

# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

August 1989



## Spotlight on MPE XL Performance Tools from Hewlett-Packard

# HP CHANNELS

Volume 8, No. 10

Editor  
**Tracy Wester**

*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.

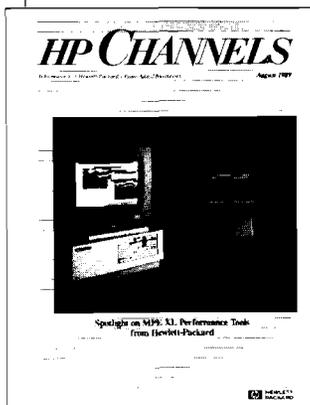
For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

**See back cover for subscription information.**

*Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.*

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**On the cover**



HP LaserRX/MPE and HP GLANCE/XL performance management tools are available now for MPE XL systems. Together, these products provide a better way for users to manage their HP 3000 MPE XL systems. See article on page 3.

HP CHANNELS  
August 1989

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

**For research and education purposes only.**

# HP's corporate identity — new look means new opportunities

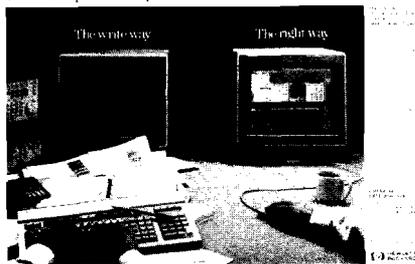
This year, Hewlett-Packard Company celebrates its 50th Anniversary. Coinciding with this landmark event is the appearance of HP's new corporate identity. The new corporate identity reflects HP's image of a high-quality, professional, and stable company through a coordinated design system across all HP communications. Perhaps you've seen this new "look" on sales literature, in ads, on retail packages, documentation, or stationery. The look is made up of a combination of design elements: the HP logo with an updated color treatment, a company typeface, a specific color palette, and the unique "HP frame." Together, these elements provide a distinctive appearance to all HP communications. For a worldwide company with thousands of products in different markets, unifying our communications with a single strong image makes good business sense. It's a strategic move that brings numerous benefits:

- *Increased customer awareness* — The new one-company identity is an easily recognizable look that stands out against competitors in all our markets. Through increased visibility of our communications, HP benefits by increased customer awareness of its products.
- *Quick communications turnaround* — Because we now have a standardization of design elements, formatting communications takes less time, thereby allowing HP communicators to deliver a communications piece faster than before. This means more timely product introductions that contribute to a real competitive advantage.
- *More cost efficient* — HP spends millions of dollars on marketing communications each year but projects hundreds of different identities. Using the same money to project a single identity not only achieves greater customer recognition but leveraging our communications resources for a single image achieves greater cost effectiveness.
- *Better ease of use* — Another advantage is the ease with which salespeople can now tailor their presentations using HP sales literature, confident that different pieces of literature are visually compatible. This makes especially good sense when we remember that more than 50 percent of our customers buy from multiple HP business units. And with emphasis on integrated products and systems solutions, it's critically important to be represented by systemized, integrated communications.

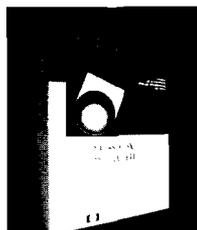
HP's new corporate identity also means big benefits for its VABs. VABs can leverage from HP's stronger identity and the benefit is an increased customer awareness of their association with Hewlett-Packard. Currently, HP VAB program managers are working to develop an HP VAB identity that complements the overall HP corporate identity.

Below are examples of the new HP corporate identity as applied to an ad, a retail package, a technical sheet, and a direct mail piece.

Test development today:



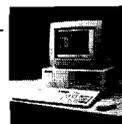
The new HP advertising frame has a distinctive look that stands out in the cluttered, competitive advertising environment.



Simple, high-quality photography in the new HP design system contributes to dramatic presentation of the product.

HP Vertera QS 168 Pz

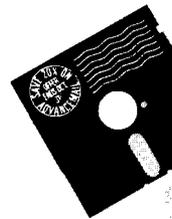
HP Vertera QS 168 Pz



The technical literature design system organizes information in a contemporary, easy-to-read format for worldwide users.

Expand the power of your PC communications!

Expand the power of your PC communications!



HP's singular identity will be visible on all communications including direct mail.

## VABs invited to INTEREX Conference at special rates

HP has recently decided not to hold a separate VAB Conference (previously scheduled for September 6-8). Instead, our VABs were offered a special registration rate for a week of exciting events at the INTEREX (HP User's Group) Annual Conference, scheduled for September 10-14 in San Francisco, California.

In June, a letter was sent to all HP U.S. VAB accounts listed on the VALID database notifying them of the change and inviting them to participate in the INTEREX event at a special VAB rate of \$350 per attendee. (The normal conference registration is \$650 for non-INTEREX members.) The registration fee allows VABs to attend the entire week of INTEREX events (HP executive presentations, roundtables, technical sessions, and so on) and includes daily breakfast and lunch and all INTEREX social events. A brochure was included in the VAB mailing that gives complete details for INTEREX events.

This year's INTEREX conference will be especially memorable because it recognizes HP's 50th Anniversary. More than 5,000 people are expected to participate to help celebrate this milestone, making this the largest INTEREX conference to date. Many special events are planned during the week, beginning with a gala reception at historic Ft. Mason on Sunday, September 10. HP founders Bill Hewlett and Dave Packard will attend the opening general session on Monday to provide a nostalgic look at the past 50 years and a thrilling glimpse at HP's vision of the next 50 years. In addition, the conference will feature the largest display of HP computer products and more than 300 technical tutorials and roundtables.

The fact that the INTEREX conference expanded its agenda to include major product presentations and announcements that duplicated our VAB conference scheduled for the previous week was a factor that led to combining the two events. We also received feedback from many of our VABs that holding two conferences back-to-back would cause undue stress on resources and finances of VABs that want to attend both.

Those of you who are technical value-added businesses should be aware that INTEREX is primarily focused on HP commercial systems users and there will be few workshops devoted to our technical systems. We hope to meet the needs of technical VABs for product and strategy updates through regional and/or area events in 1990.

If you would like to take advantage of these special rates and haven't received an INTEREX booklet, please contact Sandy Bendorf at HP, 408-447-1486.

## Business Computers

General

### MPE XL Performance Tools from HP

Hewlett-Packard now offers you a set of system management performance tools available and shipping now for HP 3000 MPE XL systems. These tools are equally valuable for your own organization and for your customers. HP LaserRX/MPE gives historical information and allows multiple systems to be compared side by side. In that way, HP LaserRX/MPE aids you and your customers in system planning and resource management. As a complement, HP GLANCE/XL gives system managers and operators real-time performance information to help understand system activity issues. When using these tools, your operation achieves new levels of productivity and accomplishment. HP LaserRX/MPE and HP GLANCE/XL provide a better way to manage your HP 3000 MPE XL systems.

#### HP LaserRX/MPE

Whether you need to balance user activity and provide performance management support on your customers' systems, to consider purchasing equipment to alleviate a system bottleneck, or rework application code to utilize your system resources more effectively, HP LaserRX/MPE is a cost-effective solution. LaserRX/MPE now supports both MPE XL and MPE V systems by offering in-depth information on the following:

- System bottlenecks
- CPU utilization
- Disk and memory activity
- Response time (estimated in first release for MPE XL)
- Transaction throughput

To ensure that the performance software tool does not become a performance concern itself, the product

efficiently collects and reduces system information on the HP 3000 and allows you to perform analysis on an HP Vectra or IBM AT PC. And because HP LaserRX/MPE is designed to collect information from your HP 3000 system continuously, you don't have to worry about missing critical time periods.

The benefits of using HP LaserRX/MPE for on-going system management are clear. The graphic and tabular presentation of data assures that you can easily monitor service levels of your organization and understand usage of system resources for you and your customers. The continuous data collection and logging provides a record of system activity so you can readily analyze your current computing environment over both short and long periods of time.

Moreover, HP LaserRX/MPE helps you evaluate the effectiveness of your system management actions and gives you a sense of return on your system investments. Together, these benefits enable you to make system management and system investment decisions more confidently. And finally, HP LaserRX/MPE provides objective documentation of system activity so you can create more convincing presentations for your management or your customers.

The tool is available in configurations for measuring 1 to 3 systems, 4 to 10 systems, and 11 or more systems. You can also order a version for measuring a stand-alone HP 3000 system. Contact your HP sales or support representative for more information.

If you manage HP 3000 MPE XL or MPE V systems or are responsible for delivering defined service levels to your organization or to your customers, HP LaserRX/MPE is the tool you should use.

#### HP GLANCE/XL

For on-line examination of MPE XL system activity, HP GLANCE/XL is the software tool you need.

HP GLANCE allows you to take your system's pulse so you can more effectively evaluate current system activity. Yet the tool is simple to use and understand and allows system operators to make excellent use of the information. And most critically, the tool is affordable enough that no organization should be without it.

HP GLANCE/XL provides a wealth of both global resource utilization data and process-level detail such as the following:

- CPU activity
- Memory contents
- Disk activity
- Open files
- Process states



With this real-time information, HP GLANCE helps you identify and characterize system activity quickly and reduce the time and effort you spend managing your system resources.

HP GLANCE/XL, like its counterpart, HP GLANCE/V, is the tool you need for on-line examination of your MPE systems.

#### Ordering information

Product No.	Description
50700A	HP LaserRX/MPE
Opt. 001	For measurement of 1-3 systems
Opt. 002	For measurement of 4-10 systems
Opt. 003	For measurement of 11+ systems
Opt. 004	For measurement of 1 system only
Opt. 101	Upgrade credit for Opt. 001
Opt. 102	Upgrade credit for Opt. 002
Opt. 103	Upgrade credit for Opt. 004
50734A*	HP GLANCE/XL
Opt. 320	For use on Series 925 or 925/LX
Opt. 330	For use on Series 935
Opt. 340	For use on Series 950 or 955
Opt. 0G2	Purchase credit for Opt. 320
Opt. 0G3	Purchase credit for Opt. 330

\*Right-to-copy versions of HP GLANCE/XL are also available.

General

## Introducing new members of the HP AdvanceLink family



Effective September 1, 1989, HP has expanded its range of terminal emulation products to include solutions for new platforms and environments. The new products have been designed to take advantage of the facilities offered by windowing technology on both IBM-compatible personal computers with MS®-Windows and the Apple Macintosh. HP AdvanceLink now includes the following:

- *AdvanceLink for MS-DOS* — offers high-functionality data communications capabilities on HP Vectra and IBM PC/XT/AT and PS/2 personal

computers. These capabilities include emulation of a range of HP and DEC terminals plus file transfer and an extensive command language for automating complex procedures.

- *AdvanceLink for Windows* — offers HP 2392 alphanumeric emulation plus file transfer capabilities from the Microsoft® Windows environment. The windowing environment provides the advantages of multitasking, background file transfer, and cut and paste.
- *AdvanceLink for the Macintosh* — offers a choice of HP terminal emulations as well as Macintosh-host file transfer. You can choose from three

options: HP 2392 alphanumeric emulation, HP 2393 monochrome graphics, or HP 2397 color graphics emulation.

- *Commitment to the future* — We are committed to the continued development of the family to take advantage of new standards in PC technology. The products will be enhanced to exploit the capabilities of HP NewWave and OS/2 Presentation Manager as well as other standard environments as they develop. The AdvanceLink products are already supported in encapsulation mode in NewWave and future versions will be fully integrated.

### Ordering information

Product No.	Description
68333F	AdvanceLink for DOS 5¼-inch disks
Opt. 003	AdvanceLink for DOS 3½-inch disks
68333L	AdvanceLink 10-copy site license
D2104A	AdvanceLink for Windows Text single copy
D2114A	AdvanceLink for Windows user license
D2124A	AdvanceLink for Windows documentation
D2105A	AdvanceLink for Macintosh Text single copy
D2115A	AdvanceLink for Macintosh user license
D2125A	AdvanceLink for Macintosh documentation
D2106A	AdvanceLink for Macintosh Graphics single copy
D2116A	AdvanceLink for Macintosh Graphics user license
D2107A	AdvanceLink for Macintosh Color Graphics single copy
D2117A	AdvanceLink for Macintosh Color Graphics user license

*All the products listed above will be available worldwide September 1, 1989.*

For further details of the members of the AdvanceLink family, see data sheet P/N 5959-9626.

*MS-Windows and Microsoft are U.S. registered trademarks of Microsoft Corporation.*

General

## ***HP AdvanceLink for Windows — a key differentiator for HP***

### **Terminal emulation in MS®-Windows**

HP AdvanceLink for Windows provides HP 2392 block-mode terminal emulation in the Microsoft® Windows 2.0, Windows/286, and Windows/386 environments on HP Vectra, IBM PC/AT, IBM PS/2, Compaq Deskpro 386, and other compatible personal computers.

### **File transfer and scripts**

Users can connect to HP 3000, HP 9000, and HP 1000 or other hosts to access data, applications, and the storage capacity of the multiuser system. In addition, they will be able to use intelligent file transfer and AdvanceLink for Windows' built-in scripting language for automating tasks.

### **Benefits of Windows**

HP AdvanceLink for Windows has been designed to take advantage of the convenience and increased productivity that MS-Windows environment offers. Intuitive, well-organized menus and dialog boxes, cut and paste of data between applications, multitasking, and background file transfer are among the many windowing capabilities used in AdvanceLink for Windows.

### **Multiple simultaneous sessions**

Using Serial, LAN, or Eicon X.25 cards, a user can start up three or more sessions on host systems and have them all running in parallel. Using Windows, the user can then swap between the different activities without having to restart the sessions. As an example, a user could have HP OpenMail printing out mail messages in one window, while using Information Access in another to get information from a database, while files are being downloaded in a third window.

### **Paving the way to NewWave**

AdvanceLink for Windows is encapsulated in NewWave in the first release. In early 1990, a fully native NewWave version will be available.

### **Unbeatable solution**

With the combination of Windows and simultaneous sessions, offer your customers an unbeatable solution for their terminal emulation needs. Major competitor Walker, Richer and Quinn does not offer either windowing technology or true simultaneous sessions in its Reflection range.

General

## ***HP AdvanceLink for the Apple Macintosh — extending HP's lead in PC integration***

Now HP's superior PC integration has broken the boundaries of the IBM-compatible environment. HP AdvanceLink for the Apple Macintosh offers three HP terminal emulation options for the Macintosh environment: HP 2392, HP 2393, and HP 2397. The options allow Macintosh users to communicate with an HP 3000, HP 9000, and HP 1000.

- *AdvanceLink/Text for Macintosh* — This version of HP AdvanceLink provides core HP 2392 block-mode terminal emulation. It is fully compatible with the Macintosh Multi-finder environment and makes use of its capabilities: background terminal operations and file transfer, cut and paste, and Clipboard facilities.
- *AdvanceLink/Graphics for Macintosh* — Adds HP 2393 terminal emulation to the capabilities of the AdvanceLink Macintosh/Text version. This includes support for HP monochrome graphics capabilities. In addition, it provides graphic scaling so that the size of graphics can be adjusted appropriately.

- *AdvanceLink/Color Graphics for Macintosh* — As well as the features of the Text and Graphics versions, Color Graphics supports full-color display of text, graphics, display enhancements, and function keys. It emulates the HP 2397 color terminal.
- *Superior benefits* — The superior look of the AdvanceLink Macintosh version, the inclusion of color graphics, the consistent graphical interface on the Macintosh and in Windows, and support for multiple simultaneous sessions are all winning benefits against our major competitor, Walker, Richer and Quinn.

The HP AdvanceLink family now meets all your users' terminal emulation needs. For more details, contact your HP representative to get a copy of the HP AdvanceLink family data sheet (P/N 5959-9626).

Small Business Computing

## ***HP 260 RS-422 surge protector***

Are you living in a thunder-threatened area and using RS-422 communication lines on the asynchronous serial interface (ASI) ports of your HP 260? Then take advantage of the newly developed HP 260 RS-422 surge protectors.

Certain weather conditions, such as lightning during an electrical storm, might cause high electrical impulses. These impulses are likely to damage some integrated circuits on your ASI board. To prevent this, you can easily put the surge protectors on any of the five ASI ports that are operated with an RS-422 line.

All ASI boards delivered from Hewlett-Packard since June 1, 1989, include one surge protector. For additional surge protectors or upgrade of your installed base, please order: HP 45118A, HP 260 RS-422 surge protector.

Contact your HP representative for more information.

HP 3000

## HP 3000 Series 5X field upgrades to be removed from October 1 HP Price List

Effective October 1, 1989, the HP 3000 Series 52 and Series 58 field upgrades will no longer be manufactured and will be removed from the HP Price List. The HP 3000 Series 5X field upgrades will continue to be available from HP's Finance and Remarketing Division (FRD) under P/Ns 30552CR and 30558CR.

### Series 5X support life

As a reminder, the HP 3000 Series 52 and Series 58 systems and box-swap upgrades were removed from the price list on March 1, 1989. The removal of the HP 3000 Series 5X field upgrades from the price list signals the end of recently manufactured HP 3000 Series 5X products. As a result, the five-year support life for the entire Series 5X family will begin on January 1, 1990.

### Order before October 1, 1989

Users who want newly manufactured HP 3000 Series 52 or 58 field upgrades must place their orders before October 1, 1989. Part numbers 30552C and 30558C will be removed from the October 1, 1989, HP Price List.

HP 3000

## HP Word/3000 to be discontinued October 1

HP Word/3000, a host-based word processor, will be discontinued on October 1, 1989, and will be supported for five years.

A migration strategy has been in operation for over one year to facilitate the movement of users to HP Word/PC from HP Word/3000 using HP WordServices (P/N 27558A). HP WordServices works with AdvancePrint (P/N 68333) to provide the host file integration and shared printing capabilities currently supported in HP Word/3000. This provides the functionality of HP Word/3000 for the HP Word/PC user.

### Ordering information

Product No.	Description
27536F	HP Word Vectra 5 1/4-inch media single copy
Opt. 003	HP Word Vectra 3 1/2-inch media single copy
27536L*	HP Word Vectra 10-user right to copy site license
27558A	HP WordServices
Opt. 310	For Series 3X
Opt. 320	For Series 4X, 5X, 925
Opt. 330	For Series 6X, 7X, 935
Opt. 340	For Series 950

\*The site license option contains both 5 1/4- and 3 1/2-inch media.

If you have any questions, please contact your HP representative.

## Technical Computers

General

## HP Device Interface System shipping to solution creators

The HP Device Interface System (HP-DIS) software development tool is the second in a series of "Industrial Precision Tools" available from Hewlett-Packard's Industrial Applications Center. HP-DIS greatly simplifies and accelerates the development of interfaces between HP 9000 Series 800 host computers and factory floor devices communicating using RS-232-C.

HP-DIS is intended for system integrators, VABs, and manufacturing development centers that find themselves repeatedly faced with the challenge of having to connect cell controller or area manager applications to the physical equipment that supplies real time data or provides the control functions on the factory floor.

HP-DIS shifts the focus of development from detailed coding in C or FORTRAN to the task of specifying protocols using state diagrams and a high-level language supplied by HP. HP Device Interface System takes this description and automatically generates the run time interface module. Design productivity, as well as reliability, are greatly enhanced by the use of a library of pretested Action Routines that provides the most commonly used communications functions.

In addition, the HP Device Interface System virtually eliminates the need for test code, which in most cases equals the amount of interface code. Working from the original specification, HP-DIS automatically generates a suite of tests that exercise the interface code while allowing the designer to drive the testing, simulate faulty communication, and test without requiring the actual physical device.

The product uses an open design architecture that allows designers to supplement both the Action Routine Library and Test Generator with routines of their own design.

We estimate from our internal experience that the use of this product will enhance development and maintenance productivity by a factor of two to four times.

The product (P/N 92580A) currently operates on HP 9000 Models 825/835/840/850/855 systems in conjunction with the standard six-channel multiplexor card (P/N 98196A). Contact your HP representative for additional details.

HP 9000

## ***LAN Link for HP 9000 Model 815S***

Effective July 1, users can order the LAN Link for the newest member of our HP-PA Series 800 family — the HP 9000 Model 815S. This new product provides a physical connection to Ethernet and IEEE 802.3 local-area networks with a choice of ThinLAN, StarLAN 10 (twisted pair), or ThickLAN media. Transmission control protocol (TCP), user datagram protocol (UDP), internet protocol (IP), Berkeley Sockets, NetIPC, and Link Level Access are included in this product.

### **Ordering information**

Product No.	Description
98189A	LAN Link for HP 9000 Model 815S, includes LANIC, ThinMAU (on board), layers 1-5 of software, and manuals
Opt. 1AW	Deletes software and manuals (hardware only)
Opt. 740	Add ThickMAU and AUI cable
Opt. 840	Add twisted pair MAU assembly (StarLAN 10)
Opt. AA1	Delete cartridge tape, add 1600 bpi tape

The Local Area Network Interface Controller (LANIC), P/N 98189A, is our first HP-Precision Bus-based interface card. This card differs from the Channel I/O (CIO) LANIC used in our existing HP 9000 Series 800 computers.

Our Network Performance Brief will be updated with the latest data for HP 9000 Series 300 and 800 systems after the HP-UX system 7.0 release (available in November).

LAN Link, ARPA, and Network File System (NFS) products will be available as an option to the HP 9000 Model 815S bundle (P/N 1071A Opt. 012). The price for Option 012 is discounted by about 33 percent from the total price of the three products purchased on an individual basis. This discount is available only at the time of the HP 9000 Model 815S purchase.

HP 9000

## ***Special introductory offer on BLP-II upgrade kit***

A special introductory price is in effect for the HP 82323A upgrade kit to BASIC Language Processor-Release II (BLP-II). The price of this product, now \$395 U.S. list, will increase to \$495 U.S. list on January 1, 1990. (Non-U.S. readers: Contact your HP representative for the special introductory price in your country.)

The HP 82323A upgrade kit provides HP 82300A/B BASIC Language Processor users with full Release II functionality, including improved boot, graphics, and disk I/O performance. The upgrade consists of new software, documentation, and boot ROMs; thus, the users' investment in language processor hardware is fully preserved, no matter when the original product was purchased. The HP 82323A BASIC Language Processor upgrade kit was introduced July 1. For more information on the upgrade kit, see the article in the June issue of *HP Channels*. Get a copy of the technical data sheet (P/N 5953-3784) for complete details.

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Personal Computers

General

## Discontinuance of EGA extension cable

The video graphics adapter (VGA) PC video standard has replaced the enhanced graphics adapter (EGA) standard. The HP D1030A EGA video extension cable will be deleted from the August 1 HP Price List. Your last opportunity to place orders for this product will be August 31, 1989.

Desktop

## Announcing DOS 4.01

Hewlett-Packard now offers Microsoft MS-DOS 4.01. MS-DOS 4.01 is a feature-packed update of the mainstream operating system for Intel-based personal computers. Hewlett-Packard's implementation of MS-DOS 4.01 provides a highly compatible, industry-standard operating system with significant HP value-added enhancements.

### New features of DOS 4.01

- Support for files and hard disk volumes larger than 32 Mbytes
- The DOS Shell, a highly functional, easy-to-use program starter and file maintenance utility
- Enhanced automated installation process using SELECT
- Ability to utilize LIM 4.0 expanded memory for buffers and file name caching
- New utilities such as MEM, which reports on available conventional, extended, and expanded memory

### HP-specific enhancements to DOS 4.01

- HP Vectra Disk Cache, a high-performance caching utility
- The Personal Applications Manager (PAM), for maximum ease of use and interface compatibility with the HP Touchscreen PC (HP 150) and HP Portable PLUS (HP 110+) products
- HP Touchscreen PC and Portable PLUS 3½-inch disk support
- Printer utilities, such as HP's Multiple Character Set Utilities, which support extended-character set printing
- Support for graphic screen dumps for the popular HP printer family
- Superior, comprehensive documentation, including the DOS User's Reference, the DOS Command Quick Reference, and an easy-to-use installation instructions card
- Enhanced installation utility supporting upgrade users who previously used HP Multivoluming or Volume Expansion utilities

Quality and compatibility are key concerns for all HP Vectra PC products and accessories. At introduction, HP's DOS 4.01 will support the full spectrum of standalone PC applications as well as a broad range of popular networking standards (detailed information on supported configurations will be available through field support and service notes; updated software versions will be required for many installed base users of network software).

Users of DOS 3.3 are not required to upgrade to 4.01 in order to maintain file and applications compatibility with new system purchases. New systems should be purchased with DOS 4.01. HP's DOS 4.01 is supported on all models of the HP Vectra family of PCs. Users wishing to upgrade existing systems from previous DOS versions may also wish

to purchase the DOS 4.01 product; please note that some of the new features of DOS 4.01 may require upgrade users to perform a system backup and repartition their hard disk, and/or to acquire the most current version of network services products or hard disk utilities.

### Ordering information

Product No.	Description
D1151A	Microsoft DOS Version 4.01 5¼-inch 360-Kbyte disks
Opt. ABA	U.S. English
D1151B	Microsoft DOS Version 4.01 3½-inch 720-Kbyte disks
Opt. ABA	U.S. English
<i>Other country options for both P/Ns D1151A and D1151B*</i>	
Opt. ABC	French Canadian
Opt. ABD	German
Opt. ABE	Spanish
Opt. ABF	French
Opt. ABH	Dutch
Opt. ABM	Latin American
Opt. ABN	Norwegian
Opt. ABP	Swiss German
Opt. ABQ	Swiss French
Opt. ABS	Swedish
Opt. ABU	U.K. English
Opt. ABW	Belgian
Opt. ABX	Finnish
Opt. ABY	Danish
Opt. ABZ	Italian

\*Localized versions will be available beginning September 1.

Note: Language option must be ordered.

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Mass Storage

## HP-FL offers savings to users

For a limited time, Hewlett-Packard is offering substantial savings to users when they invest in HP-FL, Hewlett-Packard's fiber-optic link for HP-PA computers.

### Promotion outline

- Users who purchase one HP 19524FL (eight HP 7937FLs in an eight-pack cabinet) and take delivery by October 31, 1989, can choose one of the following for only \$10,000\*:

- One HP 19521FL (two HP 7937FLs in a two-pack cabinet)

or

- Eight HP 97522FL HP-FL disk controller upgrade kits

- Users who purchase one HP 19522FL (four HP 7937FLs in an eight-pack cabinet) and take delivery by October 31, 1989, can choose one of the following for only \$5,000\*:

- One HP 7937FL disk drive

or

- Four HP 97522FL HP-FL disk controller upgrade kits

- Users who purchase one HP 19521FL (two HP 7937FLs in a two-pack cabinet) and take delivery by October 31, 1989, can choose one of the following for only \$2,500\*:

- One HP 19514A cabinet capable of housing eight HP 7937s

or

- Two HP 97522FL HP-FL disk controller upgrade kits

### Terms and conditions

1. Offer is good between June 15 and September 30, 1989. (For countries outside the U.S., offer is good between July 1 and September 30, 1989.)
2. All new HP-PA system orders placed during the dates listed above are eligible.
3. All HP-PA system backlog orders are eligible.
4. Offer is customer agreement discountable.
5. Disk shipments coordinated with an HP-PA system are eligible, as are add-on disk-only shipments.
6. Customers must take delivery of coordinated or add-on shipments by October 31, 1989.
7. This offer can be combined with the Mix 'N' Match trade-in offer. (See the May 1989 issue of *HP Channels* for more details.)

HP-FL is clearly the interface of choice for HP-PA systems. Your investment in HP-FL will allow you to take advantage of future performance and functionality enhancements such as high-availability solutions that include disk mirroring, SPU switchover, and on-line backup. With savings ranging from \$2,500\* to \$22,925\*, it's time to get "linked to the future."

Contact your local HP representative for additional information.

*\*U.S. dollars before discounts. Percentage savings may vary in countries outside the U.S. Your HP representative can apply appropriate local country pricing for your area.*

Mass Storage

## "Try then buy" an HP 9145A

Are you an HP value-added reseller? If so, have you tried the HP 9145A ¼-inch cartridge tape drive?

Many HP VARs, including Riva Systems in the U.K., Borgware in Germany, Cortis Lentini in Italy, and McDonnell Douglas in the U.S., are successfully selling the HP 9145A. The product offers 133 Mbytes of data storage on a 32-track ¼-inch cartridge tape. Users benefit from the high-capacity and fast-transfer rate of 4 Mbytes per minute, which means that backup time is effectively halved when compared to the HP 9144A.

The HP 9145A is able to read 16-track cartridge tapes; therefore, VARs who distribute software on 16-track cartridge tapes may continue to do so. Software distribution may be carried out on both 16-track and 32-track cartridge tapes, however, using HP 16-track tapes is the preferred procedure for many VARs.

To see the benefits of owning an HP 9145A, why not take advantage of our new program? Beginning August 1, 1989, for a limited time, we are offering VARs the opportunity to "try then buy" an HP 9145A.

### Terms of offer

- HP will loan an HP 9145A for a three-month trial period.
- At the end of three months, the unit may be purchased at a discounted price or returned to the factory.
- Offer is available on a limited basis to HP VARs only.

For more information, please ask your HP representative to contact Debbie Beech at HP's Computer Peripherals Bristol Division (HPC600).

*Mass Storage*

## **Disk-only options discontinued on HP 9153C**

Effective October 1, 1989, Hewlett-Packard will discontinue the disk-only options for the HP 9153C:

Discontinued option	Description
011	10-Mbyte 3½-inch Winchester disk subsystem
021	20-Mbyte 3½-inch Winchester disk subsystem
041	40-Mbyte 3½-inch Winchester disk subsystem

HP is discontinuing these options because all HP personal computer product models are available with built-in mass storage.

The HP 9153C Options 010, 020, and 040 are still available for users needing up to 40 Mbytes of storage in a stand-alone package. These options contain 10, 20, and 40 Mbytes, respectively, and come with a 3½-inch 2-Mbyte (unformatted) floppy disk.

Please contact your HP representative for more information.

*Mass Storage*

## **Mix 'N' Match trade-in offer reminder**

In the May 1989 issue of *HP Channels*, Hewlett-Packard announced it had significantly improved its disk drive trade-in program. Until October 31, 1989, the "Mix 'N' Match" trade-in offer is available. It allows greater flexibility in HP disk drives traded in and chosen for purchase. In addition to receiving

trade-in credits for HP drives, non-HP disk drives are also eligible for credit when purchasing a new HP disk product. The credits can be applied toward the purchase of a variety of disk drives currently available on the HP Price List. The "Mix 'N' Match" offer can be combined with the "Linked to the Future" offer for added savings.

For additional information, contact your HP representative.

*Networks*

## **Announcing new customer network training courses**

HP Customer Education announces the addition of two new classroom courses to our customer network curriculum. The first course, Local-Area Networks (P/N 50747A), is a two-day course providing a broad overview of LAN technology and its applications. The second course, Wide-Area Networks (P/N 50748A), is also a two-day overview course covering WAN technology.

Both courses use examples to illustrate the various components of WANs and LANs and provide comparisons and selection criteria for the various technologies available. The courses cover aspects of HP products and networking solutions, but are intended to be generic in content. Non-HP users will receive as much benefit attending these courses as current users.

The target audience for the WAN and LAN courses is professionals who support networks and/or those who operate computer systems in a network environment. Managers who are responsible for making decisions regarding the selection and/or implementation of local- and wide-area networks will also benefit from attending these courses.

Prerequisites include a basic understanding of computers and how computers are used in a business environment. For the WAN course, students should also understand basic datacommunications concepts and terminology.

Upon completion of the LAN course, students will have a better understanding of the various network topologies, the transmission media, and LAN hardware requirements. They will also be able to describe the essential characteristics of a LAN, list the critical steps and criteria for selecting and implementing a LAN, and identify common pitfalls in implementing a LAN in a work setting.

In the WAN course, students will learn to identify the principal features that distinguish wide-area networks from local-area networks. The costs and benefits of packet switching, as well as the primary WAN backbone options and the relative advantages and disadvantages of each option, will be discussed.

### **Ordering information**

Product No.	Description
50747A	Local-Area Networks at HP Training Center
50747X	Local-Area Networks at Customer Site
50748A	Wide-Area Networks at HP Training Center
50748X	Wide-Area Networks at Customer Site

For more information, contact your HP representative.

Networks

## New connectivity on ALLBASE/NET for HP 9000 systems

ALLBASE/NET is a remote data access product, that allows users to run an ALLBASE/SQL application on a local system (client) to remotely read or update an ALLBASE/SQL database residing on another system (server) connected via LAN or WAN. The remote data access is transparent to the user and the application.

Effective with the HP-UX system release 7.0, ALLBASE/NET provides connectivity within HP 9000 Series 300 systems and between HP 9000 Series 800 and 300 systems, in a client/server mode.

For more information, contact your HP representative.

Networks

## StarLAN 1 products to be obsoleted November 1, 1989

Due to the overwhelming success of StarLAN 10, the StarLAN 1 products will be obsoleted. Hewlett-Packard will remove the StarLAN 1 hub (P/N 27212A) and the StarLAN 1 PC link (P/N 50926F) from the HP Price List November 1, 1989.

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

Support Process	Date
Removal from price list	November 1, 1989
Final orders accepted	November 30, 1989
Support life	Through November 1, 1994

HP will provide StarLAN 1 users with an upgrade path if they wish to upgrade to StarLAN 10 and LAN Manager (LAN Manager will not run on StarLAN 1). The StarLAN 1 link can be upgraded to a StarLAN 10 link by ordering P/N D1808AN. Users will get a credit that will be applied toward their StarLAN 10 purchase. Similarly, the StarLAN 1 hub can be traded in for credit toward a StarLAN 10 hub when users order P/N 28663AN.

An upgrade package is available to users who wish to upgrade from the current OfficeShare to LAN Manager. Details of this upgrade package will be provided at a later date.

If you encounter any problems due to this obsolescence, contact your HP representative.

Networks

## HP 150 ThinLAN card to be obsoleted

Due to the obsolescence of the HP 150/Touchscreen PC, Hewlett-Packard will remove the HP 150 ThinLAN PC card (P/N 27208A) from the HP Price List November 1, 1989.

The scheduled dates for support life for this product are as follows:

Support Process	Date
Removed from price list	November 1, 1989
Final orders accepted	November 30, 1989
Support life	Through November 1, 1994

If you encounter any problems due to this obsolescence, contact your HP representative.

Printers

## New HP MasterType Library of font cartridges for HP LaserJet printers

On August 1, 1989, Hewlett-Packard introduced a new line of font cartridges for the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers — part of the new HP MasterType Library. These products are designed for specific applications and will replace the existing line of HP 92286A through 92286Z font cartridges (see following article).

### Features of new line

- Easy to choose the font cartridge you need
- Each cartridge has its own unique contents
- More value/more fonts per cartridge
- New streamlined cartridge design
- New user-friendly documentation

### HP ProCollection font cartridge

The HP ProCollection font cartridge (P/N 92286PC) was introduced in February 1989, paving the way for the new font cartridge line. The HP ProCollection font cartridge contains a large selection of fixed-pitch and proportionally spaced fonts in a variety of sizes for general office and spreadsheet publishing users. This cartridge is compatible with *all* printers in the HP LaserJet family and contains the ASCII and legal symbol sets for U.S. English-language printing.

The ProCollection cartridge is supported by Aldus Pagemaker 3.2, Multi-mate Advantage II, Borland Quattro, the DisplayWrite family for DOS and OS/2, JetForm, LaserControl, Lotus

Manuscript, Microsoft® Word 4.0 and 5.0, Microsoft Windows, Volkswriter, WordPerfect 4.0 and 5.0, and many other software packages (over 94 at last count.)

The following eight products will have software driver support by August 1, 1989, in: Microsoft Windows 2.0, Microsoft Excel, Microsoft Write, Aldus PageMaker, Micrografx Designer, Micrografx Graph Plus, Micrografx Draw Plus, Microsoft Word 5.0, WordPerfect 5.0, PlanPerfect, Wordstar Professional 5.5, JetForm, Laser Menu, Xywrite, Q&A, Grandview, Volkswriter, and Total Word.

- **HP WordPerfect (P/N C2053A #C01)** — This cartridge was introduced in June 1989 and was designed specifically for WordPerfect software users. It is based on CG Times and Univers fonts in a variety of sizes and treatments, and uses the DeskTop symbol set, which combines characters to create a total of over 550 different European, legal, publishing and line draw characters. This cartridge is compatible with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.
- **HP Microsoft font cartridge (P/N C2053A #C02)** — The HP Microsoft font cartridge was developed jointly by HP and Microsoft Corporation to meet the needs of Microsoft software users who need high-quality, professional-looking documents. This cartridge has exactly the same contents as the HP 92286Z Microsoft 1A font cartridge at a significantly lower price.

This cartridge has been supported by almost every major word processing software package for years, and the same “Z-1A” software driver will work with this font cartridge. This cartridge is compatible with *all* printers in the HP LaserJet family.

- **HP Polished Worksheets font cartridge (P/N C2053A #C03)** — This font cartridge was designed for spreadsheet publishers who need a range of fixed-pitch fonts. The 3.6-point (27.27 characters per inch) Letter Gothic font is a small and very legible font designed to print dense spreadsheets on a single page. The 16-point (8.1 characters per inch) Presentation font makes impressive presentations and headings, to lend polish to your worksheet data. The assortment of other Prestige Elite and Letter Gothic fonts meet most fixed-pitch printing needs, in both portrait and landscape orientations. This cartridge comes with a large selection of Western language characters, and is compatible with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.

This cartridge provides all the fonts contained on the HP 92286M, 92286N, and 92286Q font cartridges.

- **HP Persuasive Presentations font cartridge (P/N C2053A #C04)** — The Persuasive Presentations font cartridge contains a variety of large, professional-looking, fonts for making effective business presentations. The fixed-pitch Letter Gothic and Presentation fonts work well with tabular data. The proportionally spaced 24-point Helv Outline and Serifa fonts are readable and decorative, and a selection of line draw characters complement this font offering. All fonts are in both portrait and landscape orientation, and are compatible with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.

The HP 92286R cartridge is totally contained in this new product.

- **Forms, Etc. (P/N HP C2053A #C05)** — Tax forms, business forms, electronic forms — whichever you need to publish — the HP Forms, Etc. font cartridge contains a wide variety of fonts to do the job. The Univers typeface in 6 to 14 point, Line Draw, and outlined numbers for tax forms, and OCR-A for optical character readers give a range of styles to use in forms creation. Most fonts are in portrait and landscape, and contain characters for printing in most Western languages. This cartridge is compatible with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.

This cartridge contains the same kinds of fonts that were found in the HP 92286T, 92286U and 92286V font cartridges.

- **HP Bar Codes & More font cartridge (P/N C2053A #C06)** — Bar codes used in industry, retail stores, and bulk mailings are now available on a font cartridge. The HP Bar Codes & More font cartridge contains Code 3 of 9, EAN/UPC and USPS zip codes, plus Letter Gothic and Line Draw. It also contains OCR-A and OCR-B fonts, for optical character recognition readers. The Letter Gothic fonts have a range of symbols for Western languages, and are available in portrait and landscape orientations.

The HP 92286W1 and 92286X font cartridges are totally contained in the Bar Codes & More product, and software drivers for either of the two will work when the fonts on those cartridges are selected from the new Bar Codes & More font cartridge. This cartridge is compatible with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.

- HP TextEquations font cartridge (P/N C2053A #C07) — The HP TextEquations font cartridge is designed for technical word-processing applications, with fonts in both fixed-pitch (Prestige Elite) and proportional spacing (CG Times). A full complement of math publishing and western European characters are included, in medium, bold, and italic treatments.

If you have a software driver for the HP 92286J, you can use it to select the Prestige Elite fonts from this new cartridge that is compatible with the HP LaserJet Seris II, LaserJet IID, and LaserJet 2000 printers.

- HP Global Text font cartridge (C2053A #C08) — As the name implies, the HP Global Text font cartridge contains a wide selection of multinational symbol sets to enhance the CG Century Schoolbook and CG Triumvirate fonts for publishing professional-looking reports, business correspondence, technical and legal documents, and electronic forms. All fonts are in both portrait and landscape orientation, and work with the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers.

For more information, contact your HP representative.

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*PageMaker is a U.S. registered trademark of Aldus Corporation.*

*Multimate Advantage II is a U.S. registered trademark of Multi-Mate International Corporation, an Ashton-Tate company.*

*Wordstar Professional is a U.S. trademark of MicroPro International Corporation.*

#### Printers

## Font cartridges for HP LaserJet printers discontinued

The following HP LaserJet printer font cartridges will be discontinued December 1, 1989.

92286A	92286B	92286C	92286D
92286E	92286F	92286G	92286H
92286J	92286K	92286L	92286M
92286N	92286P	92286Q	92286R
92286T	92286U	92286V	92286W1
92286X	92286Y	92286Z	92290S1
92290S2			

These cartridges are being replaced by a new line of cartridges (see preceding article) that are more clearly positioned, contain HP's highest quality, fine-tuned bitmaps, and cost much less per font.

The following soft font products are also being discontinued December 1, 1989:

33412RA	33412RB
33412SA	33412SB
33412TA	33412TB
33412UA	33412UB
33412AC	33412AD
33412AE	33412AF
33412AG	33406B (PCL Pak)

Orders for all these products will still be accepted during a 30-day grace period; the last day to order is December 29, 1989.

With the addition of HP's Type Director font-scaling utility to the HP MasterType Library of fonts, HP can provide users with a full complement of font solutions. Contact your HP representative for a complete listing of available scalable font products.

#### Printers

## HP LaserJet 2000 printer MasterType font cartridge incompatibility

HP LaserJet 2000 printers (P/N 2684A/D/P) with a serial number prefix below 2912 are physically incompatible with the new MasterType font cartridges described in this issue. The font cartridge slots in the printer are too small and the new cartridges will not slide into the printer. HP assumes responsibility for this incompatibility.

If a user has an HP LaserJet 2000 printer with a serial prefix below 2912, and wishes to use a new MasterType font cartridge, the cartridge bracket in the printer must be replaced. Users under an HP service agreement can contact their local HP sales office for next-day service.

Users not under an HP service agreement should determine with whom their service entity is, and have the service entity contact HP for prompt service.



*Printers*

## ***New literature for HP MasterType Library of font cartridges***

The following literature and sales tools are available through the normal HP distribution channels.

Contact your HP representative for more information.

Lit. No.	Description	Order limit
5953-6302	"HP MasterType Library. We're the type that takes you where you want to go" — #10 overview font flier.	500
5956-4268	"Supplies, Accessories, Fonts and Software for your HP LaserJet Printer"	500
5953-6303	"The ABCDEFSs of Great-Looking Documents" — An educational font primer describing how to improve the appearance of documents.	250
5951-6915	"HP ProCollection Font Cartridge Data Sheet"	500
5953-6301	"Hewlett-Packard and WordPerfect fit your communications to a 'T'" — Flier that describes the WordPerfect font cartridge for HP LaserJet and DeskJet PLUS printers.	500
5952-0088	"Declare your Independence" — Video about the ProCollection font cartridge and HP Premier Collection scalable typefaces. \$10 each.	N/A

also include special ergonomic features such as built-in tilt-and-swivel monitors accompanied by a slant-adjustable keyboard.

The HP 700/32 terminal is fully supported on HP-UX Release 7.0, the operating system for the HP 9000 Series 300 and 800.

Contact your HP representative for more information.

*Terminals*

## ***Introducing new HP 700/32 terminal***

The new HP 700/32 DEC-compatible terminal has DEC VT320 functionality and superior ergonomics and display quality.

The HP 700/32 surpasses DEC in the following areas:

Feature	HP 700/32	DEC VT320
Memory	Up to 4 pages	1 page
Function keys	60 keys	15 keys
Display rows	27, 44, and 55	25 rows
Menu-driven function keys	Yes	Not available
Character cell size	20 × 16	15 × 12

The HP 700/32 is available in an amber (P/N C1017A), green (P/N C1017G), or pagewhite (P/N C1017W) phosphor monitor. Like other products in the HP 700 family of terminals, the HP 700/32 has a 14-inch diagonal display that has been engineered to produce sharp, crisp characters. The page-white monitor provides a stunning borderless screen when displaying black characters on a white background. The fully overscanned display, together with the high 72-Hz refresh rate, reduces screen flicker while enhancing readability. The terminals

## **40% promotional discount on ATP and DTC products**

With one of the most aggressive world-wide promotions for terminal-connect products, Hewlett-Packard offers exceptional savings for your terminal-connect needs.

Beginning August 1, users can get 40 percent discounts on ATP and DTC products. These discounts provide a strong incentive for users to buy additional terminal connections for current business needs, as well as plan for future growth. Two separate promotions are being offered for the ATP and DTC. These promotions end October 31, 1989.

### **ATP promotion**

The ATP promotion is tailored for the MPE V installed-base user. The promotion applies to the ATP System Interface Board (P/N 30144A), ATP Direct Connect Port Controller (P/N 30145A), ATP Modem Port Controller (P/N 30155A), ATP Direct-Connect Expansion Package (P/N 30273A), and the ATP Modem Connect Expansion (P/N 30274A). Any orders for these ATP products entered between August 1 and October 31, 1989, will receive a 40 percent discount off the U.S. list price. Trade discounts cannot be used in conjunction with this promotion. The maximum discount that can be received for these products is 40 percent. There is no limit on the number of ATP products a user may purchase. Users must accept delivery in accordance with HP's ability to deliver. A two-week target delivery is being set for the ATP.

(Please note that the promotion does not extend to the ATP/M, P/N 40290A.)

### **DTC promotion**

The DTC promotion is targeted at users purchasing new HP 3000/XL systems (Series 935, 950, 955). Products included in this promotion are the DTC P/N 2345A with asynchronous interface Options 625, 803, and 805.

The prerequisites for getting the 40 percent discount on the DTC are as follows:

- 1) If a user orders a Series 935 and two DTCs with 10 interface options, then the third DTC and up to 6 interface options are 40 percent off the U.S. list price.
- 2) If a user orders a Series 950 and three DTCs with 15 interface options, then the fourth DTC and up to 6 interface options are 40 percent off the U.S. list price.
- 3) If a user orders a Series 955 and four DTCs with 20 interface options, then the fifth DTC and up to 6 interface options are 40 percent off the list price.

The HP 3000/XL system, DTCs and asynchronous interface Options 625, 803, and 805 must all appear on the same order. Trade discounts cannot be used in conjunction with this promotion. Forty percent is the maximum discount allowed for these products during this promotion. Remember, the ATP and DTC promotions are only available August 1 through October 31, 1989. For more information, please contact your HP representative.

## **Also in this issue**

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## Supplies

Supplies

### HP LaserJet printer labels make mass mailings easier

HP LaserJet printer labels are now available in a wider variety of sizes, and for applications such as labeling file folders, return addresses, and diskettes.

Users will find the return address size easier to indicate special mailing needs, such as "confidential" or "urgent," on their packages.

The colorful file folder labels, available in red, blue, green, yellow, and white, allow for matching or contrasting labels with folders.

The new diskette labels adhere to plastic, so they won't curl or lift off while in the computer disk drive.

HP LaserJet printer labels come in sizes to meet other needs, such as

labeling packages, envelopes, or 5¼-inch floppies.

These labels speed production by eliminating unnecessary manual work. A PC and database or word processing software are all a user needs. For repeat mailings, users need only edit and print a new batch.

Because they're designed specifically for HP LaserJet printers, labels always print crisp and dark, and withstand shipping and handling without fading. Unlike other labels, they are also made to withstand the high heat of HP LaserJet printers.

Ordering these labels is as simple as calling HP DIRECT. Refer to the product numbers listed below:

Product No.	Description	Height (inches)	Width (inches)	Number per pg.
92296A	Addressing	1	2 <sup>5</sup> / <sub>8</sub>	30
92296B	Addressing	1 <sup>1</sup> / <sub>3</sub>	4	14
92296C	Addressing	1	4	20
92296D	Addressing/shipping	2	4	10
92296E	Shipping	3 <sup>1</sup> / <sub>3</sub>	4	6
92296F	Return address	1 <sup>1</sup> / <sub>2</sub>	1 <sup>3</sup> / <sub>4</sub>	80
92296G	File folder	<sup>2</sup> / <sub>3</sub>	3 <sup>1</sup> / <sub>6</sub>	30
92296H	3½-inch diskette	2 <sup>3</sup> / <sub>4</sub>	2 <sup>3</sup> / <sub>4</sub>	9
92296J	5¼-inch diskette	1 <sup>1</sup> / <sub>2</sub>	4	12
92296K	Full-sheet poster	8 <sup>1</sup> / <sub>2</sub>	11	1

Note: Label sheets are 8½ × 11 inches wide and 100 per box, except P/N 92296H/J (75 sheets per box).

## 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 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (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 (91) 637 0011 (08) 750 2400
Sweden	(057) 31 24 90
Switzerland	06-0501
The Netherlands	(0734) 44 12 12
United Kingdom	800-538-8787
United States	(0130) 3322
West Germany	

## 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*

**Abstract:** Now, a software product that provides an interface between HP 9000 Series 300 computer workstations — the leader in advanced workstation graphics — and Versatec plotters — the leader in narrow/wide, high-resolution electrostatic and thermal plotters. PlotPlus provides a total solution to your HP workstation and Versatec graphics needs. With PlotPlus, you can now produce color/monochrome hardcopies on Versatec plotters from display bitmaps created on your HP workstations. Also, with our recent addition of HP-GL support, you can now produce full-size, true-dimensional color hardcopies from HP-GL files to the Versatec plotter(s). All this for much less than the cost of a video hardcopy controller alone.

#### General features

- Plot rotation
- Support of both electrostatic and thermal plotter models
- Multiple workstation access to one plotter
- Device locking/unlocking to manage plotter contention

#### BITMAP features

- Six selectable color modes
- Selectable pixel expansion factor
- Selectable pixel color dither cell size
- Bitmap windowing using rubber band rectangle input

#### HP-GL features

- Emulation of 11 HP pen plotters
- 10 paper sizes (A, B, C, D, E, A4, A3, A2, A1, A0)
- 15 pens in 7 colors and up to 31 widths
- User-definable drawing scale factor
- Automatic paper sizing conversions
- 41 HP-GL commands, including polygon mode and fill
- 18 different fill types
- Isotropic and anisotropic coordinate mapping

**Requirements:** HP 9000 Series 300

**Company Name:** Interface Solutions (IS)

**Address:** 1320 N. Beachwood Drive  
Burbank, CA 91506  
U.S.A.

**Phone:** 818-762-9688

**Facsimile:** 818-845-3695

**Contact Person:** Pat Thompson  
Product Marketing

**Type of Distributor Wanted:** Open

**Geographical Coverage:** Worldwide

**Other products:** Random 2.0 and Color Versaplot 9 libraries on the HP 9000 Series 300 workstations are also available.

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: Marcia Nowicky  
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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