

# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

April 1989



Introducing the HP Vectra QS/20 PC — top-of-the-line desktop 80386 power

# HP CHANNELS

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Editor  
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*HP Channels* is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

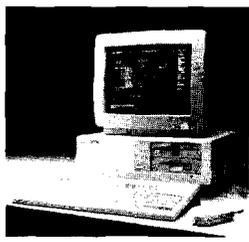
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**On the cover**

## HP CHANNELS



### On the Cover

The new HP Vectra QS/20 PC packs the power of a 20-MHz, 80386 processor in a compact desktop package. Ideal for complex business applications and CAD, the HP Vectra QS/20 PC has the power to speed through sophisticated PC solutions. See article on page 9 for more details.

HP CHANNELS  
April 1989

# Table of Contents

## PARTNERS WITH HP

- 1 The HP NewWave environment — your winning strategy for 1989

## PRODUCT NEWS

### Business Computers

- 2 **General**  
Special discounts on  
HP ALLBASE/QUERY,  
HP ALLBASE/4GL, and HP ALLBASE  
Procmon/V and Transform/V obsolescence  
HP OfficeShare family now supports  
Compaq PCs

### Technical Computers

- 3 **General**  
HP BASIC-UX system shipping  
BASIC 5.13 now shipping  
HP Pascal Language Processor products to  
become obsolete

### HP 1000

Announcing 5.1 release for HP 1000

### Personal Computers

- 6 **General**  
Introducing the HP Intelligent Graphics  
Controller  
Introducing the HP 20-inch Color Display

### 8 Portable

Discontinuance announcement for  
HP Portable Vectra CS PC

### 9 Desktop

Introducing a desktop star:  
the HP Vectra QS/20 PC

### Peripherals

### 10 Mass Storage

HP 7907A disk drive discontinuance plans  
HP 9123D discontinuance

### 11 Networks

ADCC Main to be removed from  
HP Price List

### 11 Printers

New HP PaintJet printer transparency film  
Does the ProCollection font cartridge  
replace other font cartridges?

### Supplies

### 13 Supplies

HP DIRECT order phone numbers

## CROSS-LICENSING CLASSIFIEDS

- 14 Software Packages Available and Wanted

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

**For research and education purposes only.**

# The HP NewWave environment—your winning strategy for 1989

Hewlett-Packard set an objective to assure the success of HP NewWave software developers in 1989. We know that delivering solutions to your customers is a very complex and difficult process.

To meet this challenge, we are committed to providing you with the very best development software, technical support, and training for your development projects. We believe that engineering excellence, satisfying developer needs, and forming strong business partnerships with the software development community are key ingredients that will enable you to leapfrog competition in the coming year.

Quickly responding to your changing development needs requires that we first understand your HP NewWave application development plans. If you have purchased an HP NewWave Developer Kit, you will soon receive a survey asking questions about your unique product development needs. By providing us with this information, we can create new programs that help market your applications, and also enhance future versions of the HP NewWave environment to keep your HP NewWave applications at the leading edge of technology.

To help you better understand the capabilities and benefits of HP NewWave Developer Products, we offer three new marketing communications products.

- The "HP NewWave Environment General Information Manual for Software Developers," P/N 5954-9517, is a comprehensive manual that presents a technical overview of the HP NewWave environment. Written from the perspective of a software developer, this document describes the process and benefits of developing the HP NewWave applications.

- "The HP NewWave Environment for Software Developers — Leverage the Opportunities" brochure, P/N 5959-8205, is a colorful four-page high-level overview that describes the benefits of developing HP NewWave applications and how you can leverage the highly advanced capabilities of the HP NewWave environment into your own applications.
- "The HP NewWave Environment — The Software Developers' Opportunity," videotape, P/N S-1071, is an exciting 20-minute videotape that quickly provides a basic understanding of the benefits of developing HP NewWave applications.

Contact your HP representative for more information on the HP NewWave environment or for copies of the literature and videotape mentioned above.



## Business Computers

General

### **Special discounts on HP ALLBASE/ QUERY, HP ALLBASE/4GL, and HP ALLBASE**

Significant discounts are available to users who previously purchased HP Visor/V and now wish to move up to HP ALLBASE/QUERY (HP's new query management facility). Discounts can also be obtained if you or your customers purchase the HP ALLBASE/4GL Relational Environment Bundle.

If some of your customers previously purchased HP Visor/V and now intend to upgrade to HP ALLBASE/QUERY on MPE XL, then please advise them that they can obtain a full rebate of the original purchase price for HP Visor/V. Any items that have been created and saved with HP Visor are fully compatible with HP ALLBASE/QUERY. It is planned that HP Visor/V (P/N 32425) will be matured beginning May 1, 1989. The support life of HP Visor/V is five years.

Discounts are also available to customers who purchase HP ALLBASE/4GL, HP ALLBASE/QUERY, and HP ALLBASE for their HP 9000 Series 800 system. These products make up the HP ALLBASE Relational Environment bundle — a close-knit family of products centered around the HP ALLBASE/SQL part of the HP ALLBASE DBMS. The HP ALLBASE Relational Environment bundle is priced about 15% less than the total for the three independent products.

To secure these discounts, please contact your HP representative.

General

### **Procmon/V and Transform/V obsolescence**

On November 1, 1989, Procmon/V and Transform/V will be removed from the HP Price List and will begin the five-year obsolescence cycle. Software support for both products will remain available until November 1994. During November 1989 through November 1994, these products will be available on the master installation tapes (MIT).

Now is a good time for you to review your present and future business needs to select a software development and maintenance methodology that is compatible with your future growth plans. HP offers a broad range of fourth-generation software development tools for you to consider.

General

### **HP OfficeShare family now supports Compaq PCs**

HP's OfficeShare family of network software products now includes support for selected models of Compaq personal computers as user workstations. Compaq PC users can access OfficeShare user services by running Revision B.00.0X.

#### **Supported Compaq PCs**

- Compaq Portable II
- Compaq Portable III
- Compaq DeskPro 386/16\*

- Compaq DeskPro 386/20\*
- Compaq Portable 386
- Compaq DeskPro 386/25
- Compaq DeskPro 386/S
- Compaq DeskPro 286\*

*Note:* Expanded memory cards must meet the LIM 3.2 specification. The AST Rampage AT EMS card was installed during testing. Other EMS cards may work. For StarLAN networks, the most current revision (60003) is recommended.

#### **Key features**

- Transparent disk and file sharing
- Transparent printer and plotter sharing and spooling
- PC application support and integrated solutions such as HP ACCESS, AdvanceMail, and Business System Plus
- Use with both HP 3000 and HP PC servers
- NetBIOS support for selected applications
- Terminal access and file transfer from PC to HP 3000, HP 9000 Series 300 and 800, HP 1000, and DEC VAX hosts.

*\*HP SERIAL not supported to HP 3000 servers.*

General

## HP BASIC-UX system shipping

HP BASIC-UX (also known as Rocky Mountain BASIC on HP-UX) is now shipping. HP BASIC-UX provides the user with a multitasking, networked, windowed Rocky Mountain BASIC workstation. HP BASIC-UX provides the existing functionality of HP BASIC on top of HP-UX.

HP BASIC-UX is positioned as the high-end offering in the Rocky Mountain BASIC product family. HP BASIC-UX also provides current HP BASIC users with a migration path from their existing HP 9000 Series 300 systems to future hardware and software products offered by HP.

The existing HP BASIC environment is maintained while offering the following additional benefits of the HP-UX operating system:

- X Windows
- Multitasking capabilities (the ability to run multiple HP BASIC-UX processes in windows)
- All HP-UX 6.2 networking (for example, Remote File Access, ARPA/Berkeley, Network File System, and SNA and DEC VMS network access via gateways)
- Access to HP-UX commands by way of a command-line escape from HP BASIC-UX
- Extended CSUB capability to allow programmatic access to HP-UX libraries, C, and FORTRAN programs

Other HP-UX benefits, such as high-resolution graphics, floating-point accelerator, databases, "full" VME support, and DOS software, will now be available to the Rocky Mountain BASIC user under HP-UX.

In addition, the HP-UX diskless workstation will satisfy many of the concerns that HP BASIC users have had. Some of the benefits of the diskless workstation include centralized system administration and security, lower cost, simplified system booting and operations over LAN, global clock synchronization for all workstations tied to a single server, and protection against harsh environments.

HP BASIC-UX is LOAD/STORE compatible with all HP BASIC (Version 5.1 and later) statements. Users will also be able to edit any existing HP BASIC program with the editor, which is the same familiar editor on the HP BASIC-WS.

HP BASIC-UX is not a replacement product for HP BASIC-WS or HP BASIC-DOS, but is rather an addition to the HP BASIC product family. HP BASIC-DOS remains the lowest-cost offering for the DOS marketplace. HP BASIC-WS is the high-performance leader that our current users know and appreciate. HP BASIC-UX is the high-end offering that provides HP BASIC with all the features of HP-UX, while still providing the existing HP BASIC environment.

General

## BASIC 5.13 now shipping

We have recently discovered defects in BASIC that we are repairing and are planning a new BASIC 5.13 release. All users on support services will receive a copy of BASIC 5.13. HP has committed to shipping BASIC 5.13 updates to users in May 1989.

All users who have 68030-based products (that is, HP 9000 Models 370, 360, 340, and 332) require the 5.13 version of BASIC to run properly.

Here are descriptions of five of the defects:

- In some cases, BASIC 5.11 does not work properly with 68030-based hardware when run with compiled code. BASIC 5.11 sets up the 68030 internal data cache in a way that could cause code produced by the BASIC compiler to fail. The failure occurs when BASIC 5.11 is run on a 68030-based SPU with compiled code. The failure can show up as incorrect results (with no error indication), SYSTEM ERRORS, or deadlocked systems. This defect was fixed in BASIC 5.12.
- TRANSFER to an LIF disk with 1024-byte sectors does not write the correct data to the disk. The first 768 bytes in a sector do not get the correct data and will retain the data that was there before the TRANSFER. The last 256 bytes of each sector are updated with the transfer data. HFS disks with 1024-byte sectors and LIF disks with 256-byte sectors are not affected by this defect.

*continued on next page*

- When a continuous TRANSFER is used to copy a file from an LIF disk to an HFS disk, data can be written to the wrong place on an HFS disk. The data is written beginning at sector 3. This usually results in writing over the boot area, making it impossible to boot from the disk. If the file being copied is large enough, the super-block can also be overwritten.
- Executing a SYSBOOT from BASIC 5.12 to an HP-UX system on a 68030-based machine will cause HP-UX 6.2 to fail.
- Executing INITIALIZE “:700;1” initializes “:700.” This could cause the hard disk at address 700 to be initialized rather than the flexible disk at address 700,1.

Other defects repaired are of a more minor nature. All users who have purchased BASIC support services will automatically receive the updated version. If you are not on support services, we strongly recommend the purchase of support for BASIC, since this is the most-efficient and least-expensive way to get updated to the latest revisions. Support services can be purchased by ordering 98616+TXX for Account Management Support, 98616+HXX for Response Center Support, and 98616+SXX for Software Materials Service (XX = the media option).

If you have concerns relating to the update, call your HP representative to discuss the specifics of the situation.

## General

### **HP Pascal Language Processor products to become obsolete**

Hewlett-Packard is planning to remove two HP Pascal Language Processor products from the HP Price List as of November 1, 1989.

The products entering support life on November 1 are listed below:

| Product No. | Description  |
|-------------|--|
| 82310A      | HP Pascal Language Processor (512 Kbytes; includes 82311A software)    |
| 82311A      | HP Pascal Language Software-Only option (includes software and manual) |

The scheduled dates for support life for these products are as follows:

| Support process            | Date                     |
|----------------------------|--------------------------|
| Removal from HP Price List | November 1, 1989         |
| Final orders accepted      | November 30, 1989        |
| Support life               | Through November 1, 1994 |

HP does not plan to remove the 82312A HP Pascal Language Processor with right-to-execute for application software end users. This product is useful for HP BASIC users, as well; therefore, it will remain on the price list.

Contact your HP representative if you have any questions about this obsolescence.

## HP 1000

### **Announcing 5.1 release for HP 1000**

Hewlett-Packard is committed to the continued support and service of HP 1000 users and the real-time open systems market. HP Data Systems Operation is the business entity recently created to focus on HP 1000 customers and their continued relationship with HP.

To meet these commitments, there will be ongoing investment in the HP 1000 product line. Included in this investment are the valuable benefits found in HP's latest software Release 5.1. This release addresses 300 customer-initiated requests and includes enhancements that improve HP 1000 users' productivity. Descriptions of a few enhancements follow and a list of affected products are shown in the table at the end of this article.

- *New command stack* — This aids in the recall and modification of previously entered commands with as few keystrokes as possible. For instance, the new command stack works harder by locating text strings in commands, executing multiple command lines as a group, and offering a greater number of editing functions. CI, Edit, Symbolic Debug, and FST all use the new command stack, presenting a common user interface. The library routines to implement the new command stack are documented, so it can be added to existing user software.

- *Enhanced file utilities* — There have been significant enhancements to utilities that examine the system and associated files more flexibly. The file-viewing utility, LI, now allows searching for regular expression patterns in files, skipping forward/backward in the text, and much more. The system status utilities, WH and IO, have been enhanced to help monitor processes.
- *Improved data handling* — 5.1 also incorporates a number of data-handling improvements. The file comparison utility, SCOM, is now three to four times faster and compares binary as well as text files. SCOM can also create a transfer file to be used by EDIT/1000 that will convert the first file to the second. EDIT/1000 includes a new command that will “fill” paragraphs like a word processor. For example, it will even “fill” text inside of a box or on just a portion of the page, allowing users to “fill” their comments in source code. EDIT/1000 now supports wider-screen terminals and uses the new command stack.
- *Enhanced disk space utilization* — For system managers, and others as well, another new utility was created that packs disk files with far greater efficiency than the existing FPACK utility, providing greater utilization of precious disk space. This utility, MPACK, has two modes of packing. It can compact files, eliminating extents and unused file space, or it can indicate where wasted space is located. Second, it can pack a CI disk volume and guarantee a contiguous free space of 99 percent of the total free space.

- *Faster program access with less disk I/O available on RTE-A* — For performance buffs, HP has added the RTE-6/VM program cloner, IDDUP, to RTE-A. This allows the quick creation of copies of processes by reducing the number of disk accesses necessary to create the copy. This feature should be used for any programs for which several copies are run (for example, EDIT, CI, LINK, and DEBUG).
- *New peripheral support* — New peripherals will be supported on RTE-A and RTE-6/VM at the 5.1 release.
- *Other enhancements* — For programmers, HP has added library routines to perform regular expression pattern matching and exchanging. New file management routines can control the pagination of the program’s terminal output.

Installation is now easier. HP has added options to both installation command files RTEA1 and VCI to transfer automatically to RTEA2 and VC2, respectively, and update library, catalog, and help directories. Thus, a complete RTE-A update can be accomplished with fewer transfer files.

For systems running RTE-6/VM, 5.1 introduces serial drivers that support the D-revision MUX firmware. The C-revision MUX firmware will still be available. The D-revision MUX firmware can be ordered as an option to the 12792C product.

In addition to the library and utility enhancements mentioned above, the CM breakmode command processor has been added to RTE-6/VM. Previously, this had only been available on RTE-A.

Many of the 5.1 prerelease users appreciate the new features and refuse to go back to anything older. This HP release began shipments to users in March 1989. As is always the case, once the 5.1 release ships, the 5.0 release will no longer be available.

#### Products affected by PCO 5.1

| Product No. | Description                    |
|-------------|--------------------------------|
| 92077A      | RTE-A                          |
| 92078A      | RTE-A/VC+                      |
| 92068A      | RTE-IVB                        |
| 92084A      | RTE-6/VM                       |
| 92071A      | RTE-XL                         |
| 24398B      | RTE-A/L Peripheral Diagnostics |
| 91747A      | Datashare/1000                 |
| 91750A      | DS/1000-IV                     |
| 94250B      | Forms/1000                     |
| 92836A      | FTN7X                          |
| 92069A      | IMAGE/1000                     |
| 92081A      | IMAGE/1000-II                  |
| 91782A      | MRJE/1000                      |
| 91790A      | NS/1000                        |
| 24612A      | Offline Diagnostics            |
| 92833A      | Pascal/1000                    |
| 92561A      | Migration Evaluation Kit       |
| 91782A      | RJE/1000                       |
| 92860A      | Symbolic Debug                 |
| 91751A      | X.25/1000                      |

## Personal Computers

General

### Introducing the HP Intelligent Graphics Controller

On March 1, 1989, Hewlett-Packard announced its entry into the high-resolution PC graphics card market with the introduction of the HP Intelligent Graphics Controller (P/N 82328A). This product is the first member in a family of high-resolution graphics cards.

A key component of HP's 1989 PC CAD program, the HP Intelligent Graphics Controller gives PC and PC-AT compatible users the resolution and performance necessary to run PC CAD and other graphics-intensive applications. Coupled with compatible monitors such as HP Color Displays, HP High-Resolution Color Monitors, or other industry-standard monitors, the HP Intelligent Graphics Controller allows an extensive array of software packages to be displayed at 1024 by 768 noninterlaced resolution in 16 colors. An optional Emulation Module (P/N 82329A) provides EGA compatibility for those applications that do not utilize the high-resolution mode.

#### Product features

Based on the Texas Instruments TMS34010 graphics system processor, the controller provides high-speed vector, polygon, and circle generation and offers the following features:

- *Extensive software compatibility* — The comprehensive set of software drivers available for the HP Intelligent

Graphics Controller provides support for a wide variety of applications including AutoCAD, VersaCAD, Personal Designer, Micro Cadam Cornerstone, DataCAD, P-CAD, Conception 3D, GBG, and Word Perfect. Support for MS Windows/286, GEM, and GSS CGI provides access to over 200 other applications.

The optional Emulation Module provides compatibility with over 5,000 EGA applications. This module features "daughterboard" construction — it is built onto the controller card so the entire set requires only one slot. This product meets the needs of users who do not already own a standard PC video interface, or users who prefer to use a single monitor for their standard and high-resolution applications.

- *Industry-standard hardware compatibility* — The HP Intelligent Graphics Controller was designed with configuration flexibility in mind. PC and PC-AT bus personal computers as well as monitors from HP, Hitachi, NEC, and Mitsubishi can be used to create the PC CAD system that best meets the user's needs.
- *Optimized for high-performance 2D graphics* — The HP Intelligent Graphics Controller provides PC and PC-AT bus personal computers with

the noninterlaced 1024 × 768 resolution and the performance that is needed for demanding 2D graphics applications. It also provides 16 colors from a palette of 4,096. The controller comes with 896 Kbytes of on-board memory. A portion of the dynamic RAM (512 Kbytes) is available for other uses, such as storing program code for direct execution by the TMS34010. The user can expand this to a total of 2 Mbytes (using HP 82303A 512-Kbyte RAM expansion kit).

#### Ordering information

| Product No. | Description                        |
|-------------|------------------------------------|
| 82328A      | HP Intelligent Graphics Controller |
| 82329A      | Emulation Module                   |

#### Literature

| Lit No.   | Description       |
|-----------|-------------------|
| 5952-6356 | Data sheet        |
| 5952-6357 | Software guide    |
| 5952-6358 | Performance brief |

Microsoft is a U.S. registered trademark of Microsoft Corporation.

General

## Introducing the HP 20-inch Color Display



Bring CAD, DTP, and window environments to life with HP's new 20-inch high-resolution color display (P/N D1187A). The HP 20-inch Color Display offers a price-competitive high-resolution display with superior display performance to users who need large screen and/or high resolution.

Compare the HP 20-inch Color Display to any other high-resolution display. Few competitors can match the vivid colors and brightness, the sharp

focused characters and images, and crisp, straight lines that frame the image. The color display, along with HP's new Intelligent Graphics Controller (P/N 82328A), provide HP Vectra PC and other PC-AT compatible users with a high-quality 1024 × 768 resolution video solution.

Also available is a custom-fit tilt and swivel base (P/N D1189A) for the HP 20-inch Color Display. This base

offers user control of the display's viewing angle, which allows adjustments for room lighting.

### Product features

- Multiscanning (multiple resolution) capability ranging from 640 × 480 (VGA) through 1280 × 1024 (30-64 kHz)
- Analog display with RGB interface
- Superior display performance
  - Dynamic Focus Control for improved corner focus
  - Excellent brightness and contrast control for vivid colors
  - Front panel controls and power on/off for easy access
- Automatic synchronization — display automatically senses and synchronizes on one of the four most popular resolutions preprogrammed into the digital, microprocessor-controlled memory (additional settings easily added).
- Digital controls — provide repeatability and accuracy of adjustments

### Ordering information

| Product No. | Description                                       |
|-------------|---|
| D1187A      | HP 20-inch Color Display                          |
| D1189A      | Tilt and swivel base for HP 20-inch Color Display |



Portable

## **Discontinuance announcement for HP Portable Vectra CS PC**

Beginning January 1, 1989, a price decrease was made on limited quantities of HP Portable Vectra CS PC units (Models 10 and 20). Quantities of U.S. English versions are no longer available, however, there are still limited quantities of foreign language versions.

The sales of the HP Portable Vectra CS PC have been in steady decline due to the technological advances that have progressed well beyond the 7.16-MHz, 80C86-compatible PC Portable Vectra CS PC. Consequently, the HP Portable Vectra CS PC and many of its accessories will be discontinued on May 1, 1989. All of the remaining accessories will be discontinued on July 1, 1989.

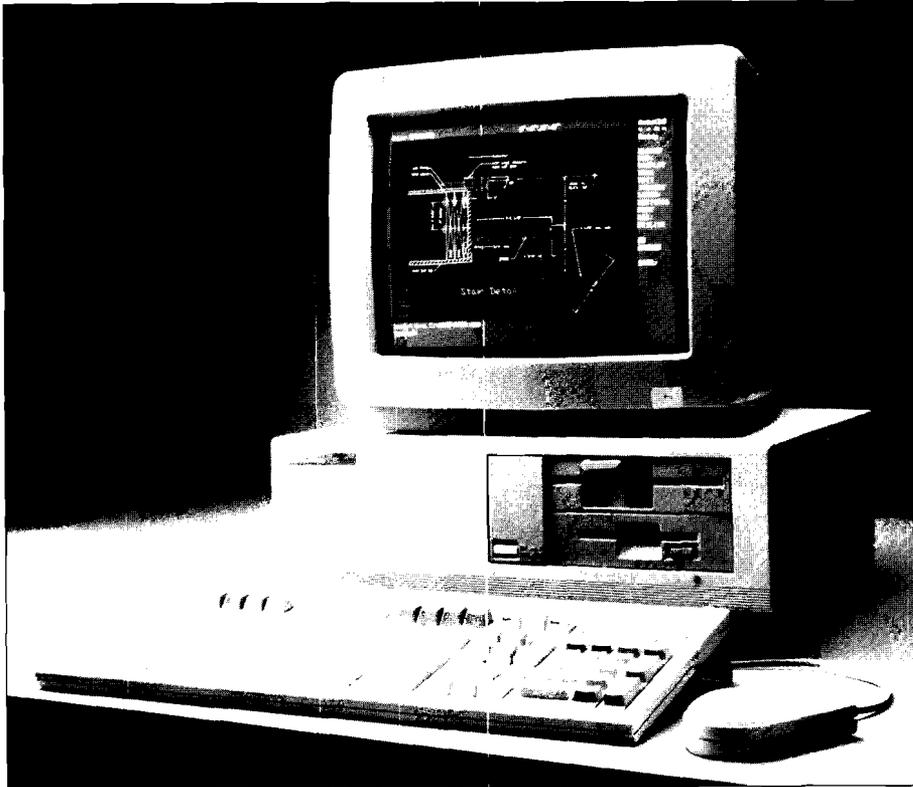
Our strategy is to migrate our current users to the HP Vectra LS/12 laptop PC. Users who migrate will realize immediate benefits in price/performance of this product.

The HP Portable Vectra CS PC will enter into a five-year support life to begin on May 1, 1989.

| Products to be discontinued   | Description   | Discontinuance Date |
|---|---|---------------------|
| DI001A (Model 10)<br>Options ABA, ABB, ABD,<br>ABE, ABF, ABG, ABK,<br>ABN, ABP, ABQ, ABR,<br>ABS, ABU, ABY, ABZ,<br>ACC, ACD, ACE | HP Portable Vectra CS PC<br>dual flexible disk drives           | May 1, 1989         |
| DI009A (Model 20)<br>Options ABA, ABB, ABD,<br>ABE, ABF, ABG, ABK,<br>ABN, ABP, ABQ, ABR,<br>ABS, ABU, ABY, ABZ,<br>ACC, ACD, ACE | HP Portable Vectra CS PC<br>20-Mbyte hard disk drive<br>version | May 1, 1989         |
| DI002A  | 1200-baud modem   | May 1, 1989         |
| DI003A  | 2400-baud modem   | July 1, 1989        |
| DI004A  | Dual serial card  | May 1, 1989         |
| DI004A<br>Opt. 001  | Dual serial card with 1 Mbyte<br>EMS                            | May 1, 1989         |
| DI004A<br>Opt. 002  | Dual serial card with 2 Mbytes<br>EMS                           | July 1, 1989        |
| DI006A  | Technical reference manual                                      | May 1, 1989         |
| DI007A  | Softcase  | May 1, 1989         |
| DI008A  | 1-Mbyte EMS kit   | July 1, 1989        |
| DI001-60009BT   | Replacement battery pack  | May 1, 1989         |
| 5061-4335   | Battery charger   | May 1, 1989         |

Desktop

## Introducing a desktop star: the HP Vectra QS/20 PC



The most powerful desktop member of the HP Vectra PC family — the HP Vectra QS/20 PC — is now available. This outstanding computer combines the electronics of the award-winning HP Vectra RS/20 PC (*PC* magazine, June 28, 1988, "Editor's Choice") with the HP Vectra PC desktop package. Combining HP's recognized reliability and expandability, the HP Vectra QS/20 PC will be sure to satisfy the needs of the most demanding users.

The new HP Vectra QS/20 PC is ideal for complex business applications such as large spreadsheets, databases or presentation graphics, for desktop publishing, and for entry-level CAD/CAE

applications. The HP Vectra QS/20 PC with its 20-MHz 80386 processor has the power to speed through today's and tomorrow's sophisticated personal computer solutions.

### Advanced technology

Both the hardware and the system software reflect the HP Vectra QS/20 PC's use of state-of-the-art technology.

- High-speed 108- and 152-Mbyte ESDI hard disk subsystems with less than 17 millisecond seek times have been developed for the HP Vectra QS/20 PC to provide superior performance and reliability (available second calendar quarter 1989).

- The use of surface-mount and VLSI technology saves space and promotes reliability.
- A dual-bus architecture provides a dedicated 20-MHz 32-bit path for fast memory access and an industry-standard (ISA) bus for I/O.
- Single In-Line Memory Modules (SIMMS) allow full system memory expansion up to 16 Mbytes without taking up an I/O slot.
- The Intel 80387 math coprocessor running at 20 MHz is supported for calculation-intensive applications.
- Disk caching provides superior performance for disk-intensive applications.
- Lotus/Intel/Microsoft® Expanded Memory Specification (LIM EMS) 4.0 enables MS-DOS® applications written for LIM EMS to broaden the capability of installed memory.
- Terminal emulation offers easy connectivity to HP 3000 and other computer systems.

### Tested compatibility

The HP Vectra QS/20 PC has been thoroughly tested for compatibility to allow the use of any of the thousands of applications and accessory cards currently available for the IBM PC/AT industry-standard architecture. Operating systems that are fully compatible include MS-DOS 3.3, SCO XENIX, Microsoft OS/2 1.0 Version A, and Microsoft Windows/386. HP's commitment to industry standards ensures a smooth growth path into the future for customers, thus protecting their initial investments.

### Solution platforms

The HP Vectra QS/20 PC is particularly well suited for complex applications in the office, large-scale business applications, and CAD/CAE environments.

- **Power office users** — With its large memory capacity and built-in support for LIM EMS 4.0 expanded memory, the HP Vectra QS/20 PC is a superb platform for MS Windows, MS Excel, and all the feature-rich MS Windows-compatible applications. The HP NewWave environment will perform well on this machine. When coupled with the HP ScanJet scanner and HP LaserJet Series II printer, the HP Vectra QS/20 PC provides the engine for a high-throughput desktop publishing solution.
- **Business applications** — With its 20-MHz 80386 processor, memory extension up to 16 Mbytes, and high-capacity, high-speed half-height drives in a small package, the HP Vectra QS/20 PC is the ideal

workstation for handling large spreadsheets and for quickly manipulating huge databases.

- **CAD/CAE applications** — When combined with an HP plotter and HP graphics tablet, the HP Vectra QS/20 PC becomes a very price-competitive top performer and significantly boosts the productivity of small engineering enterprises.

### Ordering information

All HP Vectra QS/20 PCs come standard with 1 Mbyte of user memory, a flexible disk controller, an ESDI or ST-506 hard disk controller, a serial port, and a parallel port. All systems include a keyboard and an HP Vectra QS PC kit. A language option must be specified when ordering.

| Product No. | Model | Flexible disk size | Hard disk (Mbytes) | Hard disk controller | Video adapter |
|-------------|-------|--------------------|--------------------|----------------------|---------------|
| DI420A      | 10e   | 5¼-inch            | none               | ESDI                 | none          |
| DI427A      | 15e   | 3½-inch            | none               | ESDI                 | none          |
| DI422A      | 46    | 5¼-inch            | 40                 | ST-506               | VGA           |
| DI424A      | 47    | 3½-inch            | 40                 | ST-506               | VGA           |
| DI425A*     | 100e  | 5¼-inch            | 108                | ESDI                 | none          |

\*Available second calendar quarter 1989.

### Accessories related to HP Vectra QS/20 PC

| Product No. | Description                       |
|-------------|-----------------------------------|
| DI640A      | 1-Mbyte, 80-ns memory upgrade kit |
| DI642A      | 4-Mbyte, 80-ns memory upgrade kit |
| DI440A      | Memory expansion adapter          |
| DI670A      | Intel 80387 coprocessor           |
| DI445A*     | 108-Mbyte ESDI hard disk drive    |
| DI446A*     | 152-Mbyte ESDI hard disk drive    |

\*Available second calendar quarter 1989

*Lotus is a U.S. registered trademark of Lotus Development Corporation. Microsoft® and MS-DOS® are U.S. registered trademarks of Microsoft Corporation.*

## Peripherals

Mass Storage

### HP 7907A disk drive discontinuance plans

Hewlett-Packard reminds you once again of the discontinuance plans for the HP 7907A (20-Mbyte fixed/20-Mbyte removable) disk drive.

This product will be removed from the HP Price List on December 1, 1989. Users with special concerns regarding this discontinuance should contact their HP representative.

Mass Storage

### HP 9123D discontinuance

Hewlett-Packard is announcing the discontinuance of the HP 9123D. The HP 9123D is a dual 3½-inch double-sided floppy drive for the HP 150/Touchscreen II PC. The discontinuance of the HP Touchscreen II PC is scheduled for May 1989. The HP 9123D, used only with the HP Touchscreen II PC, will be discontinued at approximately the same time.

We recognize that this notice is shorter than we like to give our users. Contact your HP representative if you have any particular concerns about the discontinuance of this product.

Networks

## ***ADCC Main to be removed from the HP Price List***

The asynchronous data communications controller (ADCC Main), P/N 30018A, will be removed from the May 1 HP Price List. The ADCC has been used to interface with local and remote point-to-point display terminals, printing terminals, and character printers to the HP 3000 Series 52 and 58.

Sales of the ADCC Main have been restricted to new HP 3000 Series 52 and 58 systems since March 1, 1988. Only one ADCC Main, used for console support, could be purchased per new system. HP Series 52 and 58 are the last systems on the price list to support the ADCC Main. These systems were removed from the price list on March 1, 1989, and so the ADCC, along with the ADCC cable, P/N 30021C, will also be removed.

Printers

## ***New HP PaintJet printer transparency film***

On April 1, 1989, HP introduced a new HP PaintJet color graphics printer transparency film. Our new film is designed to provide full-page printing, trouble-free image centering, and easier alignment.

HP accomplished this by adding a one-inch "leader" of film and backing sheet to our standard film. This leader fits up

under the paper bail to provide an extra inch of printing space. Because the film leader is actually a separate piece, it provides a clear "top-of-form" indicator during loading and then removes easily after printing.

We have also reduced the width of A-size film from 8.5 to 8.4 inches to facilitate easier loading and alignment. Now film can be fed into the HP PaintJet printer without having to adjust the right sprocket wheel.

The new HP PaintJet color graphics printer transparency film can be ordered by calling HP DIRECT. Specify P/N 51630Q for A-size film and P/N 51630S for A4-size film. See the HP DIRECT phone ordering numbers after this section.

Printers

## ***Does the ProCollection font cartridge replace other font cartridges?***

On February 1, 1989, Hewlett-Packard introduced the ProCollection font cartridge. This new cartridge contains a variety of fonts that are also offered in other HP LaserJet printer font cartridges. The question has resulted, "When should I buy the ProCollection font cartridge?"

### ***New font cartridge users***

Users who are buying their first HP LaserJet printer font cartridge and need fonts for general word processing and spreadsheet applications should

probably purchase the ProCollection font cartridge. But remember, users who need more specialized fonts for technical word processing, math and scientific applications, bar codes, presentations, business forms or some other specific areas should look at the cartridges designed for these applications.

Users should also determine what software packages they will be using. Users may need to contact the software vendors listed at the end of this article to obtain the software update with a printer driver for the ProCollection cartridge. If your software does not yet support the ProCollection cartridge, your HP representative can recommend a similar HP font cartridge that is supported by your software. HP does not recommend the user attempt to use the ProCollection cartridge with the drivers for the older cartridges. The user may be unsatisfied with the results of using the wrong driver.

### ***Repeat font cartridge users***

Some users may want to replace an older cartridge, such as the 92286B cartridge, with the more versatile ProCollection cartridge. This will work as long as users update their software to support the ProCollection fonts. However, some documents formatted and printed with an older cartridge may look quite different when printed with ProCollection fonts. Thus, users will need to keep the older cartridge for printing existing documents, and use the ProCollection cartridge for printing new documents.

*continued on next page*



## ProCollection font cartridge software support

| Vendor                 | Package                      | Support expected | Driver available for existing users               | Comments   |
|------------------------|------------------------------|------------------|---|--|
| Aldus                  | PageMaker                    | TBD              | TBD   | Dependent on Windows driver  |
| Ashton-Tate            | MultiMate                    | March 1989       | Call Ashton-Tate Customer Assist at 203-247-3445  |  |
| Borland                | Quattro                      | February 1989    | Call Borland Customer Assist at 543-7543          |  |
| Computer Associates    | SuperCalc 5                  | April 1989       | Call Computer Associates at 408-432-1764          |  |
| IBM                    | DisplayWrite family for DOS  | TBD              | TBD   |  |
|                        | DisplayWrite family for OS/2 | TBD              | TBD   |  |
| Indigo                 | JetForm                      | February 1989    | Call Indigo Customer Assist at 267-9976           |  |
| Insight Development    | LaserControl                 | March 1989       | Call LaserControl Customer Assist at 415-626-9558 | A utility that can aid in using ProCollection fonts in other applications                |
|                        | MacPrint                     | February 1989    | Call MacPrint Customer Assist at 415-376-9451     |  |
| Lifetree Software      | Volkswriter                  | March 1989       | Call Lifetree Customer Assist at 408-373-4904     |  |
|                        | Total Word                   | March 1989       | Call Lifetree Customer Assist at 408-373-4904     |  |
| Lotus                  | 1-2-3 Rel. 2.01              | N/A              |   | 1-2-3 does not support fonts directly, though they can be accessed through setup strings |
|                        | Manuscript                   | TBD              | TBD   |  |
| MicroLogic Software    | Laser Menu                   | February 1989    | Call MicroLogic Customer Assist at 415-652-5464   |  |
| MicroPro International | WordStar                     | February 1989    | Call MicroPro Customer Assist at 669-1250         |  |
| Microsoft              | Word 5.0                     | TBD              | TBD   | This applies for all Windows applications dependent on Windows support                   |
|                        | Windows 286                  | TBD              | TBD   |  |
|                        | Windows 386                  | TBD              | TBD   |  |
|                        | Excel                        | TBD              | TBD   |  |
| Polaris Software       | Font Control                 | February 1989    | Call Polaris Customer Assist at 619-743-7800      |  |
| Samna                  | Samna Word                   | March 1989       | Call Samna Customer Assist at 404-256-2272        |  |
| Symantec Software      | Q&A Family                   | February 1989    | Call Q&A Write Customer Assist at 408-252-5700    |  |
|                        | Grandview                    | March 1989       | Call Grandview Customer Assist at 408-964-6200    |  |
| Xyquest                | Xywrite III                  | February 1989    | Call Xyquest Customer Assist at 617-671-0888      |  |
| WordPerfect            | WordPerfect 5.0 and 4.2      | February 1989    | Call WordPerfect Customer Assist at 800-541-5097  | There may be a small charge for the upgrade  |

## Supplies

### Supplies

#### HP DIRECT order phone numbers

HP DIRECT Fast Phones—the easy, direct way for users to order supplies, accessories, media, furniture, and software from HP DIRECT.

| Location            | Telephone Number   |
|---------------------|--|
| Australia           | (03) 895-2645<br>(03) 895-2615<br>(03) 895-2815<br>(03) 895-2861<br>(03) 895-2619<br>(800) 339-861 (toll-free) |
| Austria             | (0222) 2500-614/615/616  |
| Belgium/Luxembourg  | (02) 761 31 11   |
| Canada              | 800-387-3154   |
| Toronto Local       | 416-671-8383   |
| Denmark             | (043) 01 640   |
| Finland             | (90) 887 2361  |
| France              | (1) 69 86 17 25  |
| Greece              | (01) 672 6090  |
| Italy               | (02) 9236 9702   |
| Japan               |  |
| Osaka               | 06 300 3150  |
| Sagamihara          | 0427 59 1321   |
| Middle East/Africa, |  |
| Geneva              | (022) 831212   |
| Norway              | (02) 24 60 90  |
| South Africa        |  |
| Johannesburg        | (011) 802 5111   |
| Cape Town           | (021) 537 954  |
| Spain               | (91) 637 4013<br>(91) 637 0011   |
| Sweden              | (08) 750 2400  |
| Switzerland         | (057) 31 24 90   |
| The Netherlands     | 06-0501  |
| United Kingdom      | (0734) 44 12 12  |
| United States       | 800-538-8787   |
| West Germany        | (0130) 3322  |

## Software Packages Available and Wanted

If you have a software package available for cross-licensing, or are looking for a package to cross license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classifieds (at no charge), see the address at the end of this section.

### Software Packages Available

**Industry:** *Cross Industry—HP 9000 network users*

**Abstract:** ISIS is a toolkit for constructing distributed programs under HP-UX and other versions of UNIX systems. ISIS provides a wide range of mechanisms for problems that include management of replicated in-core or disk data structures, distributing a computational task over a set of programs, synchronization of access to shared resources, fault-tolerance, automated restart after failures, integration of a recovered component into an online system, and dynamic reconfiguration to adapt to changing loads, failures, or other application-specific events.

ISIS is unusual because it supports a virtually synchronous style of execution and includes process grouping and group communication mechanisms. These help in structuring distributed computations and simplify the implementation of distributed algorithms. As a result, ISIS is a system in which programmers can rapidly build fault-tolerant distributed software with no special training.

ISIS is also highly interoperable and will support networks containing a wide variety of vendor hardware and versions of the UNIX system, including the HP 9000 Series 300 and 800 machines running HP-UX. Byte swapping and other data format conversions are performed automatically and there is a minimum of distributed "connection establishment" mechanism to deal with. Although ISIS is currently used only within C programs, during the first quarter of 1989 interfaces to FORTRAN 77 and Common Lisp will be released. A single application can combine software written in any of these languages and running on any combination of these machines.

Typical ISIS applications include a manufacturing company that is using ISIS on the factory floor, as part of a VLSI fabrication system, a signal processing firm that is using ISIS in part of a worldwide system for collection and analysis of seismic signals, and a stock brokerage firm that is using ISIS as part of its on-line trading systems. More than 170 copies of ISIS have now been distributed worldwide.

ISIS was developed and is presently supported by the ISIS Project in the Department of Computer Science at Cornell University. The system itself is publically available at no fee.

**Address:** Upson Hall  
Cornell University  
ISIS Project (Attn: M. Schimizzi)  
Department of Computer Science  
Ithaca, NY 14853  
U.S.A.

**Phone:** 607-255-9198

**E-mail:** schiz@cs.cornell.edu

**Contact Person:** Margaret Schimizzi

**Support:** Although the ISIS Research group is supporting ISIS to the extent that it can, it is also possible to obtain support contracts and additional consulting services on a fee basis from a company affiliated with the group.

**Address:** ISIS Distributed Systems, Inc.  
Dr. Kenneth P. Birman, President  
501 Salem Drive  
Ithaca, NY 14850  
U.S.A.

**Phone:** 607-255-9199

**E-mail:** birman@cs.cornell.edu

**Industry: Retail**

**Abstract:** Crowe, Chizek and Company, a midwest public accounting firm, is releasing its point-of-sale (POS) software package. This POS package provides the ability to combine the MCBA Distribution System with a point-of-sale operation. This approach combines the ease of use and efficiency of a POS terminal with the immediate integration and power of a multiuser distribution system. This combination is possible without investing in expensive and specialized POS devices.

**Features**

- Accessible through the MCBA Customer Order Processing module
- POS control file that designates by POS device:
  - Valid POS payment methods (cash, credit card, check)
  - Ability to specify if coupons are acceptable
  - General Ledger account number specification for each payment type
  - Running total of sales by each payment type (check, credit card, etc.)
  - Escape sequence for opening of cash drawer
  - Cumulative sales total for cash drawer
- On-line validation and updating of inventory
- Ability to read bar codes and UPC codes
- Interface to a cash drawer that is opened from an HP 700/92 terminal
- Ability to add multiple screens of items with 15 line items per screen
- Ability to review all items on a cash sale by scrolling forward and backward through multiple screens
- Option to add, change, and delete line items during cash sale processing
- Ability to use MCBA's pricing structure to calculate default pricing
- Default calculation of sales tax amount for taxable items

- Automatic calculation of change due after amount tendered is entered
- Printing of a sales slip that includes:
  - Company name and address
  - Time and date of sale
  - Each line item
  - Item taxable flag
  - A "Thank You" message
- Ability to track POS transactions through MCBA's Sales History module
- Ability to print on-demand reports of sales by cash drawer at any time during the day, including a breakdown of sales by payment type
- Two days of training and installation services provided with the first installation of the package at no extra cost

**Requirements:** HP 3000 (any series) and one or more workstations. Each workstation consisting of an HP 700/92 terminal, a receipt printer, a bar code reader, and a cash drawer.

*Company Name:* Crowe, Chizek and Company

*Address:* 55 Campau Avenue, N.W.  
Grand Rapids, MI 49503  
U.S.A.

*Phone:* 616-774-0774

*Contact Person:* Jack Andrzejak CDP

*Type of Distributor Wanted:* Open

*Geographic Coverage:* United States

**Industry:** *Cross Industry*

**Abstract:** The Corporate Retriever (TCR) is a free text retrieval system developed by QCOM Pty. Ltd., a long established Brisbane software company.

The product is used to interrogate text databases, usually word-processing systems. In the HP environment, there is a direct interface to HP Word documents and ASCII files. Documents can be indexed 'in situ' without copying from their usual environment.

Using simple English commands:

FIND (references to words, numbers, phrases, or combinations thereof)

LIST (the document titles)

BROWSE (display any or all of the listed documents)

Users require little more than two hours training to become proficient researchers of the database.

Documents can be structured into variable length sections — "Text Section Names," giving the product application in an endless number of ways.

User-defined names allow the researcher to search WITHIN a section, for example:

FIND SHAKESPEARE WITHIN AUTHOR

FIND COBOL WITHIN SKILLS.

Wildcards are available, for example:

FIND L?D

Will find LOAD, LIED, LEAD, etc.

FIND SHARE?\*

Will find 'SHARE' and all words longer, e.g.,

SHARES

SHAREHOLDER

SHAREBROKER, etc.

A phonetic search will find words that sound similar to the search term.

AND, OR, EXCEPT, NEARBY, Boolean logic can be used in complex search patterns.

Commonly used searches can be stored.

Retrieved text can be stored or printed.

Basically a horizontal market product, TCR is predominantly used in the government, legal, research, and financial markets.

Versions are available for the HP 3000, UNIX, and MS-DOS equipment, among others.

Users in Australia/New Zealand include federal, state, and local governments, major legal companies, and police forces; whereas, in the U.K., the 200-plus user base is primarily in the private sector — Reckitt and Coleman, Barclays and Midland Banks, Prudential Assurance, Price Waterhouse, The Stock Exchange, The Bank of England, RTZ, etc.

An attractive distributor package is available to an organization prepared to invest some effort to get the product to market.

Fully functional MS-DOS demonstration systems are available priced at U.S. \$200 (cash with order).

**Company:** QCOM Pty. Ltd.

**Address:** 457 Upper Edward Street,  
Brisbane Qld. 4000  
Australia

**Phone:** 617-839-3544

**Fax:** 617-832-2110

**Contact:** Patrick F. Wood  
Divisional Manager

**Type of Distributor Wanted:** Open

**Geographic Coverage:** United States  
Central Europe  
Southeast Asia

**Industry:** *Manufacturing — programmable controller users*

**Abstract:** MDT, Inc. is a software development firm specializing in UNIX system-based software for the support of programmable controllers. The ProDoc software family provides integrated PLC program development and documentation capabilities for Allen-Bradley controllers. Additional software packages provide for data transfer via data highway, ASCII dumps, to/from XL-2/XL-3.

**Features**

Marketed since 1983, ProDoc provides an easy-to-learn menu and command system. The same user interface is implemented for PLC-2, PLC-3, or PLC-5 packages. The integrated software provides for simultaneous program development and documentation. The ladder diagram with its associated documentation is displayed for development and modification of logic, dual reference descriptions, and extensive commentary in five different fields.

Work-reducing features include instantaneous display of current cross-reference information; powerful search/replace/modify/copy/move/paste commands; quick display and modification of data-table values. A unique program comparison feature compares two versions of a program and prints or displays rungs containing differences.

ProDoc provides many reports including a fully-documented and cross-referenced ladder listing; reference and cross-reference reports; various data-table prints.

**Requirements**

HP-UX on the HP 9000 Series 300 or 800; also available on other UNIX system-based computers.

**Company Name:** MDT, Inc.

**Address:** P.O. Box 70757  
Marietta, GA 30007-0757  
U.S.A.

**Phone:** 404-587-2653

**Contact Person:** Lisa Ladd Myers

**Type of Distributor Wanted:** Experience with factory automation, and UNIX system software applications

**Geographic Coverage:** Worldwide

**Industry:** *Cross industry*

**Abstract:** Operations Control Systems develops and markets an integrated line of data center management software for the HP 3000. The product line includes the following:

- **OCS/EXPRESS — Multiple-CPU batch job management system.** OCS/EXPRESS runs the data center 24 hours per day, controlling complex production schedules automatically and launching jobs in exactly the right sequence. OCS/EXPRESS includes fully integrated Tape Library and Chargeback Modules. OCS/EXPRESS is the leading job scheduler for the HP 3000.
- **OCS/LIBRARIAN — Multiple-CPU program library management and version control system.** OCS/LIBRARIAN manages source code libraries, controls changes to versions and releases, and automates file movement from development to production. OCS/LIBRARIAN has recently been purchased by Hewlett-Packard for use within its data centers worldwide.
- **OCS/PRIVATE — Password management, access control, and automatic logoff system.** OCS/PRIVATE provides comprehensive control, yet retains the ease-of-use necessary for user acceptance.

**Company Name:** Operations Control Systems

**Address:** 560 San Antonio Road  
Palo Alto, CA 94305  
U.S.A.

**Phone:** 415-493-4122

**Fax:** 415-493-3393

**Contact Person:** Jonathan Rosenberg

**Type of Distributor Wanted:** Open

**Geographic Coverage:** Worldwide

You can list your company in the **Cross-Licensing Classifieds** (either Software Packages Available or Software Packages Wanted) by sending the information in the format used here to:

Hewlett-Packard Company  
Value-Added Channels Development  
Attn: Marilyn Rauchle  
19091 Pruneridge Ave.  
Building 46UV  
Cupertino, CA 95014  
U.S.A.

Entries will run for two months. The most recent additions are shaded. Be sure to send the information in at least one month before you wish it to appear.

**How to get your name added to the distribution for *HP Channels***

If you work for a company that is a value-added business for Hewlett-Packard and want to receive a courtesy subscription to *HP Channels*, call Hewlett-Packard and have your sales rep add your name to the distribution list.

**HP sales reps only:** To add new U.S. or Canadian accounts to the distribution for *HP Channels*, please fill out a copy of "The Data Kit for Value-Added Businesses," P/N 5954-9091D, and return it to the appropriate contact listed on the cover page of the data kit. To add additional contact names to existing accounts, use your VALID edit sheets.

**For accounts outside of the U.S. and Canada:** contact Tracy Wester for the name of the person responsible for the distribution of *HP Channels* in your country.

Please address editorial correspondence to Tracy Wester at address listed below.

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## *HP CHANNELS*

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*Tracy Wester, Editor*

*Corporate Marketing Communications*

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