

# DATA SYSTEMS NEWSLETTER

November 1975  
 thru  
 January 1976

## For HP Field Sales Personnel

### NEWSLETTER INDEX

#### DATA SYSTEMS DIVISION

Title:	Author:	Vol.	No.	Date
<b>21MX/2100/DISComputers</b>				
MTRS Revisited	D. Hancock	3	1	11/07/75
MX/65 DISComputer Shipping	W. Gartin	3	1	11/07/75
21XX Data Comm. Interfaces	F. Gibbons	3	2	12/01/75
Hurrah!	L. Nelson	3	2	12/01/75
Foreign Power Cords	B. Senske	3	3	12/15/75
Kodak MTRS 93727A	F. Jackson/R. Edmonds	3	3	1/05/76
21MX Ad Wins Prize in Japan	B. Senske	3	3	12/15/75
Improvements in 21MX Mem. Rel.	J. Hofland/W. Gartin	3	3	1/05/76
Interfacing	L. Nelson	3	5	1/15/76
<b>DOS</b>				
Days to Minutes with HP DOS/IMAGE	J. Kleinberg	3	1	11/07/75
<b>9600 &amp; 9700 Systems/RTE</b>				
It's Easy to Put It All Together with RTE III	V. Diehl	3	1	11/07/75
What's Happening With the 2644 on RTE	F. Gibbons	3	1	11/07/75
Multi-User Real Time Basic	V. Diehl	3	1	11/07/75
Making Dist. Systems Work Better	D. Borton	3	1	11/07/75
RTE Pocket Guide	J. Streeter	3	1	11/07/75
9600MX Standard Specials Make It Easy	P. Palm	3	2	12/01/75
Lower Prices on Measurement Starter Set	P. Palm	3	2	12/01/75
24K for 96MX Measurement Systems	P. Palm	3	2	12/01/75
91063A/6940B Upgrades	D. Hendrix	3	2	12/01/75
Hurrah!	L. Nelson	3	2	12/01/75
HP Interface Starts to Roll	H. Amick	3	2	12/01/75
Questions & Answers on RTE III Marketing	V. Diehl	3	3	12/15/75
RTE II Documentation	V. Diehl	3	3	12/15/75
HP Journal Articles on RTE	V. Diehl	3	3	12/15/75
A Friendly Reminder	B. Hoke	3	4	1/05/76
RTE III Source as Special	H. Amick	3	4	1/05/76
9640 Mag Tape Options	J. Kleinberg	3	5	1/15/76
Remote Data Base Access Package	D. Hancock	3	5	1/15/76
<b>Discs</b>				
7905A Is Released	V. Kapoor	3	1	11/07/75
7905 Flying High	B. Daniel	3	1	11/07/75
Racking 7905's	V. Kapoor	3	1	11/07/75
Multi-CPU Kit for 7905A	V. Kapoor	3	3	12/15/75
Multi-CPU Access to 7905 Part II	V. Kapoor	3	4	1/05/76
Cabinet Racking of 7905A Discs	D. Hendrix	3	5	1/15/76
Multi-CPU Access to 7905	V. Kapoor	3	5	1/15/76
<b>Cabinets</b>				
Cabinet Racking of 7905A Discs	D. Hendrix	3	5	1/15/76

## DATA SYSTEMS DIVISION (Continued)

Title:	Author:	Vol.	No.	Date
<b>Division News</b>				
South American New Product Tour	V. Diehl	3	1	11/07/75
New Maintenance Price Book	A. Wagner	3	1	11/07/75
Love That Winning Feeling	J. Schoendorf	3	2	12/01/75
Senior Sales Seminar	J. Eckford	3	2	12/01/75
Additions/Corrections to November 1 Price Book	A. Wagner	3	2	12/01/75
Service Notes for OEMs	T. Winker	3	2	12/01/75
Join 9600 Sweepstakes	P. Palm	3	3	12/15/75
Sweepstakes Form	P. Palm	3	3	12/15/75
Order Processing Organization	J. Perdue	3	5	1/15/76
<b>Sales Engineer's Corner</b>				
NASA/Goddard Distributed Network	B. Blake	3	1	11/07/75
Congratulations to Dick Burkhardt	J. Streeter	3	1	11/07/75
Neely Finishes Strong	B. Hoke	3	2	12/01/75
Semmelroth Stars Shine	P. Wittman	3	2	12/01/75
Australian Super Sales Success	D. Hancock	3	2	12/01/75
HP is Number One in Taiwan	D. Hancock	3	3	12/15/75
Congratulations to Keith Charlton	J. Streeter	3	4	1/05/76
Ron Guyote Strikes Again	S. Kagan	3	4	1/05/76
International News	D. Hancock	3	4	1/05/76
Mike Young in Hawaii	H. Amick	3	5	1/15/76
Want More Tiger T. Shirts	S. Kagan	3	5	1/15/76
Customer Satisfaction Wins Out	F. Jackson	3	5	1/15/76
Bendix Computer Systems Purchasing Agreement	J. Schoendorf	3	5	1/15/76
<b>Miscellaneous</b>				
Congratulations on a Job Well Done	B. Holmes	3	2	12/01/75
The ISA — A Big Plus for You	J. Streeter	3	1	12/01/75
Foreign Power Cords	B. Senske	3	3	12/15/75
Selling to Caterpillar Tractor	J. Schoendorf	3	3	12/15/75
21MX Ad Wins Prize in Japan	K. Wu	3	3	12/15/75
Help!	R. Morgan	3	4	1/05/76
Have a System Prospect?	C. Scheifele	3	4	1/05/76
Successful Show in Tokyo	K. Wu	3	5	1/15/76
Welcome HP Puerto Rico	C. Avila	3	5	1/15/76

## DATA TERMINALS DIVISION

### 2640/2644

Customer Character Set Generation for 2640/2644 Terminal	T. Anderson	3	1	11/07/75
Going East	E. Grandjean	3	1	11/07/75
Don't Order A 12587B I/O Card	F. Gibbons	3	1	11/07/75
What's Happening With the 2644 on RTE	F. Gibbons	3	1	11/07/75
2644 Tape Cartridge Transfers with a 3000	C. Flock	3	1	11/07/75
2644 File Copy is a Snap	R. Ferguson	3	1	11/07/75
Immediate Success for 2644	E. Hayes	3	1	11/07/75
First for 2644A Mini Datastation	B. Bowden	3	2	12/01/75
2640A Firmware Upgrade Kit	J. Elliott	3	3	12/15/75
New 13250A Async Data Comm Printer Interface	J. Elliott	3	3	12/15/75
2644A Color Videotape	J. Elliott	3	3	12/15/75
13246A Printer Subsystem Now Discountable	J. Elliott	3	4	1/05/76
Questions on 2640 Series Terminal — Part III	J. Elliott	3	4	1/05/76
Terminal Memory Configurations vs Control Codes	R. Ferguson	3	4	1/05/76
Longer Cables for Terminals	R. Ferguson	3	4	1/05/76
Did You Know?	E. Grandjean	3	4	1/05/76
2640 Service Contract Prices Down	J. Sebring	3	5	1/15/76
Easy Forms for Terminals on 3000	R. Ferguson	3	5	1/15/76

**HP Computer Museum**  
**[www.hpmuseum.net](http://www.hpmuseum.net)**

**For research and education purposes only.**

## DATA TERMINALS DIVISION (Continued)

Title:	Author:	Vol.	No.	Date
<b>Division News</b>				
Data Terminals Marketing	E. Hayes	3	1	11/07/75
Free-Free-Free-Free	E. Hayes	3	1	11/07/75
Datamation Award to Terminal Ads	Anonymous	3	2	12/01/75
"Number 3000 is Delivered"	E. Grandjean	3	4	1/05/76
<b>Sales Engineer's Corner</b>				
Terminal Tiger of the Month	F. Ferguson	3	3	12/15/75



## GENERAL SYSTEMS DIVISION

### 3000

2644 Tape Cartridge Transfers with a 3000	C. Flock	3	1	11/07/75
3000's Sell Like Hotcakes	L. Hartge	3	3	12/15/75
Living Successfully in Terminal Oriented World	R. Manies	3	4	1/05/76
Introduction to HP 3000CX Video Tape	R. Manies	3	4	1/05/76

### Access/2000

Qualifying the IBM Host for 2000 Access	J. Wynbeek	3	1	11/07/75
2000 Access — RJE vs TSP/2000	J. Wynbeek	3	2	12/01/75
Qualifying the CDC Host for Access	D. Jorgenson	3	2	12/01/75
HP 2000F Timeshare System	C. Scheifele	3	4	1/05/76

### Division News

A "Benchmark Results" File	J. T. Kelley	3	2	12/01/75
Corporate Price List Changes for GSD	E. North	3	4	1/05/76

### Sales Engineer's Corner

3000 Sale to Rocky Mtn Bank Note Company	J. T. Kelley	3	1	11/07/75
Another 3000 Sale to Hughes	J. T. Kelley	3	2	12/01/75
One Sales Call = One 3000 Sale	D. Lund	3	2	12/01/75
Recent 3000 Closings	J. T. Kelley	3	4	1/05/76
The Top 3000 Sales Engineer	J. T. Kelley	3	4	1/05/76

## EDUCATION

2000F to 2000 Acc. Upgrades for Ed. Prod.	J. Danver	3	1	11/07/75
A Cost Effective RJE Station for Student Use	J. Danver	3	1	11/07/75
New Direct Mail/Show Flyer from Educ.	J. Danver	3	2	12/01/75
Latest Education Literature	J. Danver	3	3	12/15/75

Title:	Author:	Vol.	No.	Date
<b>SALES POLICIES AND CONTRACTS NEWS</b>				
OEM Warranty Option	C. Silberstein	3	2	12/01/75
Software Service Policy Revised	A. Wagner	3	4	1/05/76
GSA Contract #GS-095-35076	A. Soriano	3	4	1/05/76

## COMPETITION

Data General's Nova 3	W. Gartin	3	1	11/07/75
New Competitor for the 21MX	W. Gartin	3	2	12/01/75
Kodak MTRS Happenings	F. Jackson	3	3	12/15/75
We're Number 2	L. Nelson	3	3	12/15/75
Total on a System/3	B. Lewin	3	3	12/15/75
Interdata Competition	D. Hancock	3	3	12/15/75
Kodak MTRS 93727A	F. Jackson/R. Edmonds	3	4	1/05/76
HP, IBM and Industrial Training	J. Danver	3	4	1/05/76
A Call for Papers	J. Streeter	3	5	1/15/76

## CONTRIBUTED LIBRARY/USER'S GROUP

Status 2000 TSB Contributed Library	B. Mapp	3	3	12/15/75
HP 3000 Contributed Library	B. Mapp	3	3	12/15/75
3000 for Library Data Base	D. McGinn	3	4	1/05/76

## TRAINING

SYSTEM/3 Customer Conversion Course	J. T. Kelley	3	1	11/07/75
SYSTEM/3 Customer Seminars	J. T. Kelley	3	1	11/07/75
Meet Your Registrars	J. Price	3	1	11/07/75
GSD's System/3 Upgrade Program	R. Lewin	3	1	11/07/75
Neophyte Training	H. Amick	3	3	12/15/75
Customer Training	J. Price	3	3	12/15/75
DSD Customer Training Prices	T. Lowe	3	5	1/15/76
Computer Course Schedule — Europe	B. Kearey	3	5	1/15/76
A Course on Commercial Programming	F. Jorn	3	5	1/15/76

---

EDITORIAL NOTE: In case you were wondering where your second issue of the Newsletter for November 75 had disappeared to, look no further. There was only one issue of the Newsletter for November.