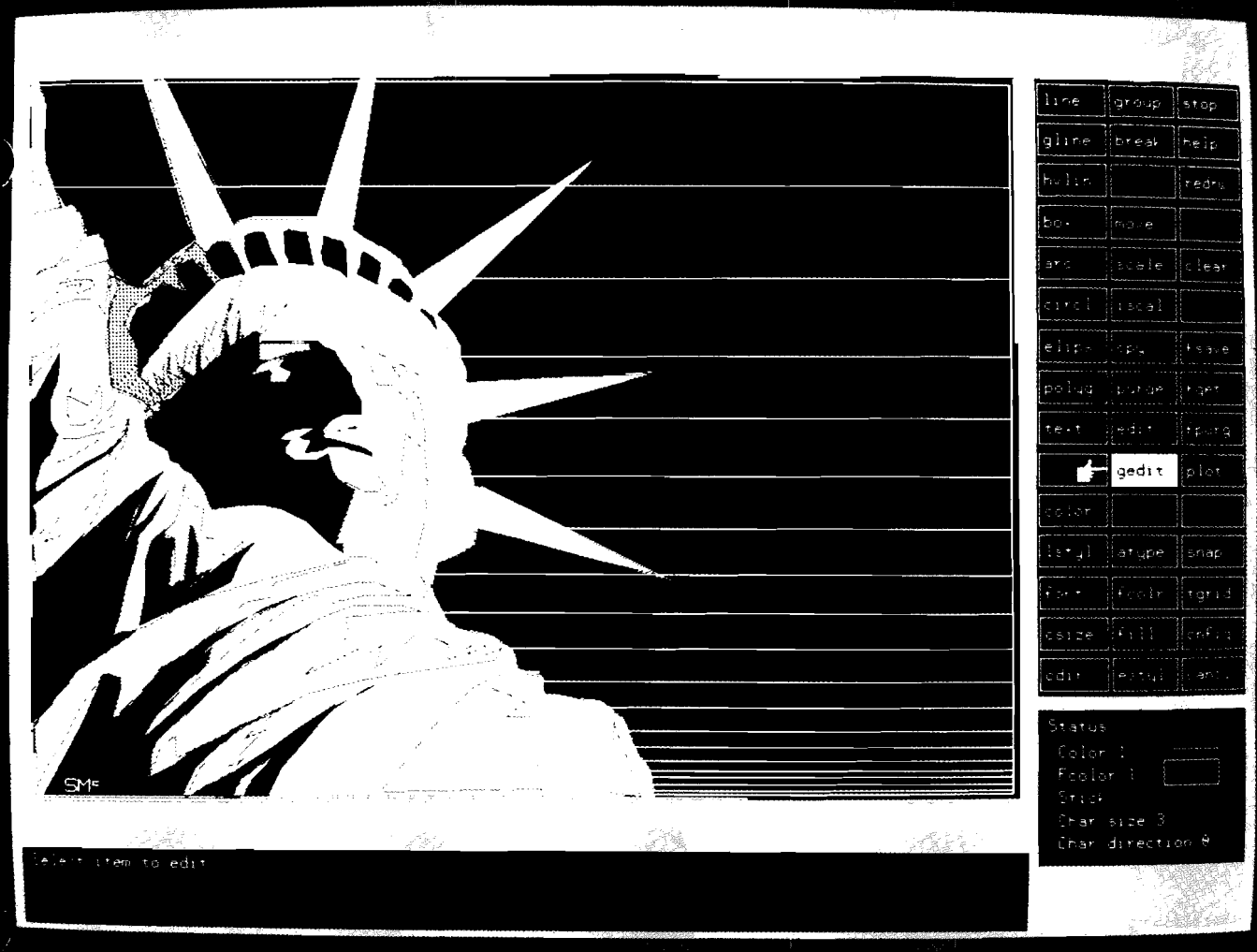
Computer News

For HP Field Personnel Worldwide
November 1, 1984

HP Graphics Editor/200

The New Shape of Presentation Graphics



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Computer News

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On the Cover:

Graphics Editor/200 running on the Series 200 Model 237. Graphics Editor is a general purpose drawing program for creating presentation graphics on any Series 200 workstation. See story on page 15.

Computer graphics by Susan McArthur

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

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

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

ANALYTICAL, COMPONENTS, MEDICAL & TECHNOLOGY SECTOR

Analytical Group
AVD Avondale Division
SID Scientific Instruments Division
WAD Waldbronn Division

Components Group
MSD Microwave Semiconductor Division
OED Optoelectronics Division
OCD Optical Communication Division

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

HP Labs
Corporate Manufacturing
Corporate Engineering

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GENERAL

FORTRAN 77 self-paced training course available

Anita McClendon/DSD

The FORTRAN 77 Self-Paced Training Course is now available. The course consists of a Self-Study Guide, a supplement and videotape. The supplement contains the information specific to the various HP computer systems running FORTRAN 77. The videotape uses techniques of graphics and animation to provide a 5 to 10 minute preview of the topics covered in each session.

Customer (Trade) orders:

P/N	Opt.	Description	Price
22961C		Includes workbook, supplement and videotape	N/C
	001	Additional copies of the workbook	$136
	002	Additional copies of the supplement	32
		Videotape format (Must choose one)	
	003	¾" UMATIC	500
	004	½" VHS	500
	005	½" BETA	500
	006	PAL (Europe)	660
	007	SECAM (France)	660

Internal (I2) orders (for HP offices or employees). Internal use only:

P/N	Description	TAC	List
22999-90548	Workbook	$ 68	$136
22999-90549	Supplement	16	32
22999-90552	¾" UMATIC videotape	65	104
22999-90553	½" VHS videotape	65	104
22999-90554	½" BETA videotape	65	104
22999-90555	PAL (Europe) videotape	220	355
22999-90556	SECAM (France) videotape	220	355

To order the course, place a HEART order against supplying division 2299, marketing division 2200, sales force 02, product line 65.

If you intend to teach FORTRAN 77 as a course, see 22959C for material list or call 1-157-2627.

Finance and Remarketing Division now open to customer visits

Carol Robertson/FRD

With our recent move to Building 70, Finance and Remarketing Division (FRD) is now prepared to show customers our refurbishment process — including tours of the test, repair and cosmetic touch-up areas. We are prepared to demonstrate to customers and to you that FRD's refurbishment cycle and our quality is second to none. Plus, FRD is prepared to stand up against brokers and prove to customers that HP's refurbished equipment is their best investment.

Before your next visit to the Bay Area, give your FRD Market Development contact a call to set up a tour appointment.

HP to be at SCAN-TECH 84

Claudia Devaux/MSG

SCAN-TECH 84, the largest and most complete show and seminar on bar coding and related technologies, will be held December 4-6 at the Cincinnati Convention-Exposition Center. Hewlett-Packard will be there to promote HP bar code solutions as one more way to build the factory of the future starting today.

Although the technology has been available since the late 1960s, bar coding on a big scale has only really begun to take off in the last ten years. Industry has begun to see dramatic gains in productivity and efficiency from more precise inventory control and production, shipping and handling management.

Hewlett-Packard will show bar code products from components to systems. In addition to displaying the new decoder IC and wands, HP will demo printers, the industrial workstation terminal and the portable reading system. Two third parties, Industrial Computer Corporation on the HP 1000 and Peripheral Software on the HP 3000, will give application demonstrations.

The seminar will feature over 100 speakers from the automatic identification industry and case history presentations from representatives of the manufacturing, government and health care fields. Seminars will focus on the needs of three target groups: executive and financial officers of corporations and government agencies, system users, and special interest groups like systems integrators.

HP has planned presentations on contact scanning and manufacturing productivity.

For information on the SCAN-TECH program and registration, contact Marie Dalton at 408-973-7636. We are looking forward to seeing you and your customers at SCAN-TECH 84.

THIRD PARTY

Language solutions through ISVs

Bob Fillhouer/CLL

In the area of language software there exists a number of opportunities to strengthen HP's position in the marketplace and further broaden our product base. Computer Language Lab (CLL) has the charter to address this market through its offerings on the HP 3000, HP 1000, HP 9000, and the PC to mainframe link (as they apply to PC Central).

CLL is developing the ISV (Independent Software Vendor) Program to help meet this goal. The ISV Program is designed to complement the efforts of CLL's R&D activities through the acquisition of software through third party suppliers.

Below is a matrix of the current language offering and future products in the works.

3rd PARTY LANGUAGE/SYSTEM MATRIX

SYS / LANG	1000	3000	9000 S/200	9000 S/500	PC's
ADA			SOLUTIONS PLUS (PENDING)		
APL			THE COMPUTER CO. (NON-HP+)	STSC (PENDING)	
BASIC			EMPIRICAL RESEARCH GROUP, INC. (LISTED) TOM BASIC(PEND) PHILON (10'85; LISTED)	TOM BASIC (PENDING)	MICROSOFT-GW (DIST) MICROSOFT S/100 (DIST) MICROSOFT-C (DIST)
C	CCS (REF)	CCS (40'85; DIST) TYMLABS (IN BETA TEST; PENDING)			LATTICE C (DIST)
COBOL	CCS (REF)		MICROFOCUS (10'85; DIST) RYAN McFARLAND (40'84; LISTED) PHILON (10'85; LISTED)	RYAN McFARLAND (PENDING)	MICROSOFT (DIST)
FORTH			EMPIRICAL RESEARCH GROUP, INC. (LISTED)		
FORTRAN			EMPIRICAL RESEARCH GROUP, INC. (LISTED) IEM (LISTED)		MICROSOFT (DIST)
PASCAL					MICROSOFT (DIST)

Key:

Listed software — Software developed and supported by ISVs and listed in the HP Plus catalog.

Referenced s/w — User-rated "listed software."

Distributed s/w — Referenced software marketed directly by HP. May be supported from ISV or HP depending on the contract requirements.

I'd like to ask for your help in identifying existing or potential ISVs in your area with language, program development tools or bridge/translator software that HP could leverage from. If you know of any ISVs in this category, please drop me a line via HP Desk 6600/1C or call 408-725-8111, ext. 2164.

First ISV conference a smashing success

Dianne Brodie/ISG

The verdict is in on the first commercial and technical Independent Software Vendors (ISV) conference and all feedback indicates it was a smashing success. Three hundred key executives from more than 100 companies from around the world attended the September 12-14 meeting in San Jose.

The major goal of the conference was to strengthen HP's working relationship with our ISVs by sharing our program objectives, marketing strategies and future hardware and software directions as well as display our overall commitment. Dean Morton launched the conference and throughout the next two days top HP managers focused on product strategies. Dick Alberding, executive vice president of marketing and international, closed the conference with a luncheon presentation emphasizing our focus on solution selling and the importance of ISVs in the winning formula, HP + ISV = Success.

Our popular afternoon workshops focused on making our ISVs successful by improving our working relationship, developing better marketing and selling skills and growth opportunities. "Team Selling with the HP Sales Rep," "Downsizing to Personal Computers," "Software Licensing," "UNIX™ and HP," were a few of the topics discussed.

Overall, the feedback from HP SRs and ISVs who attended was excellent. Both HP and our ISVs benefitted from the sharing of objectives, strategies and directions for the coming years. In addition, the conference opened the lines of communication and laid the foundation for a positive and profitable long-term business relationship.

Evaluation forms showed that ISVs ranked the sharing of information from HP and the interaction between decision makers on both sides very high. They also thought that the presenters really listened to questions that were raised and responded in a way that added value.

UNIX is a US trademark of AT&T Bell Laboratories.

Pilot OEM product training program gets positive results

Gene Opine/ISG

An OEM Pilot Product Training seminar was held in the Long Beach, CA, sales office on August 28 and 29 to find better ways to train the SRs of HP's Commercial OEMs.

This successful pilot session provided:

- Commercial Product Training for the OEM reps
- Opportunity to solicit feedback on the format and content of the program
- Information needed to develop and package the seminar into a formal OEM training program.

Twenty-one SRs from 17 companies attended the seminar over the two days. It was an ambitious agenda patterned after the Commercial Sales Training classes held in Cupertino. Invitations were mailed to the OEMs with an advance copy of the agenda. The content was product and strategy information which would help them sell our products as part of their total solution. Evaluations from the OEM reps showed that they gained valuable information on HP products which would benefit them in their sales efforts. The success of the pilot program confirmed that formal product training for OEMs should be an integral part of our overall OEM program.

We are currently looking at ways to establish a continuing product training program and we are anxious to hear your input. Please contact Gene Opine at TELNET 125-4397 with your suggestions or comments.

GENERAL

Media discount for third party software vendors

Richard Byrd/CSO

CSO sells flexible discs at attractive discounts to qualified Third Party Software Vendors. To qualify to buy media at preferred prices, a software vendor must sign a contract with HP and be reviewed by:

Carla Klein (PSD) — Touchscreen
Al Corbett (FSD) — HP Series 200
Lisa D'Alessandro (PSD) — The Portable
Jane Blando (CCO) — HP Series 80

There are three products we will offer:

P/N	Description	Minimum Order Quantity
92190N	Box of 100 5¼" flexible discs, double density, double sided	1 box
92191B	Box of 100 3½" micro flexible discs, double density, single sided	1 box
92192A	Box of 10 3½" micro flexible discs, double density, double sided	10 boxes

Ordering information:

- Place orders by calling HP Computer Supplies Operation direct: 800-538-1733 or 408-720-2428 (CA, AK, HI). Calls accepted between 6 a.m. and 5 p.m. PST.
- Hewlett-Packard reserves the right to limit order size.
- Price and availability are confirmed immediately with established software vendors.
- Shipments normally occur within 24 hours upon credit approval.
- Hewlett-Packard reserves the right to change prices without prior notification.

Based on price and availability, CSO continues to be one of the best sources of 3½" media for all customers.

SERIES 80

Some HP Series 80 software to be obsolete

Jane Blando/PCD

Due to the changing nature of the Series 80 customer base, we are finding that these portable computers are best suited for technical, scientific and analytical applications. Less accounting and managerial software is demanded by our customers. In response to this change, we will be deleting several Series 80 software packages as of December 1, 1984. These products are:

P/N	Option	Product
82854A	630/650	TAJ™ The Accounts Journal™
82876A	630/650	Professional Tax Plan p-System
82877A	630/650	Personal Tax Plan p-System
82878A	630/650	Estate Plan p-System
82879A	630/650	Fixed Asset p-System
82883A	630/650	Peachtree General Ledger p-System
82884A	630/650	Peachtree Accounts Receivable p-System
82885A	630/650	Peachtree Accounts Payable p-System
82886A	630/650	Peachtree Inventory p-System
82887A	630/650	Peachpay p-System
82889A	630/650	Peachpack p-System

SERIES 100

New course for HP Touchscreen personal computer

Melanie Johnson/PSD

The Learning Products Center, at PSD, announces "Getting Started with the Touchscreen Personal Computer." If you are already familiar with the "Getting Started with the HP 150" course, you will find this update freshly formatted — beginning with computer terminology, then explaining the new software and hardware features.

Designed to introduce the Touchscreen and its operation, the course offers a full day of training. Practical exercises and hands-on experience take the customer through installing and configuring the computer with EasyConfig, to lessons on PCF, MemoMaker and more.

This course is recommended as a prerequisite to other Touchscreen training. You can order "Getting Started with the Touchscreen Personal Computer" course materials, P/N 89909A, via HEART, beginning November 1, 1984.

"Getting Started with the HP 150," P/N 89903A, will still be available to train HP 150A customers.

HP Software Catalog — the answerbook for software solutions

Carla Klein/PSD

The *Hewlett-Packard Software Catalog* contains complete descriptions and ordering information for over 275 software products for the Touchscreen and Touchscreen MAX. For sales prospects, trade shows, and demo centers, the catalog is an impressive document for demonstrating the strength of our software offering.

Copies were distributed in late summer to the field sales force and personal computer support staff. Additional copies are available from Personal Computer Group Literature Distribution by sending a COMSYS to Rhonda Rick, COMSYS 3900, and requesting P/N 5953-5880. The next edition won't be available until early next year, so order a sufficient supply now for your upcoming marketing activities.

A no-risk sampler for Infocom™ adventures

Michael Majdalany/CSO

For US Only

Now your customers can try before they buy. Infocom Inc., the mastermind behind the successful interactive fiction series, offers the Infocom Sampler, an innovative way to try out a group of its stories.

The sampler disc for The Portable and the HP Touchscreen personal computer has excerpts from four of Infocom's most popular adventures: Zork® I, Planetfall™, The Witness™, and Infidel™. In addition, there's a tutorial to acquaint your customers with the world of interactive fiction. And with Infocom's rebate offer and money-back guarantee, the customers can't lose.

How it works

Customers order the sampler. If, after trying it, they decide to immerse themselves into any one of Infocom's games, they can get an $8 rebate by simply mailing the sampler coupon along with their proof of purchase. If they decide not to purchase a game they can return the sampler for a full refund, no questions asked.

For our dealers, a special Six-Pack (which bundles six of the samplers) is available at the standard dealer discount.

This offer, good for a limited time only, expires January 15, 1985.

P/N	Product	Price
92246D	Infocom Sampler	$ 7.95
92246DD	Sampler Six-Pack	47.70

The sampler may be ordered from any authorized HP dealer or via Computer Supplies Operation direct order phone lines.

Infocom™, Infidel™, Planetfall™, The Witness™ are trademarks of Infocom, Inc.

Zork® is a registered trademark of Infocom, Inc.

Dual-sided microfloppy now available

Hal Eubanks/CSO

HP leads the way with a double-sided microfloppy disc. The popular 3½" double-sided media, product 92192A, is available for immediate delivery from Computer Supplies Operation (CSO). This new media is compatible with single-sided disc drives, as well as HP's new double-sided disc drives, by simply using the "format command." Just format the disc in "single-sided format" for single to double-sided data compatibility. Once the disc is formatted, the drive understands how you want to read and write the data.

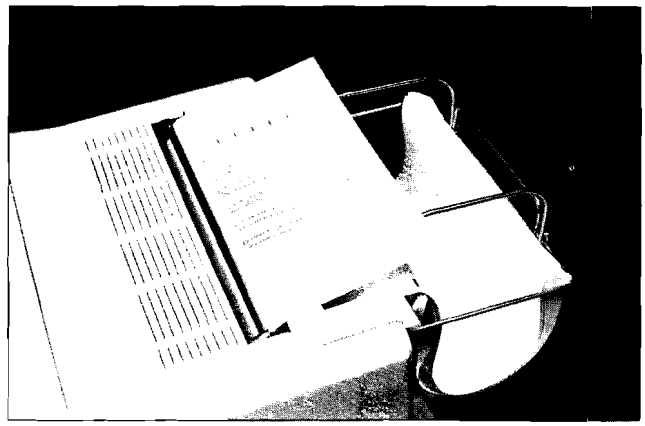
Highly reliable, the microfloppy offers 710K bytes of storage capacity (more than 2½ times the capacity of the single-sided 3½" media with only a 28% increase in price) protected with a hard media jacket and autoshutter. This new standard is compatible with HP disc drives used with the HP Touchscreen, The Portable, handhelds, minicomputers, technical workstations, and the IBM-PC with the HP 9114.

Quantity	US List Price
1 box of 10 discs	$69
2-4	64
5-19	60
20+	55

Customers may order microfloppies and microfloppy accessories via CSO's Fast Phone Service (all numbers listed under Support/Supplies in this publication). The *Computer Users Catalog* [P/N 5953-2450(D)] also described in Support/Supplies, features all the above products.

Price decrease announced for the HP 2674A internal printer

Laird Clow/VCD



Effective November 1, the HP 2674A internal printer is offered at a substantially reduced list price of $295 (US list). This is a 40% reduction over the previous list price of $495, and makes the 2674A the lowest priced printer in HP's product line. At this new low price, the 2674A offers substantial benefits to current or future HP 150 owners:

- Low cost
- Highly reliable (an AFR of 2%, the best record of any Hewlett-Packard printer currently available)
- Requires no additional desk space
- No additional cables to buy, no switches to set
- Fast (120 cps), quiet printing
- Graphics
- User installable
- Keyboard addressable from the HP 150
- 132 print columns in compressed print
- Instant availability (0—2 weeks).

Plus, with the addition of an HP 92173A fanfold paper tray and a pack of thermal paper (both available from Computer Supplies Operation), your HP 150 users can enjoy the convenience of flat 8½ x 11 sheets of thermal paper. So now is a great time to start enjoying the quiet printing, reliability, no-additional-desk-space-needed advantages of the 2674A at a truly attractive list price. It's an ideal printer to complement your HP 150.

HP DSN/Link 150 to be obsolete on January 1, 1985

Andy Seligman/PSD

The HP 45425A DSN/Link 150 software package will be removed from the Corporate Price List on January 1, 1985. This is subsequent to its replacement in the HP Touchscreen product line by the more powerful AdvanceLink HP 45431A package (see "New HP AdvanceLink software provides powerful Touchscreen datacom" in October 1 issue of *Computer News*).

Upgrade kits are available from HP's Computer Supplies Operation for $125 (P/N 45431-63002). Customers will be required to mail in their DSN/Link master disc in order to qualify for the reduced price upgrade kit.

AdvanceLink is a superset of DSN/Link 150. Its new features include added commands in the command language, on-line help screens, faster file transfers, and a command file editor that has the ability to Install command file driven applications into the PAM menu.

To order AdvanceLink:

P/N	Price
45431A	$245

The Portable featured in small business promotion

Marcia Alicea/PCG

The Portable will be featured in AT&T's Opportunity Calling for Business program to five million small businesses this fall. The promotion will kick off November 1 with a catalog mailing and national advertising to the small business market. The top-selling HP-12C Financial Calculator will also be included.

How does it work?

For every dollar spent on long-distance phone calls, AT&T is offering its small business customers an "opportunity credit." These credits may then be accumulated and redeemed for items offered in the Opportunity Calling for Business catalog. A new catalog will be mailed out each quarter.

There are two ways to redeem credits:

- *Opportunity Calling Savings Certificate* — Customers may request a savings certificate for a dollar discount towards a specific item in the catalog once they have earned the appropriate number of credits. They take the certificate to an authorized dealer who applies the amount of the certificate toward their purchase. The dealer processes the certificate just like a check, depositing it in their bank account.
- *Rebate Coupon* — Customers have the option to redeem their credits after making a purchase. They simply send the appropriate proof-of-purchase to AT&T and a rebate will be sent directly to them.

Where does HP fit in?

We are offering the following discounted products in the catalog:

- The Portable Personal Computer at $300 off
- The HP-12C Financial Calculator at $20 off.

Both offers will be good for six months, November 1, 1984 through April 30, 1985.

If you have any questions on how the Opportunity Calling program works, call Marcia Alicea at 408-257-7000, ext. 4873 or HP Desk 6650/20.

The Portable's success at large pharmaceutical company

Leslie Esdaile/HP Valley Forge

Until Hewlett-Packard introduced The Portable, this account was strictly an IBM and Wang environment for commercial systems. Decision makers were extremely hesitant to try alternative vendors.

However, The Portable fit into that undefined area that allowed managers the flexibility to exercise their personal preference. At this account, The Portable was not considered a PC or a System. It was described as a computational device; thus, it fell into the realm of calculators and other office equipment for approval purposes.

They are now doing some very innovative things with these units:

- The MIS Department has them connected to an IBM Series 34 and via Hayes modems emulating IBM's 5251 terminals
- The department managers use them remotely, sending data back to a function which used to be handled solely by their electronic mail system for internal messaging
- One department has even connected the HP 110 to a VAX™ for system troubleshooting, electronic mail and reports generation.

VAX™ is a trademark of Digital Equipment Corporation

HP signs personal computer agreement with CSU

Dave Busch/PCG

Hewlett-Packard and the California State University (CSU) system have signed a Personal Computer Educational Discount Agreement that allows the CSU system to purchase HP personal computers at 45% off, and HP software at 50% off.

The CSU system consists of 19 campuses with about 350,000 students. Their decision to sign with HP happened very quickly due to the success of our program at one of the member campuses at San Luis Obispo.

If you have a school in your territory, you should tell them about our personal computer program.

GENERAL

CAE/CAD periodicals

Dave Camp/FSD

The CAE/CAD industry is changing so rapidly that most participants feel the need to invest many hours each week reading industry periodicals. We frequently receive inquiries as to which magazines are recommended to keep up with the activity in this dynamic market. There are numerous good magazines and weekly newspapers published — many with uniquely different focuses. The best fit for your individual reading depends on your specialization and technical level. To help you sort them out, the major publications are listed below.

Each title is categorized by its focus (MD = Mechanical Design; IC = IC Design; PC = PC Board Design; SW = Software Design), and the appropriateness (Fair, Good, Very Good) for field reading is estimated.

Periodical	Phone Number	MD	IC	PC	SW
Anderson Report	805-581-1184	G	G	G	
Byte	603-924-9281				G
CAD/CAM Alert	617-232-8080	VG	G	VG	
CAE Magazine	216-696-7000	VG	G	G	
CIME	212-705-7703	G			
Computer-Aided-Design Report	619-488-0533	G	F	G	
Computer Design	617-486-9501				G
Design News	303-388-4511	F	F	F	
Digital Design	213-981-3300		F	F	
Electronic Business	303-388-4511		F	F	G
Electronic Design	201-843-0550		F	F	G
EDN	303-388-4511		F	F	F
Electronics	212-512-2000		F	F	F
Electronic News	201-899-5566	F	F	F	F
S. Klein Newsletter on Computer Graphics	611-443-4671	G	F	G	
Machine Design	211-696-7000	F			
Mechanical Engineering	212-705-7703	F			
Mini-Micro Systems	303-388-4511			F	F
VSLI Design	516-365-4600		VG		

To narrow the selection to just a couple of magazines, we would recommend *CAE Magazine* and *Electronic Design*. *CAD/CAM Alert* is a very good newsletter for a quick recap of companies and products.

HP 1000

Introducing HP PMC-ASSIST

Charles Snyder/CSD

HP PMC-ASSIST implementation assistance services are now available to provide your customers with the framework and specialized resources required to help them in the successful implementation of Process Monitoring and Control/1000. These services, when combined with the software and contractual support, give the customer a solution of increased productivity through process automation.

Hewlett-Packard recognizes that the implementation of an application solution represents a significant project on the part of the customer. Success depends on having a clear set of objectives, developing a realistic plan for achieving them, and then managing the resources to attain the project objectives.

HP PMC-ASSIST represents HP's commitment to a working partnership with your customer because it helps maximize their success with HP PMC/1000. These services augment the customer's business operations expertise by assisting in determining the requirements for the implementation and guiding them throughout the planning and implementation process. The HP PMC-ASSIST services are delivered by an experienced Software Engineer (SE) who has background and training in process automation systems.

The three modules of HP PMC-ASSIST (Customer Application Analysis, Implementation Team Training, and Project Implementation Assistance) contain defined activities and customer deliverables. The following outline of the three modules describes these contents briefly.

Module	Description	P/N	Price
Customer Application Analysis (CAA)	• Determination of implementation requirements • Written summary of procedure to address requirements	92121A +61A	$2,900
Implementation Team Training (ITT)	• Orientation of implementation team to the implementation process - Application Overview — outlining customer and HP responsibilities - Project Management Overview — highlighting approach and tools - Delivery of initial milestones — serving as a basis for tailoring and documenting in the implementation plan	92121A +63A	1,700
Project Implementation Assistance (PIA)	• HP PMC/1000 product training (1 person) • Assistance in developing and monitoring the implementation plan • HP/1000 system generation, HP PMC/1000 installation and test to the front-end device • Milestone review and system acceptance meetings • Post Implementation Review	92121A +65A	10,800
PIA Additional Service Units	• Defined activities and services beyond the scope of HP PMC-ASSIST	92121A +65Z	1,000 per unit

Included in HP PMC-ASSIST is an Application Fit Analysis questionnaire and other tools for use by technical SRs in targeting and qualifying a prospect and communicating information to the software engineer.

HP PMC/1000 is a success in R&D

Terry Ash/MPD

Process Monitoring and Control (PMC)/1000 is an ideal solution for monitoring and control applications in a process R&D environment. Chemical, petroleum, food, drug, and bioengineering firms all invest an enormous amount of money in R&D. Much of this money is used for capital equipment to develop new processes.

PMC/1000 a success at DuPont

John Currie, a technical SR in Valley Forge, has sold two PMC systems for R&D applications into DuPont's Experimental Station in Wilmington, DE. DuPont is a Digital Equipment Company (DEC) stronghold, but DEC could not compete with PMC in a research pilot plant environment. Some of the key reasons DuPont chose PMC:

- **Ease of use and reconfiguration** — In a research environment, constant reconfiguration is required to try alternative control strategies. PMC's fill-in-the-blanks configurator greatly simplifies this task.
- **Flexibility and customizability** — Complex control strategies are often needed in a research pilot plant. PMC's block architecture provides enormous flexibility of configuration and PMC's user hooks extend this capability even further. One DuPont pilot plant, for instance, required a notched, non-linear control algorithm. With PMC's hooks it was a simple matter to add this feature in FORTRAN.
- **Quick installation** — Time is money in research and being able to get a system delivered and up quickly can make a sale. At DuPont, PMC was up and controlling the process within a month after delivery.
- **Historical data logging** — Experiments generate massive amounts of data which must be recorded. With PMC's historian this is a simple task. DuPont scientists use the historian to plot the values of key variables after each experiment.

- **Reusable system** — Many projects may last for a year or less. With older analog instrumentation, much of the equipment was discarded at the end of a project because it was too difficult to reuse. With PMC, the front-end simply needs to be rewired and the software reconfigured and you're ready to go on to the next project.
- **Single vendor solution** — This was a key in closing one of the DuPont sales. HP was the only vendor that could provide computers, software, front-ends, and analytical instrumentation (a gas chromatograph in this case). Although PMC does not currently support a GC, HP still has all the pieces and hooks to make an integrated system with some high-level programming.

One of the new peripherals supported is the HP 3497A Data Acquisition and Control unit. The 3497 may be used in place of an HP 2250 in applications where low cost is important and where some performance may be sacrificed. With the 3497 as a front-end, PMC can be quoted for around $60,000 for an HP 1000 A600, a disc, an HP 3497, printer, plotter, two terminals, and PMC software. No vendor can offer a system with PMC's features in this price range.

PMC/1000 user's group forming

Terry Ash/MPD

A user's group for Process Monitoring and Control/1000 (92121A) is in the process of forming. The purpose of the user's group will be to provide a mechanism for communication and sharing between PMC/1000 users. The group will publish a regular newsletter with articles from both users and HP. The user's group will also administer a contributed library of custom software used to extend the standard capabilities of PMC/1000.

If you have PMC/1000 users in your area, please send their names and addresses to Terry Ash at MPD, COMSYS C700. As soon as a list of users is compiled we will get the group going with a mailer sometime in the next few months.

New HP Laboratory Automation Systems

Rosemary Bortolotto/LAS

The newest lab productivity products are the HP 3350A and X-Series Laboratory Automation Systems based on the HP 1000 A-Series computers. These systems are preprogrammed for data acquisition (analog via our A/D converter, digitally via our HP 3392 Integrator or RS-232), integration, standard chromatographic calculations, directive control of instrument setpoints, and reporting — all according to parameters specified by the user.

Our strategy for implementing Laboratory Productivity Networking is to provide the customer a stepwise growth path, starting as economically as with an integrator for $2,850, and growing sensibly, using the instruments and systems already present in the lab.

The 3350A and X Bulletin (P/N 43-5953-1765) has more information.

LABSAM and LABQUEST/3350 manage resources and information

Rosemary Bortolotto/LAS

LABSAM and LABQUEST/3350 are HP 1000-based software packages to manage the resources and information of an analytical laboratory, through programs integrated with a structured data base. The system users see only simple dialogs and information relevant to their needs, yet LABSAM and LABQUEST are flexible enough to be customized to the samples, analyses, and people of the individual lab. They provide up-to-the-minute sample and order information, establish work priorities, collect instrumental results from HP 3350 Laboratory Automation Systems or through a general I/O handler, prepare summaries using statistics, archive, and transmit data to a corporate information system.

For more information, order the LABSAM and LABQUEST/3350 Bulletin (P/N 43-5953-1774).

New HP-IB for HP 1000 A-Series

Ed Nelson/RND

Roseville Networks Division (RND) offers a new HP-IB card for the A-Series HP 1000 computers. The P/N for the new card is 12009-60020 and the exchange number is 12009-69020.

The 12009-60020 does not use the four single in-line package resistors. Instead the card has been redesigned to use one dual in-line package resistor which is shipped in an unused DIP socket.

The 12009-60020 assembly has a jumper which, when cut, will cause a "time-out" error if the cable is not connected. The jumper should only be cut if this feature is desired and the card is to be used with "slow" instruments. Cutting the jumper will mean the diagnostic will not pass. Please refer to Service Note 12009A-06 and 12009A-07. P/N 12009-60020 is part of the HP 12009A HP-IB assembly, which sells for $1,100.

New X.25 ROMs

Ed Nelson/RND

The X.25 and LAP-B EPROMs (P/N 5180-7220/7221) which are used in the HP 12075A and 12250A products have been modified to work with the 2401 software. The new ROMs implement a software timer (when enabled) to down the link if the CPUs are not responding. The new ROMs will work with the new and old software, but are required for the new software (Rev. 2401).

The new firmware is available through Corporate Parts Center, but customers on Software Support will receive updates from SDC. Refer to Service Notes 12075A-03 and 12250A-02. Please order P/N 5180-7220, $70 and P/N 5180-7221, $70.

Editor's note

In "HP 1000 supports HP 2565A and the 2566A" by Mary Boles and Dan Meitus *(Computer News,* September 15, 1984), the passage:

> The HP 1000 M/E/F series now support (via HP-IB) two new heavy-duty line printers, the HP 2565A (600 lpm) and the HP 2566A (900 lpm) through the HP 2608A Plug Compatible interface.

should read:

> The HP 1000 M/E/F/A series now support (via HP-IB) two new heavy-duty line printers, the HP 2565A (600 lpm) and the HP 2566A (900 lpm). The HP 1000 M/E/F series will support the HP 2565A and HP 2566A through the HP 2608A Plug Compatible interface. Support for the RS-232C interface is planned for first quarter FY85.

HP 9000

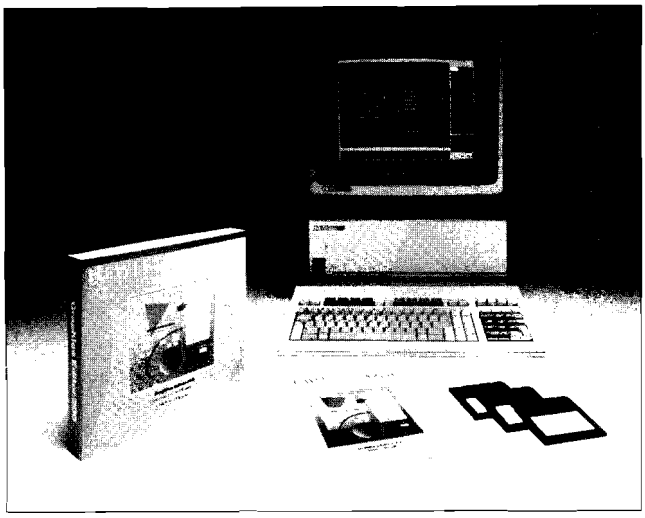
Announcing HP Graphics Editor/200

Mark Smith/PSD

For US and Intercon Only

Studies show that technical professionals spend more hours communicating and documenting than any other tasks. If the HP Series 200 users are giving a presentation or preparing a report, they need an effective way to get the point across with both pictures and words.

Introducing HP Graphics Editor/200 — drawing a picture can be the easiest and most effective way of getting your point across. Graphics Editor is a general purpose drawing program for creating presentation graphics on *any* Series 200 workstation. Create anything that requires drawing, text, or both for presentations or reports. Our beta site users have used it for process flow diagrams, pictures, simple schematic diagrams, flow charts, forms and text slides.



Draws attention to ideas — without drawing on your patience.

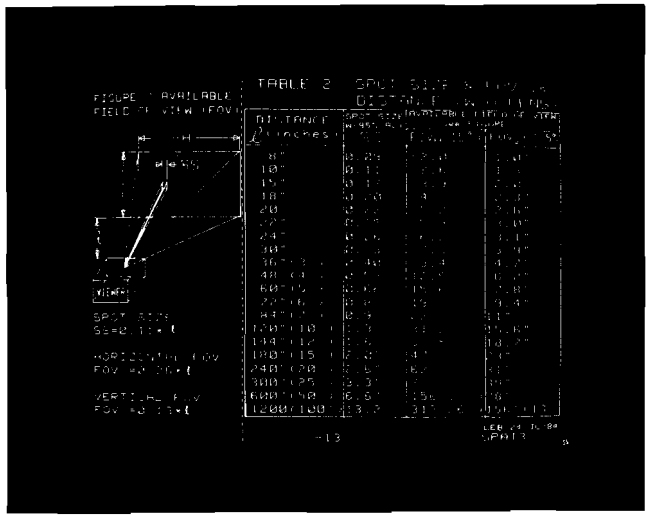
Technical professionals, managers, and administrative personnel can use Graphics Editor/200 with equal ease.

Some of the features that make using it easy include:

- *Easy-to-use command structure.* No commands to memorize — simply choose the command from the menu. The same goes for command options: a "pop-up" window presents the list of options for your selection.
- *A well-organized drawing board.* The screen is organized into windows. A big one to draw in; another for the command menu, and two more for status and prompts. Pop-up windows come and go as needed, so the information you want is there, when you want it.
- *On-line HELP documentation* provides quick assistance through pop-up windows.

Perfect diagrams in minutes

Graphics Editor/200 has the power to create high-quality drawings in minutes. Build your pictures with geometrical building blocks, like ellipses and rectangles. Scale and move the object, fill it with one of 13 fill styles, or choose a color if you are working on an HP Model 236C. Fill your object with words or add text alongside your creation. You do this without calling up another screen, so you always see the results of what you are doing immediately.



Screen display produced with HP Graphics Editor/200 showing words and graphics combined.

Input: Graphics Editor/200 supports the HP 9111A Graphics Tablet.

Output: You can print it on paper, or plot it on paper or a transparency. You can also merge it into a report created using HP TechWriter software.

System requirements: the HP Series 200 Models 216, 217, 220, 226, 236A, and 237 with minimum 512K bytes memory. The Series 200 Model 236C requires a minimum of 768K bytes of memory.

Literature: A sales brochure will be mailed to recipients of an upcoming Momentum mailing. Additional copies can be obtained starting in November from the SLO, P/N 5953-5887.

Ordering information

Product	Price US List
45537B, Opt. 630, 650 or Opt. 655	$445

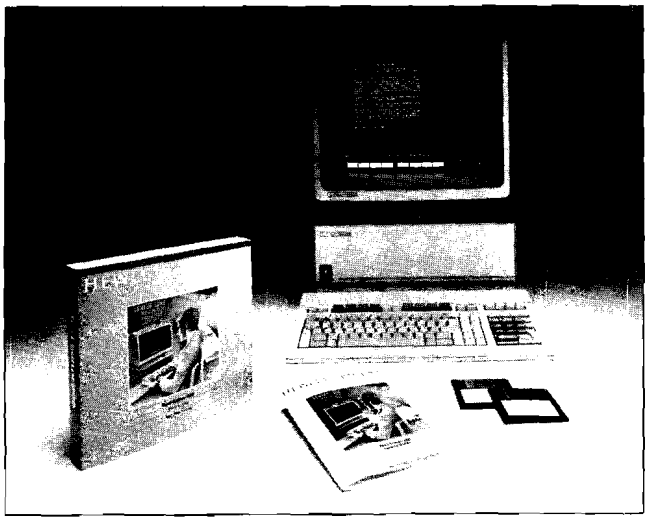
In the US, tell your customers to call Computer Supplies Operation (CSO).

A new low-cost text editor for the HP Series 200

Mark Smith/PSD

For US and Intercon Only

At $275 US list, Text Editor/200 is power your customer can afford to buy. Now your customers can have extensive editing capabilities that don't take long to learn — on the computer they already use. You don't need to understand much about the Series 200 in order to use it. Anyone in the department, from clerical support to technical professionals themselves, can use Text Editor/200.



Text Editor/200 is simple and straightforward, but has the features to get the job done:

- There are no keyboard codes or commands to learn and memorize. Just press a softkey for powerful functions like "Find" and "Move Text." Any functions which are not accessed by softkeys are presented as menu options.
- What you see is what you get.
- Electronically cut and paste text within a document or between document files.
- Window Move: If you have two columns side by side, you can move one without moving the other. Just build a "window" around the one you want to move, and move it.
- Text Editor's unique Key Redefinition function saves time. Redefine nearly any key on the keyboard to input repetitive sequences and phrases so you don't have to. Set one key to mean Line Feed and Tab, and typing columns is a snap.
- Recall up to 10 lines of deleted text from memory. Insert it again in the document, or recover accidentally deleted lines.
- Print multiple files with consecutive page numbering. Print a single page or many — and start with any page number you want. Also, automatically number descending pages for introduction and forward with lower case Roman numbers.
- Turn Word Wrap on or off. Use Auto Find to search for phrases in the text. Auto Numbering produces a vertical line of numbers so that all you do is type text next to each number to create a list.
- Arrange text to suit your needs: right and left justified or centered. When editing, use the Reform Text function to fit text between the margins. Margins are easy to set because you set them with your text on the screen instead of on a separate menu.
- To alphabetize a list of names, Text Editor will automatically sort and re-arrange them. Sort columns of numbers, too.
- Protect source files from being overwritten.
- The text you see on the screen is what you get printed, so output is right the first time.

Printing

Text Editor/200 eliminates the guesswork of printer configuration by assuming standard settings for each printer. And for annotations, you get superscript and subscript on the HP 2601/2602 printers.

System requirements: 216, 217, 220, 226, 236 or 237 with version 2.0 or 3.0 ROM or RAM BASIC with a minimum of 512K bytes RAM

Literature: A sales brochure will be mailed to recipients of an upcoming Momentum mailing. Additional copies can be obtained in November from the SLO, P/N 5953-5888.

Ordering information

Product	Price US List
45538B, Opts. 630, 650 or 655	$275

HP EGS — A picture is worth a thousand shipments

Tom Krantz/FEO

HP Engineering Graphics System (HP EGS) is celebrating its first anniversary — it has now shipped over 1,000 systems (1,127 as of August 31).

HP EGS is the computer-aided drafting software from Fort Collins Engineering Operation that runs on the Series 200 computers. HP EGS is third generation software, used initially as an HP internal tool, then as a product running on the HP 9845, and now running on the Series 200 computers.

Customer applications are extremely varied, ranging from the usual electrical schematics and printed circuit board design, to office space planning, document preparation, mechanical drafting, educational drafting and much more. HP EGS's functionality on the Series 200 computers and the Shared Resource Manager, as well as the ability to interface to the HP 3065 Board Test System and HP Draw, is helping to sell a lot of hardware.

New 14-inch monitor now supported on the HP Model 220

Yoshio Kano/FSD

The 14-inch monitor 35721A/B/C, which was originally designed for the Model 217, is now supported on the Model 220 modular computer when used in conjunction with the 98204B video card set. The monitor features high resolution graphics (512 x 390) and display enhancements such as inverse video, underlining, blinking, and halfbright. Of the three monitors presently supported on the Model 220, this monitor is recommended for use in countries with 60Hz line frequencies, since the refresh rate of the 98204B is user selectable and can help to prevent flicker. All three monitors are recommended for countries with 50Hz line frequencies.

The following is a summary of the monitors available for the Model 220.

	Monitor		
	82912A	82913A	35721 A/B/C
Interface	98204A	98204A	98204B
CRT Size	9"	12"	14"
Graphics Resolution	400 x 300	400 x 300	512 x 390
Refresh Rate	50Hz	50Hz	50/60Hz
Display Enhance	No	No	Yes
Speaker for Beeper	Yes	Yes	No
Rack Mount	No	Available	Planned

Current Model 220 users can upgrade their systems by ordering the 98204B and 35721A as well as an appropriate software upgrade. BASIC 3.0 and Pascal 3.0 support this configuration; current HP-UX releases do not. You can boot the system with the Boot ROM 3.0. For your customer's convenience, Option 204 of the 9920S bundled system, which substitutes the 98204B for the 98204A, is on the November 1 CPL, $350 US list.

HP Mouse enhances user interface

Mark Brown/POD

The mouse is rapidly emerging as one of the most natural, powerful, and efficient ways to interact with a workstation or personal computer. Fitting comfortably in the palm of the hand, mice allow the user to position a cursor on the video screen and make selections using the mouse buttons. The intuitive nature of this type of interaction allows the user to spend less time learning to use the system and more time doing productive work. The HP Mouse (HP 46060A) establishes HP as a leader in human-input device design. Combining simple mechanical design and integrated electronics with manufacturing leverage attained through common parts and high volume production techniques, the mouse provides an extremely good price/performance combination.

Special ergonomic features and innovative styling give the HP Mouse the special personality. Currently the HP Mouse is supported on the HP 9817 and HP 9837. Finally, the HP Mouse is a member of the HP-HL (HP-Human Interface Link) family of input devices.

New HP 9845B/C and HP 9825T ROM expand mass storage selection

Barbara Bennett-Brown/GLD

Two new low cost/high performance mass storage solutions are now available — one for the HP 9845B/C Desktop Computer and one for the HP 9825T Computer; both are special third party mass storage ROMs developed by Structured Software Systems, Inc. (SSS) in conjunction with Greeley Division. These MSROMs allow the 9845B/C or 9825T to utilize the newest high performance/low cost disc drives, including the double-sided 3½" microfloppy mass storage family recently announced.

These 9845 MSROMs operate with all HP CS-80, Subset 80 and Amigo mass storage protocols. The following disc drives can now be used with the 9845B/C and 9825T:

Product	Description
HP 9121/22	3½" microfloppy (single-sided/ double-sided)
HP 82901	5¼" flexible disc drive
HP 9895	8" flexible disc drive
HP 9133D	15M byte Winchester-3½" double-sided microfloppy combination (SS-80) (single-sided and double-sided)
HP 9134D	15M byte Winchester (SS-80)
HP 9133A/ B/XV	5,10,15M byte Winchester-3½" single-sided microfloppy combination
HP 9134A B/XV	5,10,15M byte Winchester
HP 9135A	5M byte Winchester-5¼" floppy combination
HP 7908/ 11/12/14	Winchester disc with optional tape
HP 7941/ 42/45/46	Winchester disc and disc/tape combination
HP 9144A	¼" cartridge tape drive

An HP 9825T upgrade kit is available for present 9825A/B/S owners by ordering:

Product	P/N	Price
HP 9825A/S	98251F	$2,100
HP 9825B	98252F	1,050

All sales, service and operating support is supplied by Structured Software Systems. For more information contact Frank Key, President, Structured Software Systems, Inc., Box 1072 - Irick Road, Mt. Holly, NJ 08060, telephone 609-267-1616.

Structured Software Systems, Inc. has international reps in the UK, W. Germany, Australia, France, Venezuela, Taiwan and South Africa.

Correction to *Series 200 Hardware Technical Data Sheet*

Miriam Flood/FSD

There is an inaccuracy in the HP Series 200 Hardware Technical Data Sheet and the HP Model 237 Data Sheet regarding the regulatory compliances.

On page three of the Series 200 Data Sheet and on page four of the Model 237 Data Sheet, the environmental range section shows that we are in compliance with the Swiss (SEV) and the Finnish (FEI) regulations. These regulatory approvals are for the monitors only, and not for the computers themselves.

That section should state, "All Series 200 computers and monitors have UL and CSA approval and are designed to meet IEC requirements. All Series 200 computers and monitors have FEI and SEV approval where appropriate."

Since these errors could have a legal impact in the European markets, please make a note of these corrections. We are sorry for the inconvenience.

HP Series 500 third party hardware

Bill Szmyd/FSD

If you have had to pass up the opportunity to make an HP Series 500 sale because it couldn't interface to your customer's important piece of non-HP graphics display equipment, FSD has some important news for you. We are in the process of writing several Third Party Application Briefs which show how to interface terminals such as the Tektronix 4115B to our Series 500 computer. These briefs show, in cookbook fashion, how to do both the physical interfacing and how to install the third parties' graphics libraries. While we can't provide the single vendor service and support solution for your customer, these application briefs give your customers a wider range of solutions. The current briefs are:

Application Brief	P/N
Tektronix 4115B	5953-9518
Tektronix 4107/4109	5953-9516
Raster Technologies Model One/80	5953-9517
Silicon Graphics Iris 1000	5953-9515

These briefs have been distributed to the HP SE organization and will be available from the Corporate Literature Center for general distribution. A description of these briefs and terminals has been included in the October Momentum mailing.

If you have comments about these briefs or if you have suggestions for future briefs, please contact Bill Szmyd at COMSYS 4000, phone 303-226-3800, ext. 2060, TELNET 226-2060, or via HP-UX mail at hpfcla!hpfcmc!smyzd.

HP 3000

MPE-V/P Delta-1 has shipped

Larry Russell/CSY

MPE-V/P Delta-1 is a general distribution HP 3000 software release supported on the Series 39, 40, 40SX, 42, 44, 48, 64, and 68. This release has been engineered and tested to allow self-installation by customers, thereby improving flexibility and convenience. MPE-V/P Delta-1 retains the underlying system tables structure of MPE-IV based system software releases, and supports disc caching on High Performance Series 39, 42, 48, and 68 systems. MPE-V/P Delta-1 has already achieved manufacturing release signoff at the factory and should already be available to your office now.

More high quality HP 3000 software

In Hewlett-Packard's continuing drive to improve product quality, MPE-V/P Delta-1 has been extensively tested on numerous HP 3000s prior to its general release. These tests have been run on systems in HP lab and production environments, as well as on machines at customer sites around the world. All district SE managers participating in the customer beta test program are pleased with the quality of MPE-V/P Delta-1. HP has increased the engineering time and resources it applies to HP 3000 software integration and testing, to ensure that customer satisfaction will continue to increase.

What is the future of MPE-V/P versus MPE-V/E?

MPE-V/P Delta-1 is the last version of MPE-V/P that HP plans to develop. You should let your customers know that MPE-V/E is the main stream of HP 3000 operating system development. For example, the Series 37 and the new MPE ease-of-use features (see related articles in the September 1, 1984 issue of *Computer News,* pp. 18-19) will be supported on MPE-V/E and not on MPE-V/P. If your customers have not already done so, they should begin planning their move to MPE-V/E. If the customer is concerned about the performance issue, you should be aware that MPE-V/E as released shows a minor degradation in performance on average compared to MPE-V/P. The HP 3000 Computer Systems Performance Guide, P/N 5954-0401, which has been distributed to the field, should help you answer your customers' performance questions.

MPE-V/P Delta-1's impact on the High Performance Series 39/4X MPE-V/E firmware upgrade promotion program

When HP split MPE-V into MPE-V/E and MPE-V/P in the fall of 1983, all customers were offered the opportunity to take early delivery of a new system or upgrade that included MPE-V/P with disc caching rather than to wait for MPE-V/E. These customers were offered the opportunity to upgrade later to MPE-V/E and receive MPE-V/E firmware at no charge after MPE-V/E was released to general distribution. Up to now all such eligible customers have been supported on MPE-V/P (first release) in which disc caching is an integral part and cannot be disabled. Since MPE-V/P Delta-1 supports systems that do and do not have disc caching, I want to make it clear that only those customers who have ordered disc caching are eligible for this no-charge firmware promotion. Therefore, any customer who has taken/takes delivery of a system with MPE-V/P (first release) which automatically includes disc caching or any customer who takes delivery of MPE-V/P Delta-1 on a system that supports disc caching before December 31, 1984 will be eligible to receive the no-charge firmware. All eligible customers will have until July 10, 1985 to accept delivery of MPE-V/E and the MPE-V/E firmware. For more information on this program, please see the October 15, 1984 issue of *Computer News,* pp. 10-12.

MPE-V/P Delta-1 supports the latest HP 3000 software

Larry Russell/CSY

MPE-V/P Delta-1 offers customers the latest versions of HP 3000 subsystem/applications software. Major new enhancements and software fixes are documented in Volume 2, Issue 2 of the *Communicator.* These subsystem enhancements include: support of SNA NRJE and SNA Link, increased RPG/3000 compatibility with IBM System 34/RPG II, and support of

VisiCalc®/3000. Two important enhancements to MPE, Native Language Support and the Application Message Facility, are briefly described below.

Native Language Support

MPE-V/P Delta-1 adds Native Language Support (NLS) to the large and growing feature set of MPE. NLS allows application programs to be easily designed and written so that end users will experience a natural, local language interface. With NLS, two users from different countries can access a program on the same system, yet communicate in their respective native languages. NLS will greatly enhance the productivity of applications programmers, because NLS intrinsics handle the idiosyncrasies of languages such as collating sequences, character sets, and formatting conventions.

This first release of NLS supports fifteen languages. NLS is offered to HP 3000 customers free-of-charge as part of the Fundamental Operating Software. In addition to MPE the following software has been enhanced to support NLS: SORT-MERGE, VPLUS, KSAM, IMAGE, QUERY, FCOPY, and COBOLII. The major features of NLS are described in the *Communicator.*

The Application Message Facility

As part of the Native Language Support engineering effort, the Application Message Facility (AMF) is also provided to give applications developers additional design flexibility. Customers who do not require the NLS features may still wish to make use of the AMF, because it allows applications programmers to easily define and build message catalogs. These catalogs may contain text or messages that would normally have been hard-coded into the application program. The Application Message Facility's functionality is described in the *Communicator.*

How MPE keeps time on the Series 37 after a system failure

Larry Russell/CSY

The article entitled "New MPE features significantly increase HP 3000 ease of use," in the September 1, 1984 issue of *Computer News,* discussed the new Time of Century clock on the Series 37. I stated that "even if there is a power failure, users can be assured that the jobs regularly scheduled will remain in queue and run on time when the power returns." This has caused some misunderstandings.

If a power failure occurs on the Series 37, all jobs will remain in queue. When power returns, however, the MPE software clock will not be updated to reflect the actual time kept by the Time of Century hardware clock supported on the Series 37. Therefore, if the power failure persists for one minute, causing the software clock to lose a minute, all jobs will actually run one minute after they were originally scheduled.

Using the Time of Century clock to update the software clock was not implemented, because it would adversely affect job and resource accounting on the system. Furthermore, correcting the clock would have introduced incompatibilities with other HP 3000 models that do not have the Time of Century clock or that may be running another version of MPE which did not have the capability.

New protection for IMAGE data bases

Steve Aliamus/CSO

Intrinsic Level Recovery (ILR) is a new safety feature added to IMAGE, the data base management system for the HP 3000. ILR is designed to prevent damage from occurring to a data base in the event of a power failure or system halt.

All physical changes (DBPUT and DBDELETE) to a data base are written to a special log file maintained by IMAGE. ILR is easily enabled (by DBUTIL), and recovery, if needed, is initiated with the first call to open (DBOPEN) the data base.

Customers should be aware of some special considerations before enabling ILR for their databases:

- ILR adds extra overhead for each call to DBPUT and DBDELETE, and to the first DBOPEN issued against a data base. If performance is of utmost importance, consider the added time needed for ILR to log changes to a data base.
- Output deferred writes (DBCONTROL) are not allowed to a data base enabled for ILR. IMAGE, with ILR enabled, will not support the special buffering of changes to a data base when DBCONTROL is used.

Data base utility programs which use DBCONTROL (i.e., DBRECOV, DBLOAD) are not affected by ILR. These programs use privileged mode to open a data base and are able to bypass any ILR logging.

Intrinsic Level Recovery is a valuable new tool for data integrity in IMAGE/3000 data bases, provided consideration is given to the added overhead, and to user-written programs using output deferred writes.

No 110 baud support on ATP37

Jay Kidd/IND

The data sheet for the terminal controller on the HP 3000 Series 37, the ATP37, is incorrect in the specification of what speeds are supported by the interface. The data sheet lists 110 baud and 150 baud among the supported speeds, and these speeds are not supported. All other transmission speeds listed, from 300 baud to 19,200 baud are correct. We hope this does not cause any problem.

HP Series 4X rental successes

Liza Lopez/FRD

Your customer's company is growing rapidly and needs computer power now. . .

Your customer has no money in their capital budget to purchase an HP Series 4X system. . .

You want to move a prospective customer off of timesharing services, but the customer isn't convinced that they want to purchase a system. . .

What should you do? Pitch the rental program from FRD. FRD's rental program now provides all HP Series 4X systems with fast delivery. Several top HP SRs were quick to pitch the rental program and closed successful rental deals with growing companies. Read on to get some ideas on how you too can use the rental program to be successful.

Bell Helmets tops the list

Bell Helmets Inc., the world's largest manufacturer of bicycle, motorcycle and racing helmets, is going through a major acquisition and growth period. They needed a computer system quickly but they did not want to commit to a purchase until they could determine if a Series 48 or a Series 68 would do the job. SR Tom Nahazel (Fullerton), used the rental program to provide delivery of a Series 42 system within two weeks after receipt of order. Bell Helmets now has the time they need to make a purchase decision, and Tom has the quota and commission credit for the Series 42 rental.

General Medical is now covered

SR Eric Nielsen (Fullerton), used the HP rental program to provide a quick solution to the HMO, General Medical Center. The rental Series 48 was needed to replace a service bureau system, and delivery was required before the end of their fiscal year. General Medical had no capital budget allocated for the purchase of a system, so the rental program was the perfect solution for their needs.

Metheus switches to HP

Metheus Corporation, a producer of CAD/CAM systems using high quality vector graphics, was timesharing from an outside company but found the rates were high. They wanted to reduce their monthly payments for computer services, and they wanted to do it quickly. SR Paula Chambers (Wilsonville), pitched a Series 48 rental and closed the deal in less than two weeks.

You too can use the rental program to provide quick delivery of a powerful Series 4X system to your customers. You will receive 100% quota credit and 75% commission credit for your efforts. Call Finance and Remarketing Division today at 408-720-3000 to reserve your rental system.

MANUFACTURING

HP MM/PM update: Types of manufacturing

Mike Morel/MPD

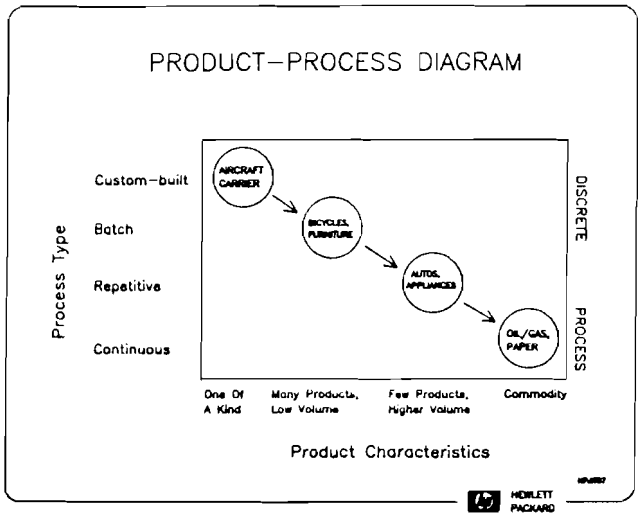
There are many types of manufacturing. It is important to understand some of the characteristics of each so that we can find the best fit for our software products. Two of the four major categories are batch and repetitive.

Typical characteristics of batch manufacturing are low volume, general purpose equipment (different set-up, same equipment), products assembled in small lots or batches, long manufacturing lead times, and make to order.

Typical characteristics of repetitive manufacturing are long continuous production runs of high volume lots, production lines tend to be fixed, work centers are specialized, larger inventories of key raw materials, and fixed routings.

What is found in industry is a continuum that ranges from custom-built to continuous manufacturing. The closer the customer is to a repetitive or batch operation, the better the chances of a good fit when selling HP MM and PM. When prospecting, make a quick analysis of how the customer manufactures. Pursue the good fits, leave the marginal for the competition.

NOTE: The 1984 MPD response to the Landvater Analysis is now available. If you have need of a copy, please contact Mike Morel at TELNET 163-5213 or 408-263-7500, ext. 5213.



NETWORKS

X.25 Certification Testing and Analysis System extends HP 4955A capabilities

Bruce Batky/CTD

X.25 Packet Switching Networks (PSN) are rapidly becoming a cost-effective method of interconnecting computers, not only in the US, but also worldwide. The new X.25 Certification Testing and Analysis System (P/N 18150JA) further extends the capabilities of the HP 4955A, a protocol analyzer.

Anyone developing a PSN or equipment that connects to a PSN Network can benefit from the X.25 Certification Testing System. With more than 700 individual tests, developers of PSN can quickly isolate Link and Packet Level problems and ensure that their PSN conforms to the CCITT X.25 specifications. Developers of X.25 equipment (terminals, hosts, network nodes) can cut product development time by using the 18150JA instead of connecting to a live PSN.

The 18150JA consists of:

- X.25 Link Level Emulator
- X.25 Link Level Certification
- X.25 Packet Level Certification.

The Link Level and Packet Level Certification tests were written by M. F. Smith and Associates, Inc., of Bernardsville, NJ. The Link and Packet Level Certification Tests are written in HP 4955A BASIC and are completely documented, making customization easy.

The X.25 link level emulator allows the user to concentrate on testing of the X.25 packet level by automatically handling the details of the Link Level. Either the X.25 network or the subscriber can be emulated with the HP 4955A. Enhancements to the Simulate Menu make packet level testing simple. The link level emulator is a powerful and easy to use tool for X.25 development.

X.25 Link Level Certification is an extensive series of certification tests designed to measure the degree of compliance with the CCITT X.25 LAP-B specification. Two series of test modules are provided: one is designed to evaluate the X.25 network; the other is designed to test the X.25 subscriber.

There are a total of 16 modules, with over 400 individual test sequences. These modules have been designed in accordance with the National Bureau of Standards specification FS1041/FIPS100, which details the verification procedure for X.25.

The X.25 Packet Level Certification also consists of a very extensive series of test modules designed to evaluate the degree of compliance with the CCITT X.25 Packet Level specification. A series of test modules are provided to test the network and the subscriber. There are a total of 26 modules, with over 700 individual tests. It is also designed in accordance with FS1041/FIPS100. The complete 18150JA system will prove to be extremely valuable to customers involved in X.25 products.

The 18150JA will appear November 1 on the HP Corporate Price List; US list price is $2,500.

A demonstration package for the HP 18150JA containing sample programs with user documentation is now available from Colorado Telecommunications Division.

HP doesn't certify Micom data switches

Hans Nilsson/IND

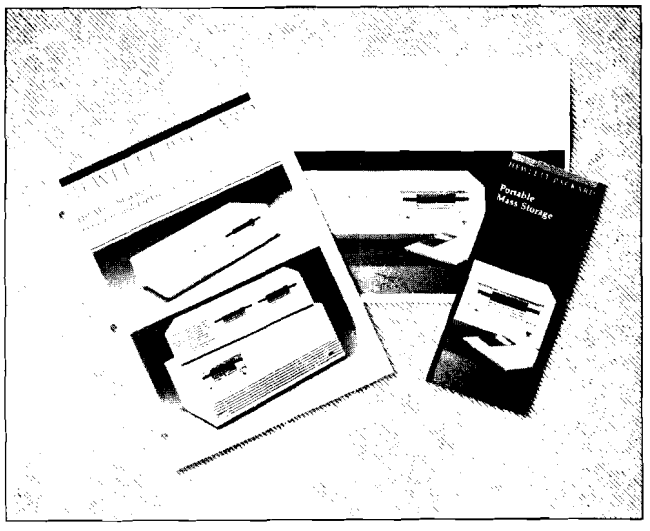
Some of your customers may have been told that HP would certify with Micom. We did investigate Micom data switches for potential certification, but we have no plans to certify any data switches at this time.

MASS STORAGE

New sales aids for add-on mass storage

Kathy Kimball/GLD

To help you describe how to expand the power of your current customers' computer and calculator systems, two new pieces of literature are now available.



Portable Mass Storage, P/N 5953-6836, describes the HP 9114A portable, battery-operated disc drive. It is a two page, four-color, duo-fold piece that easily fits in a standard envelope for mailing to customers. This piece presents the major benefits of adding the HP 9114A to your Portable or HP-41, -71 and -75 system. All the technical specifications and configuration information needed to support the benefits of the HP 9114A are also presented.

HP Mass Storage for Personal and Portable Computers, P/N 5953-6835, describes all of HP's mass storage and backup solutions for portable and personal computers. It is a 10-page, black-and-white piece that may be used as a technical reference. When your customer needs to expand their system you need only look in one place to find all of the benefits, technical specifications, configuration and ordering information needed to make the correct decision.

Both of these sales aids are available for you to order at our Literature Distribution Center. Your dealers may also order these through Mail Mark.

PLOTTERS

Automatic feed transparencies now available for HP 7550A

David Erickson/SDD

A new transparency film is now available which allows automatic feeding on the HP 7550A graphics plotter. The film can also be manually loaded on the HP 7090A Measurement Plotting System and the HP 7475A graphics plotter.

A new transparency film allows the HP 7550A to automatically feed overhead transparency film.

For clarification, the HP 7550A automatically feeds sheets of paper and transparency film, but requires manual loading of vellum and mylar. The latter media do not meet the thickness and stiffness requirements of the automatic feed mechanism. However, since mylar is expensive to use and alignment for vellum is critical, it is doubtful that automatic feed for these media would be beneficial to your customers.

Ordering information:

	P/N	Description	US List Price
Sheets:	9270-1181	8½x11 in. (A)	$50/50 sheets
	9270-1182	210x297 mm (A4)	$50/50 sheets
Kits:	5061-7583	8½x11 in. (A)	$80/50 sheets 16 pens Storage box
	5061-7584	210x297 mm (A4)	$80/50 sheets 16 pens Storage box

Customers can call CSO for immediate delivery of this new transparency film, or a HEART order can be placed.

HP 3776A/B PCM Terminal Test Set is compatible with HP 7550A plotter

David Erickson/SDD

A firmware revision to the HP 3776A/B PCM Terminal Set makes the unit compatible with the HP 7550A graphics plotter using paper with both English and Metric dimensions. Previously, one edge of the plot did not print when English paper was used.

These serial numbers have the compatible firmware:

PCM Terminal Test Set (Model number)	Serial number
HP 3776A	2444U 00282 and higher
HP 3776B	2437U 00642 and higher

PRINTERS

More language specials for HP 2563A

Rich Suyehira/BOI

The HP 2563A line printer now offers special character fonts for the Greek, Hebrew and Turkish languages. These special fonts are available from Boise Division for $400 (FBP) as *special* options for the HP 2563A printer. Each standard density special font also includes the Line Draw character set. These fonts offer HP printing solutions for Southeastern Europe and Middle East data processing marketplaces.

The Greek-8, Turkish-8 and Hebrew-8 fonts are 8-bit fonts which use 7-bit US ASCII in the first 128 character positions and their own language symbols in the second 128 character positions (similar to the HP Roman-8 implementation). HP standards for Greek-8, Turkish-8 and Hebrew-8 allow for a systematic approach to terminal, printer and systems solutions.

For Hebrew, your customer has the choice between the Hebrew-8 or the Hebrew-7 font that uses the US ASCII lower case positions to locate the Hebrew characters. The upper case positions keep their standard US ASCII characters and remain unchanged. It should be remembered that Hebrew text is written right to left, similar to Arabic, and the user is required to have a special spooler available for the HP 3000 systems, but only for the Hebrew-8 character set. More information about this special spooler is available from Mike Ksar, HP Geneva, Switzerland, COMSYS 1305 or HP Desk 1305/02).

These character sets may be ordered for delivery with the HP 2563A. If you already have the printer, order the 26761A Character Set Upgrade Kit.

See next page for ordering information.

Ordering information

With the Printer		
P/N	**Description**	**Price**
#S03	Hebrew-8 Set	$400
#S04	High Density Hebrew-8	400
#S21	Arabic Set	400
#S22	High Density Arabic	400
#S25	Greek-8 Set	400
#S26	High Density Greek-8	400
#S27	Turkish-8 Set	400
#S28	High Density Turkish-8	400
#S29	Hebrew-7 Set	400
#S30	High Density Hebrew-7	400

With the 26761A Upgrade Kit		
P/N	**Description**	**Price**
#S03	Hebrew-8 Set	$500
#S04	High Density Hebrew-8	500
#S21	Arabic Set	500
#S22	High Density Arabic	500
#S25	Greek-8 Set	500
#S26	High Density Greek-8	500
#S27	Turkish-8 Set	500
#S28	High Density Turkish-8	500
#S29	Hebrew-7 Set	500
#S30	High Density Hebrew-7	500

The 26761A Upgrade Kit includes installation by an HP service engineer. Each font is available in standard or high density. The standard density fonts also include line draw. Only one standard density special font may be installed in the printer with the standard character font. Up to four high density fonts can be installed in the printer.

Note that the special Arabic font (#S21) has 95 printable character shapes. Send questions to Mike Ksar, at HPSE headquarters in Geneva.

Lower prices for laser printers

Rick Wakeman/BOI

HP's fastest laser printers have lower prices. The HP 2680 has been reduced 23% to $69,950. The HP 2685 list price has also been reduced 23% to $140,800. In January the CPL will reflect the new HP Series 37 controller bundled into the HP 2685 Laser Print Station. Until then you can configure a Series 37 print station for less than $110,000.

The HP 2685 is a high-speed remote print station or a laser printing solution for *non* HP customers.

These price reductions mean that HP laser printers now have a shorter payback period and can be cost-justified more easily. There is now a new justification guide that reflects this lower price. This new guide is available through the Market Development Department.

Use this guide (dated June 1984) to demonstrate the affordability of laser printing and give your prospects the best business reason to buy — *profitability.* Laser printing can save your prospects money, and in most cases, increase revenues. Present this cost analysis when you demonstrate the laser printers to your prospect. The combination of a custom demo and a value analysis is a powerful closing tool. Use this approach and you will find that the sales cycle will shorten and your closing ratio will rise.

Videotape shows discussion of laser printer strategies

Rick Wakeman/BOI

Recently, five HP 2680/85 sales experts from all over North America met at the HP laser printer factory in Boise, ID, to discuss the status and future of HP laser printer products. The subject of discussion was their success in selling laser printing solutions. One SR from Rolling Meadows, Scott Wald, has sold over $2.5 million worth of HP 2685s in the last 18 months. This included 13 HP 3000s and 17 HP 2680s. All but one of these customers had never had an HP 3000 before. In addition to these sales, Scott has sold nine HP 2680s ($750,000) to the installed base. The other attendees accounted for 6 HP 2685s and 11 HP 2680s, for a total of $2 million.

Boise Division videotaped their discussion of the most frequently encountered objections to HP laser printers and the counters these SRs have successfully used. A transcript of this discussion and a copy of the video is available now.

Contact the market development secretary at Boise Division if you are interested in receiving a transcript or want to view this video.

HP 293X printers supported on HP 3000 Series 37

Greg Ware/VCD

The HP 293X printers are fully supported on the new HP Series 37. Configuring the 293X printers to the Series 37 is the same as with any of the latest HP 3000 models. To connect the 293X from an ATP port on the Series 37, use a 13242X cable. Also, remember that the 293X printers don't have a limited *duty cycle.* That, coupled with the low price, bar code option, letter-quality printing option, and forms handling capability, make the 293X printers perfect partners for the Series 37.

TERMINALS

Optional port 2 on the HP 2392A terminal

Mark Thompson/RTD

The HP 2392A, low-cost block-mode terminal, brings to your customers a new dimension in versatility — a user installable, port 2, printer/datacom module. This exciting new feature allows the user the flexibility of adding a printer port to the 2392A sometime after its purchase; or changing the type of printer port, if one is already installed. Each module consists of a single printed circuit board which simply slips into the port 2 slot in the back of the terminal.

Customers currently have the option of selecting an RS-232C or Centronics type 8-bit parallel printer interface for the port 2 module. These modules are available as options (092 — RS-232C; 093 — 8-bit parallel) at the time of the terminal's purchase, or as an accessory (40210R — RS-232C; 40210P — 8-bit parallel) at a later date. In either case, the module comes ready to install by the customer, with no CE time required.

Another feature available to customers who have an RS-232C port 2 module installed is the capability of switching the roles of port 1 and port 2 from system datacom to printer port and vice versa. This means that the HP 2392A could be connected to a computer system on port 2 and a printer on port 1 if so desired. It also gives the user the ability to connect the 2392A to two systems (the 2392A does *not* talk to two systems simultaneously). By alternating which port is the system datacom port, the user can talk to two different systems without the need for a "black box" to switch the datacom line between systems.

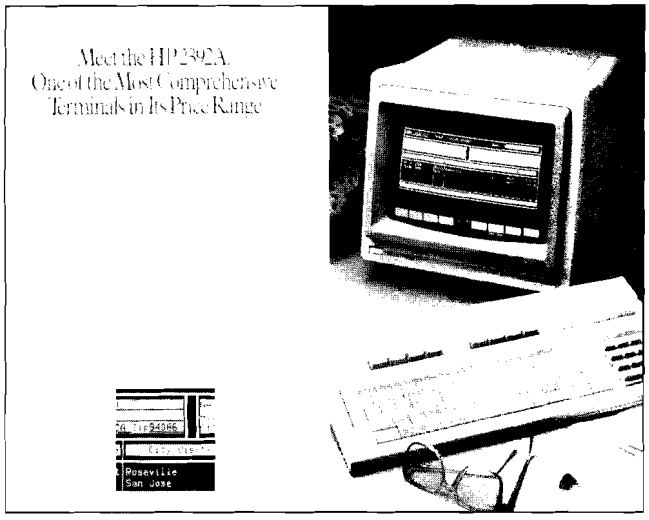
Priced at $150 per module, these features make the HP 2392A an even more outstanding value for your customers to buy.

New 2392A display terminal brochure and ad

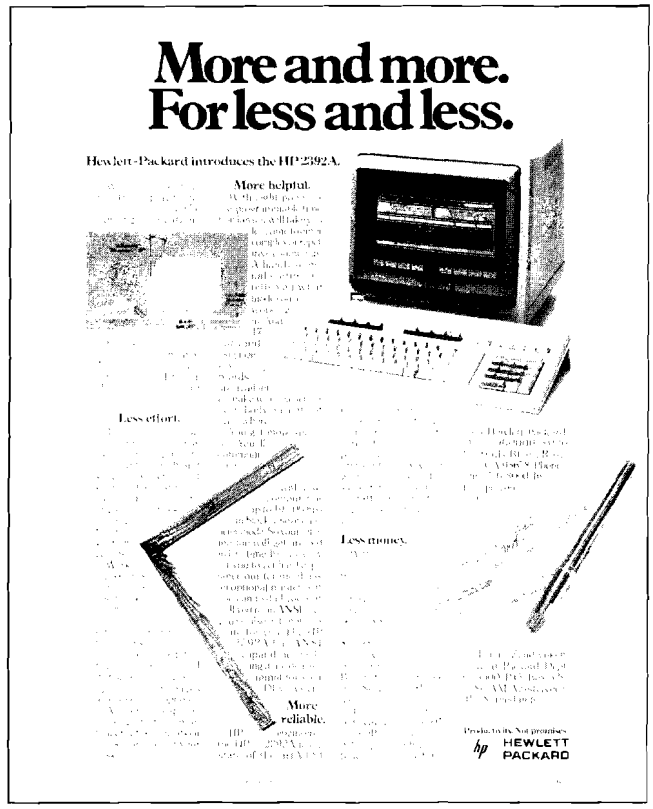
Steve Butler/RTD

To help continue your success in selling the HP 2392A Display Terminal, RTD has developed two merchandising pieces to generate more sales leads for you.

The HP 2392A direct mail brochure is a concise and attractive four-color brochure that has been sent to over 50,000 HP and DEC users. You can order additional brochures for your customers from the Literature Distribution Center, 1820 Embarcadero Road, Palo Alto, CA 94303, TELNET 857-8503; P/N 5953-8614.



The HP 2392A introduction advertisement provides excellent product exposure to your current and potential customers. The ad has appeared in *Computerworld, Mini-Micro Systems, Interact, Interface,* and DEC's *Hardcopy* for maximum visibility.



Roseville Terminals Division (RTD) will continue to support and enhance your sales efforts with additional merchandising campaigns for the HP 2392A.

New terminal cabling manual available

Art Newman/RTD

A new and improved cabling manual for all HP terminals is now available. This indispensable tool is an updated version of the old Data Terminals Cabling Manual, last updated in August 1981. Detailed in the manual are:

- pin signals and connectors for all HP terminal cables
- recommended cable applications
- procedures for making your own datacom cables.

Cable diagrams for use on the new HP 2392A, 2625A, and 2628A terminals — as well as the Touchscreen personal computer — are included in the book. You'll also find a table listing signal designations on the pins of both ports for HP 262X terminals, as well as wiring diagrams for datacom loopback hoods for HP 262X and 264X terminals.

Priced at $14, the manual is printed looseleaf in CE handbook format so we can update it later if necessary. This means you will also need a standard CE handbook binder (P/N 9282-0683).

Order your copy of this long awaited release through Computer Supplies Operation (A500) (P/N 5957-9918). The supply of these manuals may be limited, so order yours today.

SUPPORT

Product monthly maintenance charges for November

Barbara Koepplinger/CSD

Listed below are the hardware monthly maintenance prices for new products introduced November 1, 1984. These products are on the Nov. 1 sales and MMC price files.

Product	Description	SMMC	BMMC	PMMC	FMMC	DIV
12017A	Cable, MC-BIF card	$ 10	$ 8	NA	NA	2200
2686AB	LaserJet printer European English	78	62	39	20	1600
2686AB-U02	Usage 1K to 8K pages per month	200	162	100	50	1600
2686AB-U03	Usage 8K to 12K pages per month	472	381	235	118	1600
2686AU	LaserJet printer UK	78	62	39	20	1600
2686AU-U02	Usage 1K to 8K pages per month	200	162	100	50	1600
2686AU-U03	Usage 8K to 12K pages per month	472	381	235	118	1600
35411A	132Mb Winchester disc drive	62	50	NA	NA	C600
7914CT	132Mb Winchester disc and cartridge tape	81	68	NA	NA	C600
7912A	24Mb disc/tape drive	51	41	NA	NA	1800
7946A	55Mb disc/tape drive	63	50	NA	NA	1800
9050A	System processor	28	22	NA	NA	1000
9050AM	Multi-user system	94	75	NA	NA	1000
9050AT	Single-user system	86	68	NA	NA	1000

New service option for customers with classified data

Annetta Hewko/CSD

Are your security-conscious customers reluctant to give up possession of their failed winchester disc mechanisms? To meet the needs of these customers more effectively, we are adding the Media Retention Option (Option R01) to on-site maintenance agreements. With this option your customers can safeguard a defective disc mechanism (and the sensitive data it contains) at their site.

Because there is no guaranteed way to erase the data or remove the media on a failed winchester drive, this option allows the customer to keep the replaced disc mechanism rather than turning it over to the HP CE. The incremental monthly maintenance charge associated with each eligible product assures your customer of this right.

This option is presently available on the system-level winchester disc drives listed below. In the future we will add the winchester disc drives for personal computers and other eligible new products.

HP Product	Monthly Maintenance Charge
7908 P/R	$16
7911 P/R	52
7912 P/R	56
7914 P/R/TD	64
7941A	27
7945A	36

Look for the Media Retention Option Data Sheet (P/N 5954-0149) at your office soon.

Pricing extended travel for software support

Jay Friedman/CSD

Extended travel charges for customers located beyond zone 3 (100 miles) are calculated differently under the new software support program. Customers located within travel zones 1 thru 3 are covered by the standard support products and should see no additional costs for travel.

To calculate extended travel charges for customers beyond zone 3, the appropriate uplift (see table) should be applied to Account Management Support (AMS) on operating systems and application families. The travel uplift is not applied to category support or any material services. For Custom Support Plan (CSP), the travel uplift should be applied to all additional account visits in which travel will be incurred.

If customers have a mixed level of support on their system, such as AMS on the operating system and Response Center Support (RCS) on the application

family, then the travel uplift applies only to AMS on the operating system. The opposite case, where the customer has RCS on the operating system and AMS on the Application Family, remains the same.

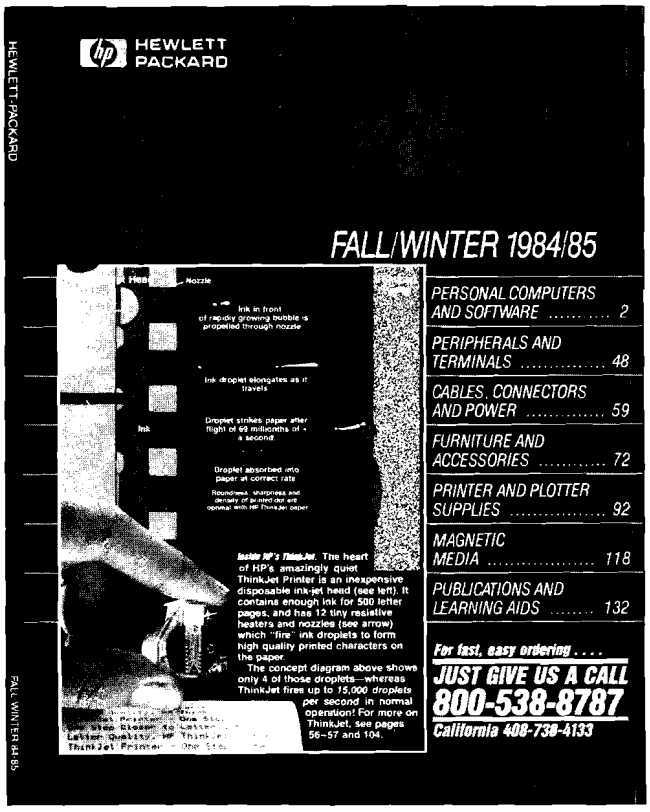
Zone	Miles from Primary SRO	Uplift
1-3	0-100	0%
4, 5	101-200	25%
6	201-300	50%
6+	301+	Quote

SUPPLIES

Computer Users Catalog offers total solution

Kathy Roslund/CSO

When Hewlett-Packard introduces a new computer product, you can be sure the *Computer Users Catalog* is standing by with a wide selection of related supplies and accessories.



The Autumn/Winter 1984/85 edition is no exception. More than 140 new products have been added to the previous 1,500 entries — making this our largest and most complete catalog ever. Increasingly detailed descriptions, more compatibility guides and twice as many full-color photographs make it easier than ever for customers to select what they need.

Individual products can be located within seconds by referring to one of three handy indexes, or by flipping to the appropriate catalog section:

- Personal Computers and Software
- Peripherals and Terminals
- Cables, Connectors, and Power
- Furniture and Accessories
- Operating Supplies
- Magnetic Media
- Publications and Learning Aids.

Catalog highlights

Pointing out the convenient display of peripherals and accessories on pages 18 and 19 is a great way to help your customers complete The Portable picture. Together these products make HP's new lightweight personal computer a powerful computing system at home, in the office, or on the move.

Your customers also will appreciate a tip on how to "work smarter, not harder for only $49.95!" See our Personal Solutions software, page 40. And when the workday is over, refer them to pages 41-47 for a closer look at our fast-growing line of Edu-tainment software — software that entertains while it teaches.

Fast, easy ordering — in the US

Our friendly Direct Phone Order Service makes ordering a breeze. Your customers are just a phone call away from this fast and responsive service. Our telemarketing professionals are ready and waiting to accept calls between 9 a.m. and 5 p.m. in all time zones. We'll confirm availability and price on the spot, and ship within 24 working hours of order receipt. Your customers can order against their open CSO account or charge their order to VISA, Mastercard or American Express credit cards.

Fast, easy ordering — outside the US

Special fast-order direct phone lines for computer supplies are now available in many countries. Direct phone order service is the ideal companion to the new *Computer Users Catalog*, making it easy for your customers to identify and order the supplies and accessories they need.

Computer Users Catalog editions:

5953-2450(D)	US edition. Divisions can order from Literature Distribution Center, Palo Alto. COMSYS 0070 or send SLO.
5953-2450	International edition (English language) available mid-January
5953-2450(UK)	UK edition. In the UK, order from the Literature section, CSC, UK TELNET 765-4810.
5953-2450(GE)	German language edition.
5953-2450(FR)	French language edition. Order either above edition from Falk Tobias, European Literature Distribution, telex 6019.
9301-0761	Japanese language edition.

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

Commercial Sales Center
Phone 408-725-8111
TELNET 125-XXXX
COMSYS 4700

Ross Hunt/Mgr ext. 3045
Nancy Gordon/Sec ext. 4367

Neely Region
Barbara Sudlow/Mgr (acting) ext. 3082
Chere Andre/Sec ext. 3089

South Bay Area
Myra Peterson ext. 4082

Central Area
Brad Fortier ext. 4084

Major Accounts
Bill Franklin ext. 4020

Rocky Mt. Area, 3rd Party Accts
Roger LeMay ext. 4419

M/A Southwest and LA
Art Price ext. 4457

M/A Central, South
Steve Schield ext. 4998

Los Angeles Area
Mark Wong ext. 3094

Northwest Area
Ed Enos ext. 4219

Southwest Area
Lou Jeraci ext. 4216

Midwest Region
Mary Etta Port/Mgr ext. 3306
Katie Barrett/Sec ext. 4997

West Area
Marilee French ext. 4729

Major Accounts
Vince Maggiore ext. 3053

West Area
Sandra Jeung ext. 2241

Central Area
Annette Smith ext. 3452
Carl Evans ext. 4467

East Area M/A
Gary Sharon ext. 4458

East Area
Pradeep Amladi ext. 4578

Southern Region
Willie Austin/Mgr ext. 4083
Ella Washington/Sec ext. 5090

Raleigh
Dianne Barton ext. 4472

Atlanta
Sid Deshpande ext. 3092

West Area
Jackie Robinson ext. 4481

Gulf Area
Ajit Ranadire ext. 4359

San Antonio, Oklahoma
Reed Hornberger ext. 4187

Eastern Region
Barbara Sudlow/Mgr ext. 4971
Jill Kunder/Sec ext. 4968

New York Horiz.
Hal Bader ext. 4872

Valley Forge M/A
Denny Chandler ext. 4499

New England M/A
Marilyn Moore ext. 4380

New York M/A
Don Williams ext. 3095

Valley Forge Horiz.
Robert Gressens ext. 4097

New England Horiz.
Jane Kornfield ext. 4477

Rockville
Mary Jo Miller ext. 2405

Rockville (gov't)
Frank McGorman ext. 4977

Technical Sales Center/California
Phone 408-725-8111
TELNET 125-XXXX
COMSYS 4701

Dave Yewell/Mgr ext. 3400
Ginny Pyle/Sec ext. 3115

Neely Region
Dan Grove/Mgr ext. 2534
Mary Dalzell/Sec ext. 2670

LA, Hughes, Boeing
Gary Lemke ext. 2323

South Bay,
Lockheed, Ford Aerospace
Loren Peake ext. 4466

Rocky Mt.
Pamela Findlay ext. 3366

Southwest, General Dynamics
Cynthia White ext. 2512

Northwest, San Ramon,
Sacramento, Brisbane
Janet Beyers ext. 2087

Midwest Region
Tom Hoffer/Mgr ext. 2528
Lisa Hayes/Sec ext. 2381

Business Development
Gina Cassinelli ext. 2151

West, Central
Bob Shimp ext. 3512

East, Michigan
Andy Meyer ext. 2344

Major Accounts
Eric Isaacson ext. 2316
— AT&T
— Westinghouse

Randy Englund ext. 2885
— General Electric

Major OEM Program
Dana Chamberlain ext. 3689
Dan Vivoli ext. 2446

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