td>
</tr>
<tr>
<td></td>
<td>A Well Planned Implementation. the Key to Your Application Solution</td>
</tr>
<tr>
<td>10:15-</td>
<td>Increasing Management Effectiveness</td>
</tr>
<tr>
<td>11:15</td>
<td>Through Office Automation</td>
</tr>
<tr>
<td></td>
<td>Introduction to Data Base Management</td>
</tr>
<tr>
<td></td>
<td>CAI Workstations: Building Engineering Productivity</td>
</tr>
<tr>
<td></td>
<td>Microcomputers and Local Area Network in Bank Systems*</td>
</tr>
<tr>
<td>11:30-</td>
<td>Microcomputers: A Small Business Solution</td>
</tr>
<tr>
<td>12:30</td>
<td>- What UNIX can mean to You</td>
</tr>
<tr>
<td>12:30</td>
<td>- Distribution Solutions for the '80s — Time for Action</td>
</tr>
<tr>
<td>12:30</td>
<td>- Business Communications Applications for Increased Productivity**</td>
</tr>
<tr>
<td>12:45-</td>
<td>Business Graphics — A Cure for “Information Indigestion”</td>
</tr>
<tr>
<td>1:45</td>
<td>Productivity Tools for Information Resource Management</td>
</tr>
<tr>
<td></td>
<td>Increasing Industrial Productivity Through Identification and Organization of the Critical Factors</td>
</tr>
<tr>
<td></td>
<td>DRGs and Productivity (first day only)</td>
</tr>
<tr>
<td>2:00-</td>
<td>Personal Computing: Choosing the Right Path in Today's Software Jungle</td>
</tr>
<tr>
<td>3:00</td>
<td>Computer Networks in Action</td>
</tr>
<tr>
<td></td>
<td>Advances in Microprocessor Software Development</td>
</tr>
<tr>
<td></td>
<td>Benefit Realization of Hospital Systems (first day only)</td>
</tr>
<tr>
<td>3:15-</td>
<td>Personal Computing: Choosing the Right Path in Today's Software Jungle</td>
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<tr>
<td>4:15</td>
<td>Increasing Management Effectiveness</td>
</tr>
<tr>
<td></td>
<td>Through Office Automation</td>
</tr>
<tr>
<td></td>
<td>Data Communication Measurements — The Key to Network Availability, Development and Productivity</td>
</tr>
</tbody>
</table>

*Special Seminar by Chanin Consulting Services will only be presented in San Francisco, New Jersey and Chicago.

**Special Seminar by Coopers & Lybrand will only be presented in Washington D.C., Boston and Denver.

The exhibit room will be open from 8:30 a.m. to 5:00 p.m. daily. This is what is in our exhibit area:

- Personal Computation
- Office Automation
- Financial Management
- Productivity Tools for the MIS Professional
- Computer Integrated Manufacturing
- Distribution Management Systems
- Computer Aided Engineering
- Printing Solutions.

Productivity shows are an excellent opportunity to impress your prospects and customers with HP's breadth of computer solutions and commitment to excellence. If your city is having a show, encourage your customers and prospects to attend.

<table>
<thead>
<tr>
<th>Date</th>
<th>City</th>
<th>Facility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan. 31/Feb. 1</td>
<td>Los Angeles</td>
<td>Sheraton-Universal Hotel</td>
</tr>
<tr>
<td>Feb. 6-7</td>
<td>San Francisco</td>
<td>Fairmont Hotel</td>
</tr>
<tr>
<td>Feb. 15-16</td>
<td>Houston</td>
<td>Stouffer's Greenway Plaza</td>
</tr>
<tr>
<td>Feb. 22-23</td>
<td>Dallas</td>
<td>Fairmont Hotel</td>
</tr>
<tr>
<td>Feb. 28-29</td>
<td>Atlanta</td>
<td>Georgia World Congress Center</td>
</tr>
<tr>
<td>Mar. 19-20</td>
<td>Toronto</td>
<td>Constellation</td>
</tr>
<tr>
<td>Apr. 3-4</td>
<td>Philadelphia</td>
<td>Adam's Mark</td>
</tr>
<tr>
<td>Apr. 18-19</td>
<td>Boston</td>
<td>Sheraton Boston</td>
</tr>
<tr>
<td>Apr. 26-27</td>
<td>Teaneck, N.J.</td>
<td>Loews Glenpointe</td>
</tr>
<tr>
<td>May 15-16</td>
<td>Minneapolis</td>
<td>Radisson South</td>
</tr>
<tr>
<td>May 30-31</td>
<td>Chicago</td>
<td>Hyatt Regency</td>
</tr>
<tr>
<td>June 12-13</td>
<td>Denver</td>
<td>The Regency</td>
</tr>
</tbody>
</table>
Second annual HP banking conference
Debra Miele/AMD

Want to learn more on how to sell solutions to the US banking industry? Don't miss this chance on March 5-6, 1984, in San Diego, CA, when AMD Vertical Markets presents a two-day workshop on the banking industry.

The purpose of this conference is to provide interested HP SRs with marketing techniques for penetrating the US banking marketplace. A distinguished professor from the Stonier Graduate School of Banking, Dr. Paul Nadler, will present the basics of bank operations, the infrastructure, and trends in the banking world. Other topics include qualification methods, competition, marketing strategies, application briefs, and HP success stories in both banks and savings and loans.

This major opportunity to experience an in-depth focus on banking solutions should not be missed. Time will also be allotted to see HP's exhibit at the American Bankers Association's Trust Automation Workshop where you can meet bankers and other vendors.

Enrollment is simple. Just send a COMSYS message to the contact below before February 15, 1984, with your name, telephone number, and HP sales office. Enrollment is limited to 45 people. Your confirmation will follow with a detailed information packet and arrangements for accommodations.

Course Details

Title: HP Banking Conference
Audience: HP SRs/Managers, who spend a significant percentage of their time marketing to financial services institutions.
Content: Day 1:
  - HP in Banking
  - Third Parties in Banking
  - Paul Nadler on Banking
  - HP Banking Relationship
Day 2:
  - Marketing in Banking Workshop
  - Success Stories
  - Application Breakout Sessions
  - ABA Trust Automation Workshop

Prerequisite: Interest in Selling to Banks
Length: Two Days
Contact: AMD Vertical Markets — Financial Services Sector, Cupertino
Debra Miele — COMSYS 4701
Rick Burgess
Helen Harbin

A Speakers Bureau for your customers
Dena Stein/SMC

Could your customers use a list of speakers available for local meetings and conferences? The International Users Group is surveying its members in the January Interrupt to obtain names of speakers, their effectiveness, range of expertise, willingness to travel, fees charged, whether presentation is sales oriented, and other pertinent information.

As soon as the survey is completed, the IUG Speakers Bureau will offer this valuable resource list to its members.

THIRD PARTY

COBOL survey
George Low/3PP

We recently distributed a COBOL survey in each copy of the HP Plus Express newsletter to the domestic 02 sales force. For those of you who answered and returned the survey, thanks for your help — the information you provided is important to our planning for COBOL on current and future HP processors.

If you didn't get a chance to answer the COBOL survey, or if you are located outside the North American sales region, another copy is included here. Please photocopy and return the survey to:

George Low
HP Plus Marketing
19447 Pruneridge Avenue - Bldg. 485
Cupertino, CA 95014
COBOL survey

1. How many copies of COBOL have you sold with HP Computer Systems for FY83?
   (a) None ___  (b) 1 to 10 ___  (c) 10 to 25 ___  (d) 25 or more ___

2. On what HP Systems have you sold COBOL?
   (a) HP 3000 ___  (b) HP 1000 ___  (c) HP 9XXX ___  (d) HP 100 Series ___
   (e) HP 200 Series ___  (f) Other ___

3. How many copies of COBOL do you estimate would be sold to your customer base in FY84 for the following HP computers? (Assume that COBOL is available from HP or Third-Party Supplier).
   (a) HP 3000 ___  (b) HP 1000 ___  (c) HP 9XXX ___  (d) HP 100 Series ___
   (e) HP 200 Series ___  (f) Other ___

4. Have you ever sold an HP system with a third-party (independent software vendor) software supplier COBOL compiler?
   (a) Yes ___  No ___
   (b) Name of Supplier(s) ____________________

5. Have you ever received a request for COBOL on an HP System that was not available as an HP product?
   (a) Yes ___  No ___
   (b) On what HP System(s) ____________________
   (c) On what operating system(s) ____________________

6. Are you aware of the COBOL products available from the following independent software vendors?
   (a) Micro Focus ___  (c) Others ___
   (b) Ryan McFarland ___  (c) ACT ___
   (d) Micro Soft ___

7. Have you ever lost a sale due to the non-availability of COBOL?
   (a) Yes ___  No ___
   (b) On what HP System ____________________
   (c) Lost to what competitor? ____________________
   Name ____________________
   HP Office # ____________________

How your customers can subscribe to HP’s software catalogs

Marilee French/3PP

Your customers like to hear about all the software that runs on HP systems; software helps leverage sales for you. Many of your current and potential customers would greatly appreciate having a reference guide of third party business and/or technical software.

If you would like more information on how to get subscriptions to the software catalogs for your customers, do one of the following:

- Ask your local sales literature coordinator for this flyer: Software Solutions at your Fingertips (P/N 5953-9026). It is directed at your customers and explains everything they always wanted to know about the catalogs, and how to order a subscription.

- If you can’t lay your hands on a copy of this flyer, call me at 408-725-8111. I can send you some that you can pass around to the accounts where it could have the greatest impact.

A catalog subscription is just one more tool that will help you to add to your sales “funnel,” to qualify prospects, and to encourage potential customers to buy. So sell catalog subscriptions by passing around the flyer.

Software Solutions At Your Finger Tips
Bold new software packaging
Scott Anderson/CSO

Beginning this month, CSO's new "edu-tainment" series of software will be shipping in HP's custom-designed, low-cost packaging. Customers won't overlook these new software packages on dealer shelves. The colors are bright and the design bold. Wrap-around labels incorporate the vendors' original package artwork to take advantage of pre-established brand awareness.

Built-in flexibility
The primary benefit of this new design is its versatility. A generic box provides consistent HP identity, while the wraparound label allows a high degree of individual identity. The introduction of each new low-cost software package requires production of only a label and a user manual, which also boasts a generic, full-color cover that matches the exterior carton design. Inside pages of the user manual will be produced with the HP 2680 Laser Printer. The carton spine features a full width HP logo for instant recognition, and red on yellow lettering for easy reading.

Look for this exciting new packaging on our authorized HP Dealer shelves.

High visibility and enhanced brand recognition are two important objectives of the new "edu-tainment" packaging from CSO. HP labels (rear) pick up cover art from vendor box (foreground) and display it on colorful, generic carton.

New PC users groups forming
Dena Stein/SMC

Are you or a customer interested in forming a Hewlett-Packard PC regional users group? Contact Leslie Nicholson or Jeff Miotke in the IUG office, 415-941-9960. Within HP call Jo Anne Cohn or Mark Imbert at 408-257-7000.

PC users groups make HP products more attractive by augmenting user efficiency and providing a forum for exchanging information and techniques.
The HP-71B handheld computer — BASIC plus calculation power

Terry Tallis/PCD

Hewlett-Packard has coupled the power of an advanced scientific calculator and the flexibility of a BASIC language computer in a single handheld package. The HP-71B, the first BASIC language handheld computer optimized for calculations, was introduced to the US market at the Consumer Electronic Show (CES) on January 7. This $525 portable product creates a new standard against which competition will be measured.

Loaded with valuable features, the HP-71B comes with 17.5K bytes of RAM to supplement its advanced 64K-byte operating system. In its CALC mode, the HP-71B becomes a full scientific calculator using the algebraic method of entering and evaluating equations. Built-in statistics functions allow you to handle data for up to 15 independent variables to calculate means, standard deviations, correlations, linear regression, and predicted values.

Editing features and error correction routines make for a user-friendly and highly interactive system. Variables used in the CALC mode can be shared by BASIC programs and vice versa.

With over 240 keywords, the BASIC language is the most powerful in a handheld. Giving the user more flexibility and functionality, this extended HP BASIC allows for routines and code-saving techniques available previously only on PCs. The powerful BASIC allows subprograms with parameter passing, the use of flags for conditional testing, securing programs, redefining the keyboard, special display characters, string arrays, and other powerful features.

The file management system allows for numerous files of differing types to reside in the partitionable memory at one time.

The HP-71B was designed for the most discriminating professional. It is accurate to 12 digits, has a numeric range of \( \pm 9.9999999999 \times 10^{499} \), and, for the first time in a handheld, implements the IEEE Floating Point Math standard. These features create a level of precision that is unequalled in products of its type. A built-in timer and clock allow you to use the HP-71B for numerous control applications. The display is an 8 x 132 dot matrix LCD and has a 22 character window on a 96 character line. You can easily access previous entries with the five level command stack.

To enhance the product and to allow you to build a configuration to fit your needs, the HP-71B is easy to modify. An optional Card Reader can be plugged into a special slot. Up to four 4K-byte RAM modules, or four 16K, 32K, 48K, or 64K ROM modules (or a combination of both) can be added. An optional HP-IL interface fits into a special slot to interface to other HP-IL, HP-IB, RS-232, and GPIO peripherals and instruments.

Giving the user turnkey solutions, the initial software offering covers the most popular application areas for handheld products. These plug-in ROMs extend the power and usefulness of the HP-71B by bringing additional functions to the users. The math ROM makes a significant contribution by providing integration, differential equation, real and complex number array, hyperbolic, and Fourier transformation solutions. Similar attention to detail can be found in the Finance, Circuit Analysis, Curve Fitting, and Surveying ROMs. The BASIC language can be extended or overridden by use of the FORTH/assembly language ROM. Programs may be developed on other PCs such as Series 80 and the IBM PC by using a set of Software Development Utilities. Or the HP-71B can be customized by the addition of up to 256K bytes with 64K-byte Custom ROMs.

Customers such as OEMs will be able to take advantage of the "open machine" concept subscribed to by the HP-71B to gain easy access to the operating system. With over 700 access points available, the software or hardware specialist should have no
difficulty implementing enhancements to or customizing the HP-71B. Three volumes of documentation are available which describe the operating system, identify entry points, and provide source code listings. Designed for the professional or business that requires HP Series 80 software update accurate, fast and precise computational power in a mobile environment, the HP-71B will become a standard in its market. With the ability to solve one-time problems and repetitive problems all in the highly portable product, the user will be able to be much more productive with the HP-71B.

The HP-71B is available now to SRs and authorized HP Dealers. Place your order now through the HEART system.

HP-71B audiotape available

Robin Garthwaite/PCD

PCD has just produced a lively, informative audiotape about the new HP-71B handheld computer. It begins with a 5-minute commercial as a product refresher; helpful to review just before those important sales calls. Also included are selected interviews with the top members of the design and marketing teams. The tape gives you insights into the strengths, positioning, competitive analysis and the inside story from the people who know the HP-71B the best.

To order: P/N: 5953-5656  
Cost: $5  
Call Toll Free: 1-800-FOR-HPPC  
or Mail Order to:  
Hewlett-Packard  
1000 NE Circle Blvd.  
Corvallis, OR 97330  
Attn: Marcom

(Be sure to include your dealer contract number or HP Sales Office account/location code.)

HP Series 80 software update

David Latimer/PCD

PCD is pleased to announce a number of new or revised software products for Series 80 computers.

HP Multiplan® — P/N 82855A Option 630 and 650

Multiplan®, a powerful electronic spreadsheet produced under license from Microsoft® Corporation, is now available for the HP-86/87 computers. It contains many advanced features (including file consolidation), to allow you to reference multiple spreadsheets, variable column widths, label addressing, multiple windows (up to 8), and compatibility with other CP/M® products. Multiplan® is distributed by HP in the new HP packaging (P/N 82855A) in either 3½" (Option 630) or 5¼" (Option 650) disc media.

HP 82900A CP/M® System Rev. C

The CP/M operating system has been revised to take advantage of the cursor control keys on HP-86/87 computers. The cursor control keys are supported in CP/M-based software packages such as WordStar®, dBASE II™, and Multiplan®. Customers who purchased an earlier version of the HP 82900A CP/M system can obtain Rev. C from any Hewlett-Packard dealer or from the Computer Supplies Operation by ordering P/N 82848-17301 (3½" media) or 82848-17501 (5¼" media). The list price of the Rev. C upgrade kit is $42, and that of the HP 82900A CP/M System, including Auxiliary Processor, is $495.

HP 98592JA and 98593JA Perfect Software®

Now available for the HP-86/87 computers is the Perfect Pac™ from Perfect Software®. The pac consists of four integrated programs, Perfect Writer®, Perfect Speller®, Perfect Filer®, and Perfect Calc®. This pac provides the Series 80 user with a high-end CP/M data-compatible set of productivity software. Perfect Software® uses virtual memory architecture and multiple file buffers which allow you to have several different files in memory simultaneously, and have them all working together and sharing data. In addition, you only have to learn one set of logical commands for the entire Perfect product line.

Order either the entire Perfect Pac® (P/N 98592JA Option 630 or 650) for $995 or Perfect Writer/Perfect Speller® (P/N 98593JA Option 630 or 650) for $595.
Personal Computers

HP File/80 Rev. B — International Versions
French and German versions of HP File/80, the Series 80 native-mode file management system, are now available. An Italian version will be available soon. All documentation, menu prompts, error messages, and display screens have been translated. Order P/N 82824F (French), P/N 82824G (German), and P/N 82824T (Italian) and specify Option 630 or 650 for media size.

New HP Series 80 Software Catalog
A new edition of the HP Series 80 Software Catalog will be available in March. This edition has about 75 new programs for Series 80 computers.

Independent Software Vendor (ISV) program for the HP 150
Carla Klein/PSD

Personal Software Division (PSD) recently announced its Independent Software Vendor (third party software) listed program for the HP 150 personal computer. At a later date, PSD will assume responsibility for the Series 80 ISV program. The purpose of our listed program is to expand the number and diversity of software products for the HP 150 personal computer.

Success in the personal computer business requires software — lots and lots of software. Since the HP 150 introduction, over 500 ISVs have contacted us regarding our ISV marketing activities and plans. PSD now has two programs (Distributed and Listed) to meet their needs and provide software solutions for our customers.

A direct telephone line has been established for ISVs to contact us to learn about our listed program. We want to give ISVs courteous and effective support and have set an objective to be back to an ISV with answers to questions within 24 hours. Our contractual relationship will follow a simplified version of the HP Plus listed category program. We will offer an approved ISV:

- development system at a 40% discount
- free promotion in our HP 150 listed catalog and other selected sales literature
- technical support documentation and disc utilities.

We will not greatly expand the number of HP distributed software packages in 1984.

The ISV must commit to providing a software package on the HP 150 within six months of the signing date on the Software Development Agreement. The ISV continues to have all marketing, sales, and support responsibility.

The SF02 and SF12 field organization have agreed to help us in taking software development system orders from a PSD-qualified ISV.

PSD will maintain overall coordination responsibility with the ISVs, serving as HP’s central contact. We envision the following steps in bringing an ISV package to the listed catalog:

**Step 1:** ISVs contact the “HP-PC ISV Action Team” directly at 408-773-6332 regarding our ISV program. HP mails information package to ISV containing program overview, contracts, and “next step” actions.

**Step 2:** ISV submits all necessary contracts and applications. The Action Team verifies that the ISV could meet the listed criteria and that the software would satisfy a market need.
Step 3: The ISV is notified of the nearest HP sales office where they can now place their PC order. The vendor will then be sent a letter confirming acceptance into the program along with all appropriate technical documentation.

Step 4: ISV submits completed HP 150 software to verify that the software is indeed complete. HP will not seek to qualify the software as to bug status, documentation, quality, etc.

Step 5: The Action Team sends the ISV a completed list agreement for signature and return. The ISV's software is added to the catalog at the next printing and is included in other selected promotion programs.

Marc Burch has accepted the position as manager of the Action Team. Joining Marc are Miles Kehoe and Carla Klein.

Please remember that the direct telephone line is for potential software vendors only. OEMs should continued to work with the local sales offices. Any questions regarding availability of third party packages should be directed to your sales development contact at the Systems Marketing Center. Thank you for your help in producing a successful personal computer ISV program.

New language supplement boards for the HP 150
Frédéric Cerbeuad/GPCD

Three new boards make the HP 150 a perfect local language personal computer for non-English speaking users:
- the language supplement board
- the language supplement board with 128K RAM memory
- the language supplement board with 256K RAM memory.

With these accessories, the HP 150 sets a new high standard in the international market place for personal computers.

What does the language supplement bring to the user?
The language supplement provides the translation of all messages and labels that the HP 150 displays to the user, which are not related to software:
- *Status line*, the famous 27th line which tells the user the working mode of the HP 150: Caps Lock, Insert Character, Graphic Keypad, Keyboard Locked, etc.
- *Softkey labels* which help the user to operate the HP 150 in terminal mode
- *Configuration menus* which let the user configure the HP 150 in its working environment, using the keyboard and Touch screen.

How to order language supplement boards
These are three versions of the language supplement board:
- the HP 45635A ($200) makes the HP 150 a fully local language personal computer
- the HP 45636A ($700) adds 128K RAM of user memory; the HP 150 then has 384K RAM of memory
- the HP 45637A ($950) adds 256K RAM for 512K RAM-based personal computer.

All these boards are available from the Distributor Centers.

What about installation?
One expansion slot is reserved to install either one of the three language supplement boards or one of the three memory expansion boards.

The same board can accommodate all users because the nine different languages are switch-selectable and can be chosen independently from the keyboard used with the HP 150.

Is a language supplement board required to run a non-English personal computer?
No, a user can still use a local keyboard, all the local characters and all the local software without one of these boards. Furthermore, a local HP 150 can be configured using the standard memory boards containing either 128K, 256K or 384K RAM of additional user memory.
The HP 150 is multilingual
Frédéric Cerbeaud/GPCD

Customers can choose from 17 different keyboards for their Touch Screen Personal Computer; although they must choose one keyboard, they can use all characters available on any of these 17 keyboards (they are often referred to as Roman8 character set).

The extra characters are accessible via the Extend char key and it works in the following manner: you simultaneously press Extend char and the character key according to this Roman8 keyboard layout:

Uppercase characters are generated in the same way by pressing the Shift key as well. Composite characters are obtained in two steps. You first press Extend char and the proper mute character; the cursor does not move and nothing appears on the screen yet. You then type the other character and the combination of both immediately appears on the screen.

Those who work in multilingual environments like multinational companies, foreign trade activities, etc., will appreciate being able to receive and send memos, charts, and models in any language.

Tell the good news to your major accounts!

HP 120/125 approaching obsolescence
Pervez Qureshi/POD

With the successful introduction of the HP 150 Personal Computer, we have seen a decline in the sales of the HP 120 and HP 125 Personal Computers. At this stage of HP's entry into the desktop marketplace, it is important to have a mainstream product behind which POD can focus all of its marketing and manufacturing efforts. Consequently, the HP 120 and HP 125 will be obsoleted and removed from the Corporate Price List on May 1, 1984.

All HP sales representatives should begin notifying our customers, retailers and OEMs of the HP 120/125 obsolescence. As part of this notification process, customers, retailers, and OEMs should be urged to put transition plans in place so that they can switch to the HP 150 or buy quantity volumes of the HP 120/125. Remember that the HP 150 comes with a utility that allows users to exchange data of some applications between the HP 120/125 and HP 150 systems. These applications include VisiCalc*, BASIC, CONDOR™ and WordStar®. For a complete description of the data compatibility, please see the Sales Training Manual for the HP 150 (P/N 5953-5853D).

The products being obsoleted are:

<table>
<thead>
<tr>
<th>P/N</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>45600A</td>
<td>HP 120</td>
</tr>
<tr>
<td>45505B</td>
<td>HP 125</td>
</tr>
<tr>
<td>45505A</td>
<td>HP 125 Word Processing Workstation (HP 125, 9121D, WordStar®, MailMerge®, and CONDOR 20-1)</td>
</tr>
<tr>
<td>45605A</td>
<td>HP 120 Professional Manager's Workstation (HP 120, 9121D, VisiCalc®, Graphics and CONDOR 20-1)</td>
</tr>
</tbody>
</table>

VisiCalc* is a US registered trademark of VisiCorp.
CONDOR™ is a US trademark of Condor Computer Corporation.
WordStar® is a US trademark of MicroPro International Corporation.
MailMerge® is a US trademark of MicroPro International Corporation.
256K-bit RAMs quadruple
HP A900 memory
Dan Meitus/DSD

HP’s first commercial implementation of 256K-bit RAMs is now available with the HP 12221A 3M-byte ECC Memory Array Card for A900 computers. This new array offers four times the memory capacity of the HP 12220A 768K-byte ECC Memory Array Card at four times the cost. The 3M-byte board can be used to provide up to 24M bytes in HP 1000 Model 29 (2199C/D) Systems or 2139 Computers and up to 6M bytes in HP Micro 29 Systems (2489A) or Computers (2439A).

Just as important as the larger potential memory capacity offered by the 12221A is the card cage space it saves. For any given 3M-byte multiple of memory, the 12221A frees three out of four card cage slots required for the 768K-byte array cards. This makes more card cage slots available for I/O interfaces.

Both the 3M-byte and 768K-byte arrays can be installed concurrently on the same machine, as long as the 3M-byte boards are closest to the memory controller. The new board can be used without any changes to operating system or applications software.

The following chart describes A900 Memory Products:

<table>
<thead>
<tr>
<th>Product</th>
<th>Capacity</th>
<th>Number of Arrays</th>
<th>Price (US list)</th>
<th>Price/M byte</th>
</tr>
</thead>
<tbody>
<tr>
<td>12220A</td>
<td>768K bytes</td>
<td>1</td>
<td>$6,000</td>
<td>$8,000</td>
</tr>
<tr>
<td>12220B</td>
<td>1.5M bytes</td>
<td>2</td>
<td>10,000</td>
<td>6,667</td>
</tr>
<tr>
<td>12220C</td>
<td>3.0M bytes</td>
<td>4</td>
<td>16,000</td>
<td>5,333</td>
</tr>
<tr>
<td>12221A</td>
<td>3.0M bytes</td>
<td>1</td>
<td>24,000</td>
<td>8,000</td>
</tr>
</tbody>
</table>

3M-byte ECC Array benefits customers by allowing them to:
- Free valuable I/O slots in complex system configurations
- Implement memory-based systems for use in harsh environments
- Configure up to 24M bytes of main memory for performance critical applications
- Configure 6M bytes on the Micro/29 where both compactness and large capacity are needed
- Provide battery backup up to 12M bytes in the event of power failure.

With the introduction of the new 12221A 3M-byte ECC memory array for the A900, HP reaffirms its leadership role in the use of high density memories and its commitment to provide high performance solutions for real-time Computer Integrated Manufacturing (CIM) applications.

Please consult the new HP 12221A Field Training Manual (Mailer No. 10) and the data sheet for additional information on applications, competition and pricing.
C language compiler available for HP 1000 RTE-A series
George Low/3PP

The C Compiler is an HP Plus product from Corporate Computer Systems (CCS), New Jersey, and has been available for HP 1000 E/F-Series for years. You may have had some difficulty locating it in the HP Plus Technical Solutions Catalog because it is called “HP/C” in the catalog.

Now the CCS C Compiler is available for HP 1000 systems running on RTE-A and VC+ so that these users can now write and execute programs written in C Language, which is growing more popular every day.

If your HP 1000 customer has a C Compiler for the E/F-Series and is on CCS Support ($780/year), they will be updated within 90 days. If not, the current price of the C Compiler is $4,000 (license); but CCS is contemplating a pricing change. Call CCS for final details on price and delivery.

CCS also has a COBOL/1000 Compiler for the HP 1000 and a number of programmer productivity tools. Look them up in your HP Plus Technical Solutions Catalog and contact CCS for more information:

Corporate Computer Systems
33 West Main Street
Holmdel, N.J. 07733
201-946-3800
Joan Dillon, Sales Mgr.

M/E/F to A-Series transition aids ready
Jim Pinsky/DSD

The M/E/F to A-Series transition aids are ready and have been distributed to the field. You can get them from your local branch software librarian.

Transition aids assist your customer in many ways. First they help your customer determine whether to move to the A-Series. If they move, the Transition Aids help with the estimation of resources needed for the conversion, and then help with the actual conversion.

Transition aids contain sections on hardware and software. The software section has three parts:

- A utility that scans programs and lists lines that may have to be modified.
- A reference document that describes the differences between RTE-6/VM and RTE-A. This document gives information on how the program has to be changed to get the same functionality under RTE-A.
- A workbook that describes the conversion of programs to run under RTE-A.

While the transition aids package does not automatically alter M/E/F code to run on the A-Series, it does provide a programmer with a great deal of information for the necessary code changes.

The hardware section has three chapters. The first chapter is a hardware overview. This section addresses the general differences in product features and overall design of the computer models. The second chapter compares instruction sets for users who program in HP 1000 Assembly Language. The third chapter compares the most common M/E/F-Series interfaces with their analogous A-Series products.

Technical Sales Center streamlined to serve you
Dennis Vetter/TSC

To provide much faster and more consistent responses to your questions and requests, the BDG Technical Sales Center/Colorado, under Jackye Churchill, has fine-tuned its organization.

First, for routine questions (for example, configuration, new product status, competition, etc.), we are dedicating a subset of the Sales Center to continuously attend our sales assistance lines from 8 a.m. to 5 p.m. This will ensure there is always someone available to answer your questions during working hours.

Answering machines will be used after hours, and all messages will be routed to one of our marketing engineers first thing each morning. If you leave a detailed question, we can potentially save you a phone call by replying with the answer the next morning.
Second, for longer-term requests or those requiring a focal point at the Sales Center (customer visits, big deals, etc.), we’ve identified sales areas for each of the marketing engineers, as follows:

<table>
<thead>
<tr>
<th>Name</th>
<th>Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joe Armstrong</td>
<td>Southwest Area (SSR)</td>
</tr>
<tr>
<td></td>
<td>Northeast Area (SSR)</td>
</tr>
<tr>
<td></td>
<td>Southeast Area (SSR)</td>
</tr>
<tr>
<td>Rick Steffens</td>
<td>Northwest Area (SSR)</td>
</tr>
<tr>
<td></td>
<td>Midwest West Area (MSR)</td>
</tr>
<tr>
<td>Marcia Lubecki</td>
<td>Midwest East Area (MSR)</td>
</tr>
<tr>
<td></td>
<td>Midwest Central Area (MSR)</td>
</tr>
<tr>
<td>Janet Beyers</td>
<td>Rochester/Valley Forge (ESR)</td>
</tr>
<tr>
<td></td>
<td>Baltimore/Washington (ESR)</td>
</tr>
<tr>
<td>Lee Reep</td>
<td>New England Area (ESR)</td>
</tr>
<tr>
<td></td>
<td>New York (ESR)</td>
</tr>
<tr>
<td></td>
<td>New Jersey (ESR)</td>
</tr>
<tr>
<td>John Oster</td>
<td>Los Angeles Area (NSR)</td>
</tr>
<tr>
<td></td>
<td>Southwest Area (NSR)</td>
</tr>
<tr>
<td>Val Jermoluk</td>
<td>Central Bay (NSR)</td>
</tr>
<tr>
<td></td>
<td>South Bay (NSR)</td>
</tr>
<tr>
<td>Jim Sheppard</td>
<td>Northwest Area (NSR)</td>
</tr>
<tr>
<td></td>
<td>Rocky Mountain Area (NSR)</td>
</tr>
</tbody>
</table>

Please work with the appropriate marketing engineer when you need a "champion" for an ongoing request or concern.

The intent of this organizational fine-tuning was to become more efficient, and thus more responsive, in satisfying the needs of the sales force. We sincerely hope it will enable us to help you “Go for more in ’84.”

**HP 9835 accessories to be discontinued**

*Jim Borchert/FSD*

This is a reminder that all HP 9835 accessories will be removed from the CPL on March 1, 1984. The HP 9835 mainframe has been off the CPL since March 1, 1983. However, you may have some good customers who own 9835s and want to place a final accessory order. Please call me at 303-266-3800, ext. 2962 if you encounter any special problems with customers, OEMs, or third-party software suppliers.

The discontinuance schedule is:

<table>
<thead>
<tr>
<th>Item</th>
<th>Discontinuance Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accessories (field-installed options, utility software, interfaces) taken off CPL</td>
<td>March 1, 1984</td>
</tr>
<tr>
<td>Last North American accessory order accepted</td>
<td>March 31, 1984</td>
</tr>
<tr>
<td>Last International accessory order accepted</td>
<td>May 31, 1984</td>
</tr>
<tr>
<td>Last North American accessory shipment</td>
<td>September 30, 1984</td>
</tr>
<tr>
<td>Last International accessory shipment</td>
<td>November 30, 1984</td>
</tr>
<tr>
<td>Mainframe and accessory support life ends</td>
<td>March 1, 1993</td>
</tr>
</tbody>
</table>

**HP 9845 price increases**

*John Abegg/FSD*

Due to declining sales and higher manufacturing costs, prices of HP 9845B and 9845C products were increased effective January 1, 1984. Prices of add-on memory, interfaces, ROMs, and other accessories are unchanged. The new prices are:

<table>
<thead>
<tr>
<th>HP Model/Option</th>
<th>Description</th>
<th>New US List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>9845B</td>
<td>Standard performance computer with</td>
<td>$28,800</td>
</tr>
<tr>
<td>#175</td>
<td>datacomm</td>
<td></td>
</tr>
<tr>
<td>9845B</td>
<td>High performance computer with</td>
<td>$33,600</td>
</tr>
<tr>
<td>#275</td>
<td>datacomm</td>
<td></td>
</tr>
<tr>
<td>9845B</td>
<td>High performance computer with</td>
<td>$33,600</td>
</tr>
<tr>
<td>#280</td>
<td>data base management</td>
<td></td>
</tr>
<tr>
<td>9845C</td>
<td>High performance color computer with</td>
<td>$50,100</td>
</tr>
<tr>
<td>#275</td>
<td>data base management</td>
<td></td>
</tr>
<tr>
<td>9845C</td>
<td>High performance color computer with</td>
<td>$50,100</td>
</tr>
<tr>
<td>#280</td>
<td>data base management</td>
<td></td>
</tr>
</tbody>
</table>

February 1, 1984
New HP 9000 brochure available

John Calhoun/BDG

A new brochure covering the entire HP 9000 family of technical computers is now available to help your sales efforts.

HP 9000 Computers
A Family of Compatible Workstations

A four-color, 16-page piece, the brochure is handsomely illustrated with a full color cover depicting HP 9000 computers. It features major sections on 16- and 32-bit technology, applications, languages, software, HP-UX and networking. There is also a four-page centerfold showing each 9000 computer (Series 500 and 200) with a short technical description and typical applications — plus a quick-reference matrix breaking down the features of each.

This brochure replaces all former 9000 product brochures — the HP 9000 Series 500 (the original HP 9000 brochure that introduced the 32-bit computer line); the Series 200 family brochure; and the individual HP Series 200 brochures: HP Models 16, 20, 36 and 36C. These items are now obsolete.

Each Sales Office will receive a bulk mailing of the brochure. You can order additional copies from the Literature Distribution Center, Bldg. 9B, Palo Alto. The publication number is 5953-4675.

HP-UX brochure now in stock

Rosemary Kramer/BDG

A high-impact, four-color brochure on the new HP-UX Operating System is now available at the Corporate Literature Center. Its publication number is 5953-4672.

Entitled The HP-UX Operating System — Adding new dimensions to a powerful standard, this promotional piece explains HP's UNIX™ strategy and commitment. The brochure also gives an overview of the HP enhancements made to the UNIX operating system, stressing compatibility and software transportability.

The HP-UX Operating System

Visually, the UNIX-to-HP-UX evolution is depicted successfully throughout the brochure by transforming the well-known Bell UNIX graphic symbol — a sphere-within-a-sphere — into a multi-faceted crystal, the visual symbol for HP-UX.

Specific details on HP-UX extensions available within the HP 9000 Family, Series 200 and Series 500, are covered in the technical supplement, publication number 5953-4673.

UNIX is a trademark of Bell Laboratories.
For US only

Now you can sell an industry standard electronic spreadsheet program on the HP 3000. HP VisiCalc/3000 is the first true VisiCalc® program on a minicomputer.

This enhanced, multi-user version of the standard VisiCalc program runs on the entire HP 3000 product line and supports all HP block-mode terminals. Furthermore, VisiCalc/3000 is designed to share VisiCalc worksheets with HP and non-HP personal computers alike. This includes the IBM PC.

VisiCalc/3000 has a special introductory offer, in the US, good through March 30, 1984. All orders placed on or before this date will receive a 37.5% discount. The net price is also eligible for your customers’ purchase agreement discounts.

Thus the $4,000 list price for the A version of VisiCalc/3000 has been temporarily reduced to $2,500. M and R versions have also been discounted 37.5% through March 30, 1984. Order Processing will use the M05 Promotion Adjustment to offer these price reductions and still allow the net amounts to be further discounted by your customers’ purchase agreements. Your Field Training Manual has detailed examples.

Additional VisiCalc/3000 FTM s are available from the Literature Distribution Center in Building 9B, Palo Alto, CA. The publication number is 5953-5867.

One last thing, there is a special version of VisiCalc/3000 you can use as a trial offer for prospects. It is available by DLine from a computer at IND.

This version includes a time-out after a number of days designated by you. It also will not allow users to save spreadsheets.

A sample spreadsheet is included and spreadsheets can be entered from the keyboard or uploaded from a personal computer. This trial offer is totally functional except for the SAVE command. You can feel completely confident about letting customers have this version.

For more information on how you can get a copy of this sales tool, please contact your Systems Marketing Center contact.

VisiCalc® is a US registered trademark of VisiCorp.

Hewlett-Packard introduces four new productivity packages

Sara Mah/MPD

Are you looking for a way to increase sales and customer satisfaction? Here’s the solution.

HP is announcing four new productivity packages. They are for an integrated set of applications development tools which are designed to improve programmer productivity. These packaged solutions are easier for the customer to understand and purchase and easier for the field to sell and order.

For an explanation of why particular products were combined to form packages, see the HP Toolset New Features and Packages Sales Training Manual and “Introducing major enhancements for HP Toolset” in the January 15, 1984 issue of Computer News. The Sales Training Manual gives an extended explanation of the contents and key aspects of each of the packages. The Computer News article provides an introduction to the major enhancements of HP Toolset. Sales information on each of the packages follows:

COBOL productivity package

P/N 32351A/M/R


Total cost for individual purchase of package contents: $15,000
Cost of the Package: $13,000
Savings: $2,000

Pascal productivity package

P/N 32352A/M/R


Total Cost for Individual Purchase of Package Contents: $15,000 (“A” Product Series)
Cost of Package: $13,000
Savings: $2,000
HP Transact productivity package
P/N 32353A/M/R
Note: Self-paced training is only in the “A” copy of the package.
Total Cost for Individual Purchase of Package Contents: $12,250 ("A" Product Series)
Cost of Package: 10,000
Savings: 2,250

HP Report combination
P/N 32355A/M/R
Total Cost for Individual Purchase of package contents: $11,000
Cost of Package: 9,000
Savings: 2,000

Enhanced MTS now available on HP MPE-IV
Scott Wipperman/IND

Support of MTS with enhanced Remote Spooled Printer functionality has been expanded to HP MPE-IV. The two versions of MTS that offer the enhanced functionality (serial printer support, support of bypass mode on HP 2624B terminals, and printer support on HP 2333As) are MTS version A.07 (for HP MPE-IV and HP MPE-V/P) and MTS version A.57 (for MPE-V/E).

To get the appropriate new version of MTS you will need the following:

For MPE-IV systems
The current version of MTS on MPE-IV Q-Delta-2 (C/D.01.02) is version A.06. A new release of MPE-IV, C/D.B1.A2, has been built from C/D.01.02 with new non-operating system products, and new versions of existing non-operating system products. MTS version A.07 appears on this tape, and is supported on Series 39 thru 68 systems. C/D.B1.A2 was distributed to the field on January 23. Note: The enhanced Remote Spooled Printer functionality of MTS is not supported on Series II, III, 30, and 33 systems. These systems should continue to use MTS version A.06.

For MPE-V/P1 systems
MPE-V/P1 (E/F.00.00) was shipped with MTS version A.06 (no new products or new versions of existing products were included in E/F.00.00). A new version of MPE-V/P1 named E/F.00.01 will be distributed in the future. This tape will have MTS version A.07 on it.

For MPE-V/E systems
MPE-V/E will be shipped with MTS version A.57 already on it.

The table below summarizes which version of MTS is on which release of MPE.

<table>
<thead>
<tr>
<th>MPE Releases and Enhanced MTS Remote Spooled Printing</th>
</tr>
</thead>
<tbody>
<tr>
<td>MTS Verslon Spooling the new HP 293X printers</td>
</tr>
<tr>
<td>MPE-IV C/D.01.02</td>
</tr>
<tr>
<td>No</td>
</tr>
<tr>
<td>A.06</td>
</tr>
<tr>
<td>No</td>
</tr>
</tbody>
</table>

The new HP 293X family of workstation printers from the Vancouver Division offers a lot of pleasant...
surprises. One of the most pleasant is not having to worry about ordering a special option when spooling on the HP 3000. Just order a standard HP 2932A, 2933A, or 2934A.

The same printer can be used either spooled on the HP 3000 or slaved to the back of a terminal. Set the printer for slaved or direct from the printer control panel on the front of the printer. The only difference is the cable. Check the Data Sheet for proper cable selection.

There has been some confusion about which version of MPE is needed to spool on the HP 3000. Either MPE-IV or MPE-V support the new printers spooled using the standard RS-232-C interface.

**HP 7974A change in HP 3000 Configuration Guide**

*Sandy Hansen/GLD*

Please make a note on pages 6, 27 and 51 in your new *HP 3000 Configuration Guide* published in December 1983 (publication number 5953-7573). There has been a change in the entry for the HP 7974A ½" tape drive. The guide currently shows no internal HP-IB cable. Changes have been made and there is now one foot of internal cable in the cabinet. You need this information to avoid errors when determining maximum cable lengths between the HP 3000 and peripherals.

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**FINANCIALS**

**HPFA customer profile**

*#0000010*

*Leslie A. Kriese/FSO*

*Name:* 
*Business type:* Actuarial and pension consulting services relating to all areas of employee benefits
*Geographic location:* Southern California
*Size:* $15 million in revenue during 1983

**Reasons for purchasing HPFA:**
- HPFA's feature set
- HPFA ASSIST implementation planning features
- HPFA's on-line capabilities
- Ease of interfacing to other systems using HP Interface Facility

**Application of HPFA:**

This customer purchased HP General Ledger, HP Accounts Payable, HP Accounts Receivable, HP Dual Ledger, HP Report Facility, and HP Interface Facility. They are going to use HPIF to interface their accounting application to an IBM mainframe at their company for consolidation purposes, and to their internal order entry system.

**Previous system:** An outgrown in-house system.

**Implementation time:** In progress.

**Why the competition lost to HPFA:**

McCormick and Dodge, a software firm used by this account's parent company, was the only serious competitor. Despite pressure from their parent company, they selected HPFA because McCormick and Dodge was viewed as too complex and complicated. Additionally, this firm liked HPFA's easy customization using Customizer-Monitor, and the One-Vendor Solution.

**Customer quote:**

"HPFA was selected because of the phased implementation approach of HPFA ASSIST, the simplicity of learning how to operate and maintain the system, and the ability to customize the data base to our own specific needs." — Chief Financial Officer

**Favorite computer vendor:** Hewlett-Packard

**HP SR:** Casey Kemp

**HP CSR:** Mark Feiner

*For additional information on this customer, please contact Leslie Kriese at FSO, 408-263-7500, ext. 5048.
Enhanced HP 3000 graphics software now available

Kerin Henderson/PSD

Have you seen the new enhanced versions of HP EasyChart, HP DSG/3000 and HP Draw? Your customers will really be impressed.

Field distribution of HP EasyChart (A.02.00), DSG/3000 (A.03.00) and HP Draw (A.02.00) occurred in January. Software should be available in your office now, or will be soon.

These versions provide many new features and quality enhancements your customers will appreciate—like 35mm slide output (from HP Draw); new high-quality filled text fonts; color palettes for designing top-rate screen, plotter and 35mm graphics; expanded figure library; background vector-to-raster conversion for laser printer output; and support of the HP 2625A/28A and HP 150A terminals and the HP 7475A 6-pen plotter. (See September 1, 1983 issue of Computer News for description of enhancements.)

An update to the graphics field training manual distributed in September 1983 is being prepared to familiarize you with the process of 35mm production using HP Draw. It will describe the capabilities of the system to allow you to appropriately set customers’ expectations.

The update will include a configuration guide listing the recommended printers, plotters, tablets and terminals for use with the HP 3000 business graphics software. Configurations that are not supported will also be listed.

Finally, the update will address changes to the DSG/3000 intrinsics. (See “Support considerations for enhanced graphics software” in this issue of Computer News.)

Sales literature for the enhanced graphics software includes new data sheets for HP EasyChart (5953-7588), DSG/3000 (5953-7590), and HP Draw (5953-7589). These data sheets are available now. A new sales flyer describing how to get 35mm output from HP Draw and listing participating DICOMED service bureaus is also being produced and should be available soon. In addition, a sample 35mm slide set is being developed to show prospects/customers the types of slides that can be created using HP Draw. Watch Computer News for information on availability.

Note: Pre-sales training for the Business Graphics products went out to the field in August 1983. This training described from a technical standpoint the new features and changes in the new release of HP Draw, HP EasyChart, and DSG/3000. If you did not receive this pre-sales training, entitled “The Return of Graphics,” send a request with your name and address to:

Martha Seaver
Building 81
3410 Central Expressway
Santa Clara, CA 95051

Self-paced training bundled with HP DSG/3000 and HP Draw

Kerin Henderson/PSD

Self-paced training for HP DSG/3000 and HP Draw will be bundled with these products with the new release of the software.

Customers will now automatically receive one copy of self-paced training with their software—at no additional charge—when they order DSG/3000 or HP Draw.

Separately available self-paced training products for DSG/3000 (22833B) and HP Draw (22840B) have been updated and repackaged. These training products will now include one copy of the reference manual and two copies of a new, modular self-paced training binder.
Support considerations for enhanced graphics software

Kevin Jasper / PSD

The new versions of HP Draw, HP EasyChart and HP DSG/3000 contain many new features which will provide hours of enjoyment for users and support personnel. (These features were described in the September 1, 1983 issue of Computer News.)

HP DSG/3000 intrinsics changes

Changes have been made to certain HP DSG/3000 intrinsics and there are two new intrinsics. These changes will require programmatic users of HP DSG/3000 to recompile their programs if they have installed the new graphics software.

Workarounds for intrinsics changes

If customers wish to install the new graphics software, but can not or will not recompile their applications which call the DSG intrinsics programatically, they can use a special SL or USL which will be provided by me to HP field personnel on request. These will allow programmatic access to HP DSG/3000 intrinsics without recompilation; however, none of the new features will be accessible using these workarounds.

Hardware concerns

The HP 150 must have the firmware date coded 2343 or later to be able to use the HP 7475A plotter connected to the HP-IB port. The plotters listed below the graphics terminals in the following table do not work with those terminals when connected in eavesdrop mode:

<table>
<thead>
<tr>
<th>HP 2700</th>
<th>HP 2647F</th>
</tr>
</thead>
<tbody>
<tr>
<td>7221A/B/S/C/T</td>
<td>7470A</td>
</tr>
<tr>
<td>7220A/S/C/T</td>
<td>7475A</td>
</tr>
<tr>
<td>7475A</td>
<td>7580A/B</td>
</tr>
<tr>
<td>7580A/B</td>
<td>7585A/B</td>
</tr>
</tbody>
</table>

To work around this, connect the plotter stand-alone and plot to it directly by specifying the LDEV on the plot menu.

Figure file format changes

The figure file format has been changed. There is a program provided with the new graphics software which will convert the old figure files to the new format. This program is FUPDATE.PUB.SYS. The program will prompt the user for the figure file name and a temporary recovery file name.

Plotting to stand-alone plotters

The graphics products will allow the user to plot to stand-alone plotters without using file equations. HP DSG/3000 and HP Draw have been modified to allow the user to specify the logical device number on the plotting menus. HP EasyChart requires the use of an INFO string on the run command to plot to a stand-alone plotter.

Do not use file equations for GRAPHDEV and ACTIVED except in batch mode; their use is not supported in the new versions of the on-line graphics software.

Background vector-to-raster conversion

The new graphics software will make use of a background vector-to-raster conversion job by default. If the user wishes to run the conversion on-line, the message catalog must be changed. It is invoked from the plotting menus when the user specifies HP 2680 or 2688 as the plotting device. Note that the background job logs on to MPE as GRAPHICS.HPOFFICE, GRAPHICS for all users. This does not provide for proper accounting of computer resources.

The only way to provide user accounting is to change the message catalog as described in the NOON file for each product. This means that the vector-to-raster conversion will be performed on-line for all users of the product.

Message catalog changes

There are two main reasons to change the message catalog. One is to allow the user to run the vector-to-raster conversion on-line. The other is to change the pause time between transparency pens in HP DSG/3000.

MAKECAT is not used to change the message catalog in the new graphics software. To change the message catalog, first modify the message catalog source file, SMCSprnA (prn = the product number, 108 or 250). Then, stream the job, JMCJprnA.

Training

New 100 and 200 level training classes for the graphics products have been scheduled for the first half of this year. Contact Joanne Yuki at PSD for further information. Register with Roxanne Hetzel at CSD.
VERTICAL MARKETS

New feature of HP SFD/3000 and OM/3000 — EZORDER
Roger Douglas/IRO

One of the new features of the new release of HP SFD/3000 and OM/3000 (announced in the January 15 issue of Computer News) is a program called EZORDER. SFD/3000 and OM/3000 users may now provide dial-up access to their customers who in turn can place orders over a terminal at their site. Customers are not allowed access to any sensitive data such as credit limits, orders placed by other customers, or any accounts receivable information.

While a customer is entering an order, he can check on availability of stock (inventory allocated to other orders is not considered available), or look at orders he has already placed and check their status. If the customer so desires, he can put an order on hold and come back to it later for completion.

This process allows the SFD/3000 user to better serve his high volume customers and offer either better price discounts or increase his profit margin on sales.

It also provides better customer service because the buyer gets immediate response regarding current stock status and prices. In addition, this is a powerful marketing tool to "lock in" a distributor's customer to continue ordering from him.

Security is provided by a log-on process that determines who is allowed access from which ports.

If you have any customers you think may be interested in this feature of SFD/3000, please talk to your local Distribution Application Sales Representative (ASR) and arrange for a demonstration of EZORDER and SFD/3000 today.

HP OM/3000 data sheet
Rebecca Derrington/IRO

The HP OM/3000 data sheet has been updated and reprinted and is now available in bulk from the Literature Distribution Center in Palo Alto. Order publication number 5953-7473.

Subtitled "Hewlett-Packard Distribution Management," the sheet gives general information on OM/3000 features, installation, documentation, training, system requirements and ordering information.

SIGSFD meeting news
Vic Burke/IRO

The 1983 HP SIGSFD (Special Interest Group for System for Distributors) meeting was held at Silverado Country Club in California's Napa Valley, November 8-11, 1983. Users and HP'ers alike agreed that it was the most successful users group meeting to date. Key issues such as performance, quality, and functionality of HP SFD/3000 and OM/3000 were discussed with a beneficial exchange of views.

Of particular interest to HP was the formation of a Users Group Advisory Committee. This group will collect, collate and prioritize requests for SFD/3000 and OM/3000 software enhancements from the entire user base, and present its recommendations to HP. IRO in turn will appoint a liaison to work with the advisory committee as their principal contact point.

A major issue raised and discussed at the meeting was the appropriate frequency of releases. Many users feel that releases every six months may be too often for them because of the substantial work involved in upgrading their systems to a new release. We are currently collecting feedback from users on this point to determine future policy.

Another key discussion centered around communications with HP. Ted Bergold, Applications Marketing Division National Application Center Manager, clarified the role of the Customer Support Representative (CSR) as the initial contact point for all questions and problems. This should help considerably to smooth communications in the field.

Finally, although many users attended, many more did not, especially some of our newer customers. The group decided that by scheduling future meetings further in advance, more users might be able to attend. As a result, the following meetings were scheduled:

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb. 27-28, 1984</td>
<td>Anaheim</td>
</tr>
<tr>
<td>Nov. 6-10, 1984</td>
<td>Atlanta</td>
</tr>
<tr>
<td>Nov. 5-9, 1985</td>
<td>San Diego</td>
</tr>
</tbody>
</table>

Please share these dates with your SFD/3000 (and OM/3000) customers, especially your newer customers.
MASS STORAGE

HP 7974A is more than twice as fast as HP 7970E
Sandy Hansen/GLD

New tests indicate the HP 7974A 1/2" tape drive offers superior backup performance. Initial benchmarks doing the STORE operation on HP tape drives have yielded some impressive results for the HP 7974A, showing it has a transfer rate that is more than twice that of the HP 7970E. The speed optimization algorithm built into the HP 7974A is responsible for a large part of the performance increase during backup because it is able to operate most of the time in the higher (100 ips) streaming mode rather than at the slower start-stop speed. The measurements were conducted on HP 3000 systems using MPE-IV Q-Delta-2 software and the site-specific patch. Results of this benchmark are shown below.

The data was written on unlabeled tape at 1600 cpi on the HP 7970E, 7974A, and 7976A. Data was transferred to the HP 7974A operating at 100 ips in streaming mode at 7.9M bytes/minute. Compare this to 3.3M bytes/minute on the HP 7970E and 6.0M bytes/minute on the HP 7976A. As an added bonus, the HP 7974A is 20% less expensive than the HP 7970E. Clearly, the HP 7974A saves your customer both backup time and money.

Benchmark parameters

Basic run information
- CSY test fileset: @.PUB.FILES—252 files, 42.8M bytes
- @.PUB.FILES is representative of typical system filesets.
- Speeds for HP 3000, Series 44 and Series 64 for above fileset measured within 2% of each other.
- All measurements made using STORE program (SHOW option off) in stand-alone operation.
- HP 3000 operating system MPE-IV Q-Delta-2

Disc information
- Disc 1 = HP 79XX; system disc
- Disc 2 = HP 7933; majority of data here
- Discs 1 and 2 share a GIC
- System reloaded

Tape drive information
- HP 7970E: gap = .70 in; speed = 45 ips; 8K-byte records
- HP 7974A: gap = .70 in; speed = 50 ips start/stop, 100 ips streaming; 16K-byte records
- HP 7976A: gap = .70 in; speed = 75 ips; 16K-byte records
- GIC not shared by any other peripheral
HP 7933 and HP 7935 Customer Support Kits available

Dan Henry/DMD

The customer support kits for the HP 7933 and HP 7935 are now on the CPL and are currently available on a build-to-order basis. These kits provide the spare parts and special tools required for customer-conducted, on-site replaceable assembly repair of the HP 7933 and HP 7935 disc drives. A technical data sheet describing these kits is available from the Corporate Literature Distribution Center by ordering P/N 5953-3639.

These kits feature:
- Spare assemblies for on-site maintenance
- Remote support kits for low failure-rate items*
- External diagnostic program with operating instructions
- Electrostatic discharge (ESD) protection
- Rugged custom designed carrying case.

<table>
<thead>
<tr>
<th>Support Kit</th>
<th>Model Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disc Drive Spares Kit</td>
<td>97930S</td>
</tr>
<tr>
<td>7933/35 Remote Support Kit</td>
<td>97930R</td>
</tr>
<tr>
<td>7933 Only Remote Support Kit</td>
<td>97930R/Opt. 033</td>
</tr>
<tr>
<td>7935 Only Remote Support Kit</td>
<td>97930R/Opt. 035</td>
</tr>
<tr>
<td>Customer Tool Kit</td>
<td>97930T</td>
</tr>
</tbody>
</table>

*The Remote Support Kit (97930R) is supplemental to the Disc Drive Spares Kit (97930S) and contains additional low failure-rate items to provide more complete support for remote maintenance sites.

HP 9130A now obsolete

Kathy Kimball/GLD

The HP 9130A is now obsolete (February 1, 1984). This is the 5½” flexible disc drive that was specifically designed for and works exclusively on the HP-86A. The HP-86A was obsoleted on December 1, 1983.

New roll-feed plotter at lower prices

Steve Sakamoto/SDD

New A0/E size roll-feed HP 7586B (foreground) and the enhanced HP 7580B and HP 7585B (background)

On February 1, SDD introduced a new roll-feed drafting plotter, the HP 7586B. At the same time we announced exciting enhancements and reduced prices on our current drafting plotter models, the HP 7580B and HP 7585B.

For a sneak preview of these products, check your mailbox for the new drafting plotter family data sheet (P/N 5953-9724) and field training manual.
Updated ISPP now available
Phil Morettini/SDD

An updated version of the Industry Standard Plotting Package (ISPP) is now available. This version (Model 17580B) supports the HP 7220, 7470, 7475, 7580, 7585, and 7586 plotters. New features include long-axis and deferred plotting capabilities. Some software bugs from the old package have also been corrected. The new version will be available free to customers who purchased Model 17580A for a limited time on an as-required basis. Contact your SDD Sales Support/RSE for details.

Revised computer options for plotters
Todd Sullivan/SDD

Computer ordering options for the personal computer plotters (HP 747X) and drafting plotters (HP 758X) have been simplified.

Now there are no computer options for the HP 7475A and only one computer option for the HP 7470A — Option 300, which provides a special ROM for HP 3000 compatibility.

For the HP 7580B/7585B/7586B, there are new options based on computer series. These options serve two purposes. First, when available, programming guides are provided free to your customers. Second, these options provide SDD with valuable connect-rate data. That's why we ask you to please specify the correct option number when ordering drafting plotters.

RS-232-C plotter cables from SDD
Todd Sullivan/SDD

SDD has received a number of inquiries about the cables we supply and their uses. The following is a brief explanation:

- **Cable Number 17255B** is a male-to-female RS-232-C cable for connecting the IBM PC/XT and IBM-compatible PCs to the HP 7470A/7475A. A diagram of this cable appeared in the December 1, 1983 issue of *Computer News*.

- **Cable Number 17355A** is a male-to-male straight-through 25 pin RS-232-C cable for connecting the HP 7470A/7475A to many personal computers.

- **Cable Number 17455A** is an RS-232-C eavesdrop cable for connecting a plotter (HP 7470A/7475A) on the same computer port as a terminal.

These cables are in stock at SDD, Computer Supplies Operation (CSO), Personal Computer Distribution Operation (PCDO), and the European Distribution Centers. If you have any questions, please contact your sales support center.
Networks/Peripherals

PRINTERS

HP 2930 family replaces HP 2631B/G printers
Gene Morel/VCD

Tell customers considering the HP 2631B and HP 2631G Printers that the new HP 2930 Printers provide a lower-price solution and additional printing features and capabilities.

Effective March 1, 1984, the HP 2631B and HP 2631G Printers will be removed from the price list. Five year support life will end on March 1, 1989.

The HP 2635B Printing Terminal will also be obsolete soon. Watch for an article outlining the details in a future issue of Computer News.

The following accessories will be removed from the price list on March 1, 1984: the HP 26097A Printer Stand, HP 26090A Sound Cover, and HP 26093A Paper Basket. If customers require a print stand for an existing HP 2631B, they can order an HP 92210H printer/terminal stand from CSO.

The HP 26095B interface kit and 26094B/26094G character set kits will continue to be offered.

Vancouver Division will work with customers who may have a problem meeting this obsolescence schedule.

HP 2934A correspondence printing
Harold Fast/VCD

The new HP 2934A Office Printer offers correspondence-quality printing. What is correspondence-quality printing?

The 2934A is a dot matrix printer. Characters are formed using dots. The smaller the dots and the more they are overlapped, the more the characters can be made to look like they were typed with a typewriter.

In order to get more overlap of the dots, the 2934A must slow down from its normal 200 cps. It produces correspondence-quality printing at 67 or 40 cps, the slower speed providing the best print quality.

For many applications, the 2934A's correspondence print quality will be adequate to replace typewriters or daisywheel printers. Let your customer be the judge. Call the System Marketing Center in Cupertino and request a print sample.

OCR printing on the HP 2563A
Jim Skog/BOI

Boise's new HP 2563A dot matrix line printer is capable of printing OCR-A and OCR-B character fonts. OCR stands for Optical Character Recognition. OCR readers are used as a method of data capture in various applications.

The National Retailers Merchants Association (NRMA) has selected OCR-A as its standard for printing pricing and inventory information. OCR-A is also a government standard, used in conjunction with bar code 3 of 9 (Option 007) for Department of Defense procurements (LOGMARS - Mil Std 1189A).

Due to read rates, the use of OCR-A appears to be declining and bar code usage increasing as a method of data capture.

OCR-B is easier for people to read than OCR-A and is more widely used, especially in Europe. Several countries have encouraged the use of OCR-B by granting discount postage rates for OCR-B mailing labels.

European postal automation appears to be moving toward OCR-B standardization.

HP does not sell any OCR reading equipment. Therefore, it is very important to test print samples with your customers' readers prior to ordering an HP printer. OCR-A and OCR-B print samples are available for HP 2611A, 2619A, 2680A, and 2563A printers from Boise Division.

If your customers are considering an application requiring OCR-A or OCR-B, the 2563A printer can be ordered with Option 003 to include these two fonts. OCR-A and OCR-B are high density character sets, printing upper case characters at 150 lpm. Sell the versatility of dot matrix line printing for all of your customers' output requirements: OCR, bar codes, line drawing, large characters, compressed characters, math symbols, and graphics.
New stand supports HP printers
Jim Kinney/CSO

An HP 2932A General Purpose Printer atop the new 92214P stand.

The new Universal Support Stand for the HP 293X and HP 2563A Dot Matrix Printers is now in stock at CSO. This new support stand is designed by Hewlett-Packard and comes with a printout catcher shelf, casters for mobility, and leveling glides. It is set up for either bottom-feeding or front-feeding printers. The front door on this completely enclosed stand is padded for extra sound control.

**Dimensions:** 720 mm (28.4 in.) x 600 mm (23.6 in.) x 450 mm (17.7 in.).

**Part Number:** 92214P

**US List Price:** $275 each ($245 in quantities of 3 or more).

Ordering is easy. Your customer can order over our toll free phone number(s) and we'll ship the next day. See other printer stands and furniture items in the *Computer Users Catalog*, publication number 5953-2450(D).

Makro International chooses the HP 2932A
Mike Polansky/VCD

Makro International, a subsidiary of a multi-billion dollar Dutch firm, has chosen the newly introduced HP 2932A for its European outlets. The 2932As print invoices for the customer and provide Makro with a permanent copy of the day's transactions. Over 175 2932As have been installed in Makro stores throughout Europe with excellent results. HP won this sale in competition with a major printer supplier who had a price advantage due to European economic community taxes. Makro liked the features of the printer and commented consistently about the clarity of the output. A new head design has given the HP 293X printers outstanding print quality while maintaining the speed (200 cps) and reliability our customers expect.

One feature that was pivotal in the sales process was last form tear-off. This is simply the capability to print to the bottom of a form, tear it off and begin printing within one inch of the following form. Many printers on the market today would have to waste a form to accomplish the same process.

Makro is a discerning customer who demands the best in price and performance. In this case, they found what they were looking for in the HP 2932A. Your customer will be equally impressed.

Editor's Note
In “Europe finds success with the HP 2680” by Matt Cuson [Computer News, November 1, 1983], the table in the third paragraph incorrectly identifies Denmark as the country where HP 2680s were sold. “Denmark” should read “Germany” in each instance.
The right graphics terminal for your customer
S. Sundaresh/RTD

Hewlett-Packard offers a variety of graphics terminals to satisfy your customers' needs. Customers buy graphics terminals based on a variety of considerations that include the size of the screen, the viewable resolution, the graphics vector drawing speed, availability of software support, compatibility with other hosts and popular software like Tektronix PLOT 10, range of supported peripherals, and last, but not least, price.

The graphics features customers look for depend on the applications. Technical users involved in engineering design tend to prefer large screens, high resolution, and fast vector graphics. Medium resolution 12-15 inch screens are adequate for computer aided testing and diagnostics, business graphics, process control and industrial automation, design library consoles, and other similar applications.

The product matrix and descriptions below will aid you in making the right recommendations to your customers. All the products described are supported by graphics software on HP 3000, HP 1000 and HP 9000 systems, as well as third party software from ISSCO, Precision Visuals, SAS Institute and Tektronix PLOT 10.

When to choose HP 2623A:
The HP 2623A full-size graphics terminal offers several unique features that include HP 17623A tablet support (available March 1, 1984), optional ANSI compatibility and an optional composite video interface. The 2623A is the ideal terminal for HP 1000 and HP 9000 applications, particularly those requiring tablet support. With an ANSI option (F17), this terminal is well suited for technical and business applications on Digital Equipment Corporation (DEC) systems. For customers wishing to make presentations or conduct training seminars via CRT monitors, recommend the 2623A with a composite video option (V04).

<table>
<thead>
<tr>
<th>Feature</th>
<th>HP 2623A</th>
<th>HP 2625A</th>
<th>HP 2627A</th>
<th>HP 2628A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Screen Size</td>
<td>12&quot;</td>
<td>12&quot;</td>
<td>12&quot;</td>
<td>12&quot;</td>
</tr>
<tr>
<td>512x390 Resolution</td>
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<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Color</td>
<td>No</td>
<td>No</td>
<td>Yes (6)</td>
<td>No</td>
</tr>
<tr>
<td>27 Line Alpha</td>
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<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Polygonal Area Fill</td>
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<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Rubberband Line</td>
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<td>Yes</td>
</tr>
<tr>
<td>HP-IB port</td>
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<td>Option</td>
<td>No</td>
<td>Option</td>
</tr>
<tr>
<td>Datacomm Speed (baud)</td>
<td>9600</td>
<td>19200</td>
<td>9600</td>
<td>19200</td>
</tr>
<tr>
<td>Vector Drawing Time (typ.)</td>
<td>4ms</td>
<td>2ms</td>
<td>4ms</td>
<td>2ms</td>
</tr>
<tr>
<td>Tektronix compatibility</td>
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<td>4014</td>
<td>4010</td>
<td>4014</td>
</tr>
<tr>
<td>ANSI compatibility</td>
<td>Option</td>
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<td>Option</td>
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<td>No</td>
<td>3276/78</td>
<td>No</td>
<td>3276*</td>
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<td>Multipoint</td>
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<td>Yes</td>
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<td>Alpha Memory Pages</td>
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<td>Internal Printer</td>
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<td>HP Word</td>
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<td>Yes</td>
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<td>Tablet Support</td>
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<td>No</td>
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<td>Video option</td>
<td>Composite</td>
<td>Color</td>
<td>RGB</td>
<td>No</td>
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<tr>
<td>Current Loop</td>
<td>Option</td>
<td>Option</td>
<td>Option</td>
<td>No</td>
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<tr>
<td>RS-422</td>
<td>Option</td>
<td>Option</td>
<td>Option</td>
<td>Option</td>
</tr>
<tr>
<td>Price without printer</td>
<td>$3,250</td>
<td>$4,135</td>
<td>$5,975</td>
<td>$3,835</td>
</tr>
<tr>
<td>Price with integral printer</td>
<td>$4,460</td>
<td>$5,345</td>
<td>n.a.</td>
<td>$5,045</td>
</tr>
</tbody>
</table>

*future option
**with disk drives
#available March 1, 1984
When to choose HP 2625A:
This full-size multifunction terminal with graphics option (523) is the only HP solution when the customer desires IBM 3276 compatibility as well as HP graphics.

When to choose HP 2627A:
This full-size graphics terminal is ideal for technical and business applications on HP and non-HP systems for customers who wish to use color. With tablet support, an ANSI option (F17) and an RGB video option, this terminal is the perfect solution for satisfying color graphics needs of HP 1000, 3000, 9000 and DEC system users in all process control, industrial automation, business and presentation graphics applications.

When to choose HP 2628A:
This full-size intelligent terminal with graphics option (523) is designed to function with HP Word as well as graphics on HP 3000 systems. This product can also be recommended for use with any HP system when graphics speed is important in a customer application.

When to choose HP 150 Graphics:
This product is appropriate when a customer desires a graphics terminal that can easily be upgraded to a personal computer. When upgraded, this terminal is well suited for stand-alone business graphics applications.

Last call for HP 2624A-to-2624B upgrades
Gary Borders/RTD

You still have time to order HP 2624A-to-2624B upgrade kits before they become obsolete on March 1, 1984.

Most 2624A terminals only require the 93994B Option 001 for upgrading to 2624B functionality. However, a 2624A terminal containing a processor board with a serial number prefix less than 2119 also requires 93994B Option 002. Option 002 is available free of charge to those ordering Option 001.

This is the last call for these upgrade kits, so order yours now. Upgrades are ordered via HEART override*:

<table>
<thead>
<tr>
<th>Option 001 price:</th>
<th>$475</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Line:</td>
<td>67</td>
</tr>
<tr>
<td>Sales Force:</td>
<td>02</td>
</tr>
<tr>
<td>Marketing Division:</td>
<td>D3</td>
</tr>
<tr>
<td>Supplying Division:</td>
<td>56</td>
</tr>
</tbody>
</table>

*HEART override: To override HEART on this upgrade, please follow instructions in the OP Field Documentation.
Printer multiplexer soon to be obsolete

Gary Borders/RDT

The printer multiplexer used with 264X terminals will become obsolete March 1, 1984. This multiplexer allows up to four 264X terminals, each equipped with an 8-bit duplex register board, to share a single 2631B printer.

Order your multiplexers while there's still time. POD (Personal Office Computer Division) is supplying this product. Multiplexers are ordered via HEART override:

<table>
<thead>
<tr>
<th>Product Number:</th>
<th>93984M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Line:</td>
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<tr>
<td>Sales Force:</td>
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<td>Marketing Division:</td>
<td>42</td>
</tr>
<tr>
<td>Supplying Division:</td>
<td>42</td>
</tr>
<tr>
<td>Price:</td>
<td>$950</td>
</tr>
</tbody>
</table>

*HEART override: To override HEART on this product, please follow instructions in the OP Field Documentation.*
Many HP customers are successful in repairing their own hardware. Equipped with HP maintenance training and an inventory of spare parts and tools, customer-performed maintenance, or Cooperative Support, provides a cost-effective support solution for their operation.

Cooperative Support utilizes the same repair techniques used by HP Customer Engineers: diagnosis and repair of equipment to the assembly level. Customers generally stock spare circuit boards to swap in for defective assemblies. Often, when customers become proficient at performing their own maintenance, they would like to advance to a component-level repair program — often citing the high cost of spare assemblies vs. the cost of components as the incentive.

Unfortunately, HP is not currently in the position to assist in a component-level repair program. The resources required to establish a successful customer board repair program simply are not available. For example, customer-presentable schematic diagrams do not exist for most circuit boards. Where they do exist, the diagrams generally do not indicate all hardware revisions.

In addition, all customer maintenance training is aimed at assembly-level repair, and no component-level training classes are available. Other necessary resources such as component listings, test procedures, and diagnostic programs are appropriate for HP internal use only, as they are specifically designed for the CSD board repair facility.

Therefore, customers performing their own maintenance should be encouraged to continue to repair to the assembly level. By sharing HP's maintenance strategy, customers can realize maximum benefits from the assistance available from HP. We can provide maintenance training, service materials information (spare parts listings, necessary tools, diagnostics and documentation), back-up assistance, hardware service note subscriptions, and hardware Phone-In Consulting, to help make a customer's maintenance program successful.
REINHARDT, HELMUT
FRANKFURT (REGION HQ)
HPGR 8300

Hewlett-Packard Business Development Group, 19055 Pruneridge Avenue, Cupertino, CA 95014 USA, 408-973-7654 COMSYS CODE: 4700