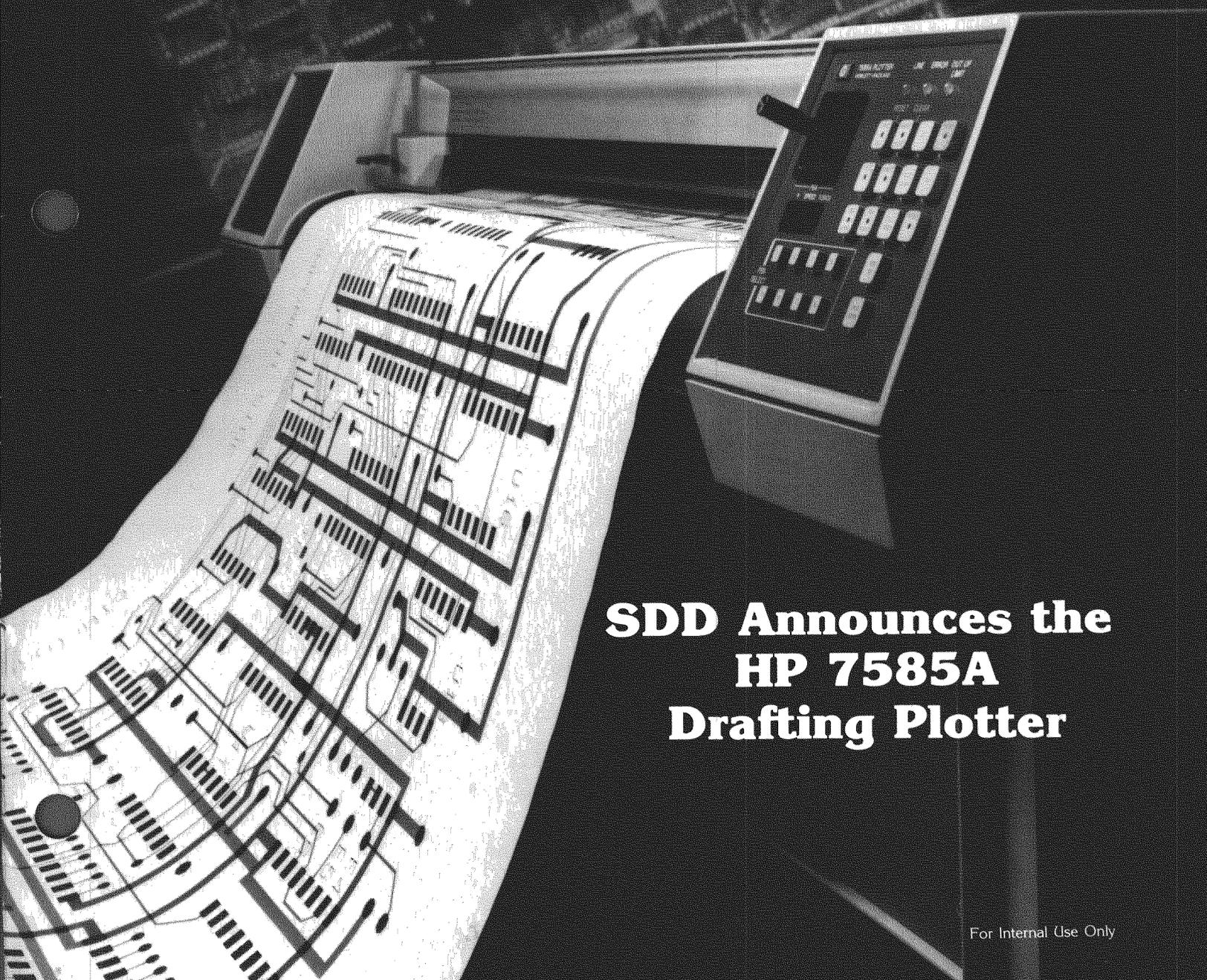


Computer News

For HP Field Personnel
August 1, 1982



**SDD Announces the
HP 7585A
Drafting Plotter**

For Internal Use Only



- CMG Computer Marketing Group
- CMG/3PP Computer Marketing Group/
Third Party Program
- CSD Computer Support Division
- CSE Computer Support Europe
- CSO Computer Supplies Operation
- SRO Systems Re-Marketing Operation
- TCG Technical Computer Group
- DSD Data Systems Division
- RVD Roseville Division
- YCD Yokogawa Computer Division
- DCD Desktop Computer Division
- BDD Boeblingen Desktop Computer Division
- CVD Corvallis Division
- PCD Personal Computing Division
- GTO Grenoble Technical Systems Operation
- BCG Business Computer Group
- BCG/AS Business Computer Group/
Application Systems
- CSY Computer Systems Division
- FSO Financial Systems Operation
- IND Information Networks Division
- MSO Manufacturing Systems Operation
- CSP Commercial Systems Pinewood
- BGD Boeblingen General Systems Division
- DTD Data Terminals Division
- GSD General Systems Division
- HPG Grenoble Division
- CPG Computer Peripherals Group
- BSE Boise Division
- COL Colorado Springs Instrument Group
- DMD Disc Memory Division
- GLD Greeley Division
- SDD San Diego Division Instrument Group
- VCD Vancouver Division

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Computer Groups Price Changes Effective August 1, 1982

On the Cover:

The new HP 7585A E/AO-size drafting plotter now offers the electronics and PC/IC-design industry a cost-effective alternative to higher-priced plotters on the market. See article beginning on page 27.

Information on data communications products for the HP 1000 will now be found under the Information Networks Division (IND) section of Business Computers. IND currently has tactical and product responsibility for DS, IBM, and X.25 communications for the HP 1000 computer family even though it is actually a part of Business Computer Group. So look for articles on DSN/DS, DSN/IBM and DSN/X.25 for the HP 1000 under the IND section.

Karen Campbell, Editor

CMG

HP's New Freight Bundled Pricing Policy

Ted Wagner/Corporate

How to Put a Copy of Computer News in Your In-Basket

June Wedding/CMG

If you would like to receive *Computer News*, add your name to the ROSTER data base by filling out this card completely. If you send a COMSYS instead of this card, you must include *all* of the information requested on the card.

Return it to:

June Wedding — Bldg. 20BD
HP Computer Marketing Group
3000 Hanover Street
Palo Alto, CA 94304
(415) 857-7234

On October 1, 1982 HP will implement a new pricing policy of 'Bundled Freight'. The US list price of all products will become a freight-included, delivered price.

Freight bundling will provide many benefits for HP customers. Elimination of separate freight bills will reduce administrative costs. A delivered price increases implicitly and certainty of customer orders or quotations. In addition, HP will benefit through improved collections and simplified order processing procedures.

Once the policy is implemented, US list price will include a standard freight charge to any customer in the fifty United States and its possessions. Potential customer documents, such as price lists, quotes, acknowledgements and invoices, will not display freight costs.

For further details, please contact your sales support or order processing departments.

INFORMATION CHANGE NOTIFICATION

Please update my CMG Distribution and Directory listing as follows:
Type of Change: Add Modify Delete

EMPLOYEE NUMBER (REQUIRED) _____

Name _____

Division/Office Name _____

Division/Office Comsys No. _____ Bldg. No. _____

Home Telephone Number (optional) _____

Job Code/Title _____

Product Specialties (max. 12) _____

Prod. Type _____

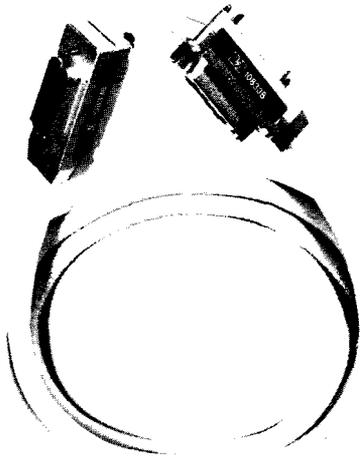
Mgr. Emp. No./Name (Required) _____

Return this card to June Wedding, Bldg 20BD
HP Computer Marketing Group



New and Improved HP-IB Cable

Paul Oliverio/Santa Clara Division



Customers who purchased the 10833 series of HP-IB cables as of July 1 will receive a newly modified, higher performance product. The HP models 10833A/B/C/D HP-IB cables have been improved for better systems performance. There is a new data sheet being distributed at this time, plus press releases to the media. The cable is also being featured in the July/August issue of HP's *Measurement Computation News*.

The major enhancements of the new cable are:

- Double-shielded, plus shielding on inner layers
- Improved crosstalk between control lines and data lines
- <150pF/meter capacitance
- 10 times better flex life
- 40mm bending radius
- Nickel-plated aluminum shell
- Stainless steel screws with conductive coating
- Connector shell with overlapping seam.

The old, plastic molded HP-IB cables (10631A/B/C/D) will be obsoleted on November 1 of this year.

3PP

Software Supplier Double Commissions

Ray Cebold/CMG

(For US Only) On March 1, the HEART system began processing double commission payments for system sales leveraged through software suppliers. Thus far, the system has captured only a fraction of these sales. End-user SRs are not notifying their order processing coordinator when a sale was made because software was provided by a third party. Because of this, some SRs are losing sales commissions they are due. *It is the responsibility of the end-user SR to notify order processing when a sale was leveraged through a software supplier.*

In order to track these sales properly, the correct customer number of the software supplier must be entered when the commission split is accepted (MT 16) by the supplier's supporting sales office. There have been too many end-user and "temporary" customers appearing where the software supplier should appear, making sales reports useless. If there is no customer number for a software supplier, please make sure one is added.

Revised CMG Policies and Procedures

Mike O'Reilly/CMG

A revision to the Computer Marketing Policies Book (Revision No. R5-82) was mailed to the field the week of June 20, 1982.

The entire "Third Party" section is replaced by a new "Third Party" section along with updates to other sections of the manual.

New OEM Sales Aid Kit

Sulu Hegde/TCG

A much-voiced need from the field has been finally addressed! CMG has come to the rescue of all Computer Group SRs with a brand new OEM Sales Aid Kit (SA-310).

SA-310 consists of 18 35mm slides and script describing HP computers and the OEM. It will serve as a valuable front-end to an OEM seminar and will help SRs on that first OEM sales call.

Priced at \$23 with an availability of seven working days, it can be ordered using a HEART override (attention Cindy Martinez, DSD) with the following information: Product Line 65, Sales Force 02, Marketing Division 22, Supplying Division 22.

CSE The Remote Support Program in Europe

Maurice Poizat/CSE

More European CSE Literature

Gérard Renault/CSE



The CSD Data Sheet Carrier in its European translated versions is now available.

This attractive document has been printed in eight languages and is now available locally. The special format (305mm x 225 mm) allows you to carry documents of both European and American sizes. You can insert Data Sheets and Exhibits into the two inside pockets, and one of them will accommodate your business card. A total quantity of 19,000 copies have been dispatched to the relevant countries. The publication number is 5953-5202 (6350) with the following language suffixes:

EN: ENGLISH

FR: FRENCH

IT: ITALIAN

DU: DUTCH

GE: GERMAN

SP: SPANISH

FI: FINNISH

IC: SPANISH/SOUTH AMERICA

For more information contact G. Renault at CSE.

The Remote Support Program for the HP 3000 systems was introduced in the US in November 1981. Since June, 1 1982, it has become gradually available throughout Western Europe.

It is to be noted that two approaches are used:

- In PTT controlled countries the same scheme as in the US has been kept. A monthly credit is granted on the hardware and software support charges (SMMC/BMMC and CSS-T) for eligible systems provided certain prerequisites are met.
- In other countries (France, The Netherlands, Belgium, United Kingdom), a modem (Racal Milgo MPS 1222) is given free of charge to the eligible customers as part of the hardware support service (no credits). If the customer has also a valid CSS he may receive Remote Software Support.

For more detailed information, please refer to the Remote Support Program Flyer or the European Remote Support Program Sales Training Manual. They are described in Gérard Renault's article which follows.

If you have any questions, call us at Computer Support Europe in Grenoble, France (CSE Marketing).

Quality Support is an effective sales asset!

Remote Support Program Documentation for Europe

Gérard Renault/CSE

Two documents fully describe the Remote Support Program:

- Remote Support Flyer — P/N 5953-7199 (6350) initially available in English (suffix EN) and French (suffix FR) for use in the UK, France, The Netherlands and Belgium; and P/N 5953-5226 (6350) initially available in English (suffix EN) and later on in German (suffix GE) for use in other countries.
- European Remote Support Program Sales Training Manual — a nine-page document.

Both pieces of literature have been distributed and are available in our country.

Special Savings for US Desktop Customers

Cathy Shea/CSO

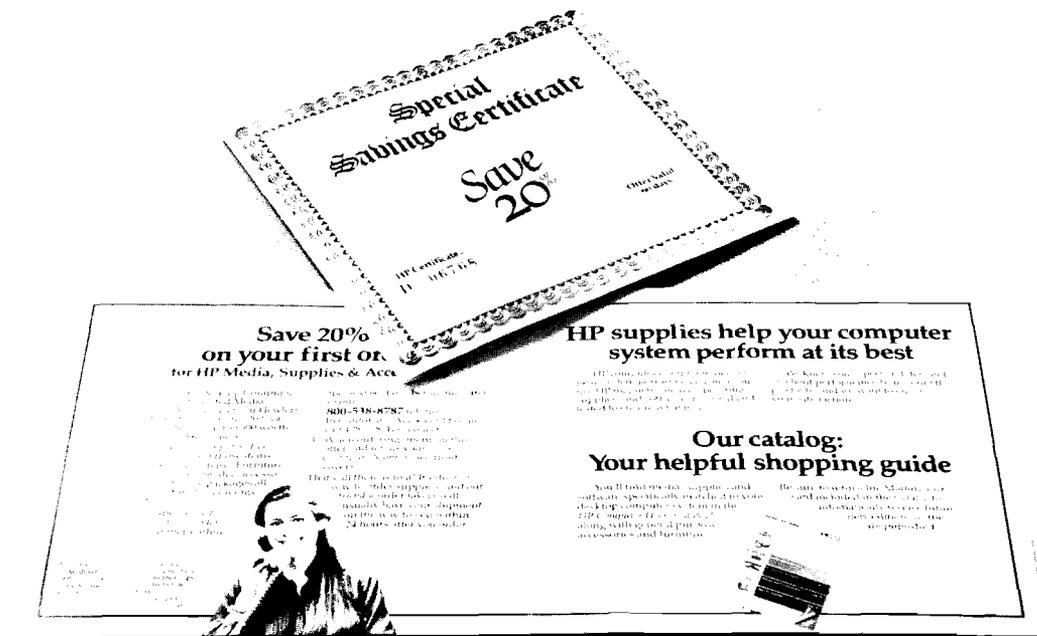
What appears to be a bank savings certificate in the photograph below is, in reality, something even better. This certificate entitles the holder to a 20% discount on up to \$500 worth of computer media, supplies, accessories, and software ordered directly from the Computer Supplies Operation. It accompanies each desktop computer shipment from DCD.

We feel that the new HP Desktop Computer deserves quality-tested media, supplies, and accessories. This promotion has been designed to encourage new US desktop computer customers to order these products from Hewlett-Packard.

To obtain the discount, customers should follow these three steps:

- Review the *Computer Users Catalog* to select those items to be purchased (add-on hardware excluded)
- Call CSO's fast response, direct order phone number within 60 days before the offer expires:
800-538-8787 toll free or
408-783-4133 collect in California, Alaska or Hawaii
- Mention this offer and their special savings certificate number (which appears in red on the front of the certificate).

That's all there is to it! It's a fast way for customers to order supplies and our friendly order takers usually have the shipment on its way to the customer within 24 hours after the order is taken.



CSO Welcomes Lynn Kirkham

Fran Jeffries/CSO



Lynn Kirkham has recently joined the Sales Development Team at CSO, replacing Brenda Greeley as the Field Support Specialist for the Midwest Sales Region. Brenda will now support the Neely Sales Region.

SRO

Software Houses Good Market for Re-Marketed Systems

*Gerhard Ullmann/RSE and
Russ McBrien/SRO*

A growing number of talented people are becoming independent software suppliers. Many are looking at the possibility of joining their creativity with the proven success of Hewlett-Packard equipment. Most new software houses begin small with just a few programmers and limited resources. Often the first choice a new independent must make is what sort of computer resources they should acquire. Often, sharing a system is the only feasible alternative at the very beginning. But the high monthly costs and lack of flexibility will quickly put a growing company into the market for a system. New companies seldom have unlimited financing and Re-Marketed systems can make the difference between continued sharing of facilities and the sale of a dedicated system.

Successes in Germany

Two experienced SRs in Germany recognized this early in the introduction of Re-Marketed systems in Europe. Volkmar Schubert from Nuernberg and Joachim Hubert of Muenchen (Munich) both had new and growing software houses in their areas. Both quoted the entry level HP 3000 Series 30R. After a short period of consideration, both software houses purchased the quoted Re-Marketed system. These computers were ordered where a new system would not have been successful. There are many more European examples of when

Re-Marketed systems have enabled SRs to close tough orders. Call the European Sales Center (ESC) or the marketing team at Re-Marketing and Supplies Europe (RSE) in Boeblingen for further information.

50Hz Free!

Joe Albano/SRO

Until recently Systems Re-Marketing Operation in Sunnyvale has been supplying worldwide requirements for Re-Marketed Systems. Due to this operation's US location, additional costs were incurred to convert systems to 50Hz, 220VAC operation. Therefore, Option 015 on all Re-Marketed systems carried a charge to recover these costs. Now that Re-Marketing Supplies Europe (RSE) is operational, there is no longer any additional charge for 50 Hz, 220VAC operation (Option 015) on Re-Marketed products, effective August 1 CPL. This will lower the cost of Re-Marketed systems to most customers in Europe and ICON and make it easier to sell in those price sensitive situations. If you have any questions, contact SRO Sales Development at 408-738-8858 (COM-SYS C100)/RSE in Boeblingen. 

DSD

Pick a Question, Any Question!

Larry Sanford/DSD

New DSD Order Administration Manager

Joe Schoendorf/DSD



We're happy to announce Pat Horton as our new order administration manager. She replaces Doug Morton who accepted the position of direct shipment operations manager for ICON.

Pat came to DSD from DTD where she was a systems administrator for the past 2-1/2 years, in the Order Administration department. One of her major tasks there was to successfully implement their ORBIT (Order Requirements Backlog Inventory Tracking) system. Her past experience makes her a strong addition to our Marketing team, and she's looking forward to working with you to help make you successful.

On any given day, it is not unusual for DSD Sales Development to receive an average of 100 telephone calls from the field. In the interest of saving your valuable sales time, I have listed below a number of the more commonly asked questions and their answers.

Q: Will the new A600 (Lightning) and A700 (Phoenix) processors obsolete the current M/E/F-Series Computers?

A: No! Although the M/E/F computers are mature products, DSD will continue to produce them as long as there is sufficient market demand and parts availability. We expect that the E- and F-Series will remain in production through FY86. The M-Series is expected to be in production through FY83.

Q: Are there any plans to introduce a Dual Port I/O Extender for the HP 1000 L/XL-Series and A-Series?

A: Not at this time. If your L/XL- and A-Series customers have a need for this capability, please contact your DSD Sales Development Engineer.

Q: With the implementation of the new HP-85 Service System, will my customer still be required to order, or have available, a system console with the mini-cartridge capability?

A: Yes! On the M/E/F-Series Computer Systems, minicartridges are required for distribution of SSS/CSS software updates. Minicartridges are not required on the L/XL-Series and A-Series Computer Systems.

Q: Which systems come equipped with a Firmware Expansion Module (FEM) and which systems are equipped with a Firmware Accessory Board (FAB)?

A: The 2176C/D HP 1000 Model 40 Computer System comes standard with the FAB assembly. A special Option H24 can be quoted to replace the FAB with a FEM assembly. The HP 1000 Models 45, 60, and 65 come standard with the FEM assembly. All E- and F-Series box computers have a FEM, while the M-Series computer has neither the FEM nor the FAB assembly. If you need a special quote from 2176C/D Option H24, please contact your DSD Sales Development Engineer.

Q: How can my customer order the Fast Fortran Processor (FFP) firmware for an early E-Series computer?

A: For E-Series computers manufactured after May 1, 1982, your customer orders only the 13306B firmware. For E-Series computers manufactured prior to May 1, 1982, customers must order the 13306B FFP firmware plus Option 100. Option 100 adds three ROMs which, after May 1, are included with the standard E-Series computer.

Q: When will the HP DSD Customized Products Catalog (P/N 5955-8803) be updated to add new special products and options?

A: An updated DSD Customized Products Catalog is currently scheduled for distribution in August 1982.

Q: If my customer orders an HP Model 40/45/60/65, in an upright cabinet, does he/she have to order system Option 002 in order to rack-mount the 7970B/E Magnetic Tape Unit?

A: No! Provided that your customer orders a stand-alone disc (i.e. not rack-mounted in the system cabinet), a special system Option H08 can be quoted to provide space for a mag tape unit at the top of the base system cabinet. Installation of the mag tape unit is normally provided by the customer, or a Customer Engineer on a time and material basis. If you need a quote for a special system Option H08, contact your DSD Sales Development Engineer.

HP PLUS Supplier CCS Honored

Marty Silver/DSD

Would your customers like some help with their software development, using RTE? Now you can refer your customers to one of our HP PLUS software suppliers, Corporate Computer Systems (CCS) in Aberdeen, New Jersey. CCS provides many software utilities and tools, all listed in your HP PLUS catalog, that aid the user in program development. One of their key programmer productivity tools, SCONS/1000, was selected by ICP Software Business Review as one of the significant new software products in 1981.

SCONS/1000 provides the necessary tools for the efficient management of a dynamic collection of source files. It also alleviates the problems of organizing and maintaining source files during an active development project.

Through the HP PLUS Program, CCS provides other programming productivity tools:

- DELTA/1000 — A source file management application locates the minimum differences between two FMGR files to help determine what changes have been made to a program to produce a different revision.
- FBUG/1000 — Allows FORTRAN debugging to be done in FORTRAN at the source code level, rather than at the assembly language level, with mixed listing and load maps.

CCS also provides two documentation tools with their TFORM/1000 and SPELL/1000 programs. TFORM/1000 is a text formatter for the HP 1000 System, and SPELL/1000 is an automatic proof-reader for checking the spelling of words in your documents. Here at DSD we recently did a survey of TFORM/1000 user reference accounts and over half the respondents gave it a perfect 4.0 (Data Pro type rating) and the remainder scored it at around the 3.8 level.

A C Language compiler and a COBOL/1000 compiler that meets ANSI X3.23-1974 is available from CCS. They also recently introduced a general sorting utility and a forms management package. If you have customers interested in any of these productivity tools, C-Compiler or COBOL/1000, contact Joan Dillon at CCS. Her number is 201-583-4422. CCS exemplifies the way HP PLUS software suppliers can help you sell HP 1000s with complementary application software and tools.

A600/A700/RTE-A.1 Mailing #4

Davis S. Fields III/DSD

A new package of important information is on its way to you from the A-Series team at Data Systems Division. Mailing #4 is divided into eight main sections.

- A-Series Highlights — A brief rundown on latest developments with the A600 and A700.
- Reduced A-Series Memory Prices — A-Series memory drops below the half-cent-per-byte barrier!
- A700 Board Set Introduction — You asked for it — you got it! The A700 is now available as a board set.
- Peripherals Status — What can I sell with the A-Series? How do RFI regulations affect me? A list showing the status of various A-Series peripherals.
- Symbolic Debug Announcement — The new RTE Symbolic Debugger is now available. This product gives you powerful software debugging capabilities, along with a program profiler.
- DEC Professional 300s vs. HP 1000-Model 6 — DEC recently announced a personal computer product line. Here is a competitive analysis.
- VAX-11/730 Update — DEC has also announced a new low-end member of its 32-bit VAX family. Here's how it competes with HP products.
- DSD Ad/Leads Program — A status report on A-Series advertising and lead generation.

Watch your mailbox for Mailing #4!

Caterpillar Selects a Winning Combination: HP 2250 Plus A600s

Sid Deshpande/DSD

Faced with declining productivity and increased competition, the traditional old line industries in the Midwest are investing heavily in modernizing and automating their factories. Caterpillar, an \$8 billion manufacturer of bulldozers, tractors, and farm equipment, is no exception. Caterpillar has selected HP to play a significant role in their factory and plant automation strategies at Lafayette, Indiana.

Lafayette is the location of a new Caterpillar facility where they plan to manufacture diesel engines. These engines are used in large earth moving equipment such as bulldozers. The application involves multiple HP 2250s and A600s in their production test area. Each 2250 will be monitoring engine parameters such as RPM, fuel flow, and temperature. The A600 will interface to each 2250 controlling the entire test process and passing test results to a central host which is an HP 1000 E-Series System. In all, there are eight test 'cells' consisting of a 2250 and an A600 Computer. The A600s are interfaced to the host E-System through DS/1000 in a star network. The host system is used for data manipulation and production of graphical reports. They were impressed by the capabilities of the 2250 as far as its abilities to handle data acquisition from the various sensors used to monitor engine performance. They were also impressed by the A600 (2156A) memory expandability to 4Mb and the speed of the processor. Memory expandability was important for storage of large data arrays, while at the same time, running DS and large application programs. Shareable

EMA was also important because the data needed to be accessed by four programs controlling different processes. Individually, and in combination, the 2250 and the A600 were too strong for the competition, principally DEC.

Strategically this application will produce big dividends to HP in an account that is a strong DEC house for all technical applications. Our strong showing at Peoria, Illinois, where a similar application is to be implemented, convinced the Lafayette

management to go with HP. The above is also an excellent example of teamwork between our offices in Bloomington, IL and Indianapolis, IN, and particularly our Technical SRs Larry Waterkotte in Bloomington and Bob Cohn and Randy Wickham in Indianapolis. They should be congratulated on a significant breakthrough in a major account such as Caterpillar. The field fully expects, based on the success of these applications, to see additional test cell applications in various Caterpillar locations.

RVD

RVD Deletes the 12040A Software Options

Mark Fogerty/RVD

The current 12040A 8-channel multiplexer offering has seven software options that provide drivers and diagnostics for the interface card. These options were created as a temporary measure until DSD could place the driver in the operating system. The diagnostics likewise are included when your customer orders an A-series system, and they can also be obtained if your customer orders components by ordering the 24612A diagnostic package for

A-series and the 24614A diagnostic package for the L-series computers (available July 1). Consequently, the software options for the 12040A are now being deleted, and DSD will take responsibility for the mux driver and diagnostics. Please note both 24612A and 24614A will offer Option -022 which is the CS/80 disk compatible cartridge tape!

Any questions regarding the multiplexer software should be directed to DSD Sales Development.

Deleted 12040A Options	Current DSD Mux Software Products	
	RTE XL	RTE A.1
Mux Drivers		
041	Driver included in RTE-XL	Included in A.1
042	later than Rev. 2213	
050		
051		
Diagnostics		
120	24614A XL Diagnostic	Included in A.1 (for systems
141	Product	only)
142		For components use
		24612A

HP 2250 Now Supported with RTE-A.1

Duncan Campbell/RVD

The 25581A Automation Library for the HP 2250 is supported on the RTE-A.1 operating system. The Automation Library provides software to enhance the performance of an HP 2250 that is connected to an HP 1000 host computer. The Automation Library currently has four components:

- Exerciser Software (MCX)
- Continuous Data Acquisition (CDA)
- Downloading linker (LINKR) routine
- MCLIO subroutine (MCLIO).

These software routines were discussed at length in the RVD section of the June 1, 1982 issue of *Computer News*.

For MCX, the only changes necessary were to split the MCX program into two files. One file (%MCX1) contains the mail, segments, and block data, and the other file (%MCX2) contains the subroutines. This change was required by the new loader (LINK) on RTE-A.1 for compatibility.

The LINKR program required no change. However, for FTN7X compiled subroutines on RTE-A.1 or RTE-6 the user must run his relocatable files through a utility program (OLDRE) before loading with LINKR. This process of using OLDRE in converting the new relocatable to the old relocatable records required by the Linker is necessary only for RTE-A.1 and RTE-6.

The CDA software was tested on the 7906/08/12 disks and required no change. The maximum rate supported varies by the type of disk that is chosen. Please call RVD Sales Development for specifics.

The MCLIO subroutine also works with the RTE-A.1 operation system. MCLIO provides the relocatable code that gives you direct access to the registers on the HP 2250 function cards. MCLIO is ready to be combined with the other subroutines you need and downloaded into the HP 2250.

Roseville is now shipping the Automation Library with a REV code of 2226 with an Automation Library manual update. Customers who have bought support services will automatically receive both the manual update, and the software code (Rev. 2226). For further information, please contact Roseville Sales Development.

HP 2250 Customer Training

Alan Weingand/RVD

The HP 2250 Users Course (P/N 28601A), previously taught on a monthly basis at RVD, now will be offered every other month. The schedule is as follows:

1982	1983
Aug. 16	Feb. 28
Oct. 11	Apr. 18
Dec. 13	Jun. 20

The HP 2250 Users Course is \$1200 per student. This one week, hands-on class provides training in measurement and control language (MCL/50) programming, system hardware, multiple task execution, downloading subroutines, and continuous data acquisition, just to name a few. The lab time amounts to roughly 30% overall.

At the completion of the course, the customer will be familiar with all MCL/50 commands. In addition, the customer will have programmed and executed MCL tasks which perform:

- Buffer and variable manipulation
- Temperature measurements
- Digital interrupt processing
- Multiple task execution
- Pacing of analog and digital I/O
- Downloading Fortran subroutines
- Continuous Data Acquisition.

If you have any questions, contact your RVD Sales Development Engineer. To register for the class, contact Jean Graham at Telnet 786-4737.

DCD

HP 9826/36 Terminal Emulator Helps Sell Hardware

Sue Bodoh/DCD

The new HP 9826/9836 Asynchronous Terminal Emulator software package, which is now available with an 8-week delivery, will increase your opportunities for hardware sales.

Where do you sell this new product? The market lies within the community of scientists and engineers who want to just access a host computer, or to transmit and receive data to and from the host.

The Terminal Emulator manages the keyboard, CRT, and mass storage, so that the 9826A or 9836A responds in the same manner as an HP 2621 terminal. Written in Pascal, the emulator runs independently of the language system, as does VISICALC[®]. It requires the 9826A or 9836A 256 kb of RAM, and a 98628A datacomm interface with any cable option.

Some of the Terminal Emulator's features include being menu driven for quick startup and easy operation, and the ability to log-on to a host computer without needing to write a program on the desktop computer to do it. The sales training manual, which will be distributed this month, contains more features, benefits, throughput benchmarks, details of the menus, and other essential sales background information. A technical data sheet, P/N 5953-4622, is also available.

Orders for the Terminal Emulator to work with either the 9826A or 9836A should specify P/N 09836-10180, at a bargain price of \$150 US.

HP 97S to be Discontinued

Ted Chen/DCD

The HP 97S I/O Calculator will be removed from the CPL on January 1, 1983. Orders can be accepted through the end of January in the US and through the end of March in all other countries. Shipments can occur up to six months after placing the order. Service support, replacement parts, and consumables will be available until January 1988.

The decision to discontinue the 97S was made because sales have dropped off significantly and the 97S with battery charger connected will not pass the FCC specification for EMI. The deadline for complying with this specification is October 1, 1983. Do not confuse the 97S with the 97A Calculator, which will continue to be produced.

Please COMSYS or call me at DCD, ext. 2180, if any of your 97S customers have problems with this discontinuance plan.

Putting It All Together for Success

Al Sperry/DCD

In May, SR Eric Fernwood of San Antonio, TX, won a place among the top 10 salespeople by landing a contract for five HP 9836A desktop computer systems with our toughest type of customer — a US government entity.

This success, which included six peripherals and 20 HP instruments as well as the desktops, resulted from several factors:

- A SF01/SF02 joint sales effort
- A single-vendor solution
- After-sales service support.

The joint sales project involved SF01 Field Engineer P.K. Weir, SF02 SE Payton Reynolds, and Eric Fernwood. Team members cooperated all the way, from bid request to contract award.

Buying complete systems from one vendor precluded the possibility of any supplier blaming another for incompatibilities or problems. It also meant, in HP's case, that the single supplier could provide on-line support as well as maintenance for all of the equipment. HP's support information service (SIS) was an important factor in the buying decision.

Three types of test systems, each including a 9836A and a graphics printer, are involved.

Four of the systems include HP data acquisition/control units, high-resistance meters, function generators, DVMs, and universal counters. These systems will handle testing (static and dynamic) and repair of electronic fuel control modules.

The fifth system, comprising a 9836A, a 9895A, and a 2631G, will be used to do historical data analysis related to module failures.

According to Eric, "The key selling points were the 9836A with graphics, SIS, and a maintenance contract for all of the equipment from one vendor.

Eric continues, "The customer had practically no other choice. Because we were able to combine resources to address both instrumentation and computer needs as well as support, we won hands down!"

Putting together several of HP's resources in this manner can result in an offer that is hard for the customer to refuse, and for the competition to beat. It could be the answer to some of your customers' needs!

Ordering DCD Customer Training Material

Mike Bacco/DCD

We receive many questions about ordering customer training material for desktop computer courses. Most of these concern either when or how to place the order for a class.

Starting with when to place the order, the availability for customer training material is now six weeks. Availability, however, is the time from receipt of the properly submitted order at DCD until DCD ships the material. Two other delays need consideration. First is the time between your decision to place the order and when it is actually transmitted and received at DCD. Second is the time between shipment from DCD and the time it arrives at your office and is delivered to you. These additional delays can sometimes increase your lead time requirements an extra two weeks.

Considering that uneven demand can cause delivery problems even with the best planning, how can you order to have the best chance of receiving the material on time? You can do several things. First, if you order material for more than one class, put each class on a separate order section, since DCD order processing can ship each section as the material becomes available. Do the same thing if you order both instructor and student material for a new class. And specify when you need the material in your hands, by section. If supplies are limited, we can then prioritize shipments. After you have done all this, remember to check on the acknowledgement. If for some reason your order is reacknowledged, be sure your local OP people let you know.

Finally, order just what you need! Keeping safety stock for one class is a common, understandable practice. But don't overstock, and be especially prudent with a newly-introduced class. We try to forecast based on your training schedule inputs to CSD, and if you order in excess of that, other locations cannot get timely delivery of needed material. During Q282, we received orders for the 9826 BASIC O&P course material in excess of the quantity needed to teach every course scheduled through December 1982! Obviously, this caused some problems.

The DCD Customer Training group wants to help you meet your objectives. If we can assist, call Mike Bacco (1-226-3495) or Ed Brovet (1-226-2970).

Series 80 to Series 80 Communications

Tim Mackey/PCD



HP 82905A Modem plugs into the HP-87 personal computer for easy communication with other computers and with popular data bases. Also shown are plug-in memory modules that increase the HP-87's RAM memory.

Many vendors talk about their ability to "network" their personal computers. Most of those solutions involve a high cost local network system of cables, interfaces, and mini-computers. I would like to take this opportunity to expound upon a method to "network" Series 80 computers to one another, that is very efficient and very low cost!!

The Series 80 Modem Makes it Work

That's right, all you need (along with your Series 80 Personal Computer) is the 82950A modem and your existing telephone to communicate with other Series 80 users in your

building, or anywhere in the continental US for that matter. Here is how it works. Load the "modcom" software and RUN it. Let's say you're talking to someone on the telephone and each of you has a Series 80 "P.C." at his/her desk. You decide to send a data file from one machine to the other when you've finished talking. One person hits the "ORIG" softkey and the other hits the "ANSWER" softkey. The modems will then start communicating and display "COMMUNICATIONS ESTABLISHED" on both users' CRTs. Now you're ready to do a variety of communications tasks!

Now You're Talking!

There are a couple of things you must do to make "communicating" successful between Series 80 computers:

- With the "FRAME" menu in the MODCOM software you must set the "ECHO" to ON. This will allow you to see what you enter on the keyboard. Series 80 Personal computers do not "ECHO" back each character to the "sender" like big mainframes are set up to do.
- The end-of-line terminator in the "FRAME" menu must be set to send both a carriage return *and* a line feed each time you hit [ENDLINE].

Applications

There are numerous uses for the communications capabilities of Series 80 personal computers. Here are just a few:

- Our advertising department wants to get "copy" to their ad agency fast! They normally send it via a telecopy machine for about \$6 per page. Now they store their "copy" on disc and "UPLOAD" it to an HP-87 at the agency over the phone lines for about 50 cents per page!
- Electronic mail within the office.
- Sharing data or program files with other users — send them a copy of the file using the modem.

- Conferencing, (many users all communicating simultaneously) can be achieved by having each Series 80 user belong to an Electronic mail service like "The SOURCE". Each user would connect to the service bureau with their Series 80 computers and modems and arrange the "conference" with the software on the service bureau host. This is a very effective solution for interactive conversation or distribution of electronic mail to many places from one source. (i.e., a sales manager wanting to send the same correspondence to 15 salesmen in four different states.)

Communications are a very important part of what we term the "CORE" activities of the typical professional who utilizes a personal computer. Series 80 personal computers are very powerful tools — made even more so by their recently announced communications products described above.

New Series 80 Datacomm Flyer

Tim Mackey/PCD

To help prospective customers clearly distinguish between our Series 80 data communications products, a new flyer has been developed. Called "Series 80 Data Communications", it helps users choose whether the Series 80 modem (82950A) or the Series 80 Datacomm Pac (00085-13044) is most appropriate for their particular requirements.

Descriptions of the two products, specifications and a quick reference comparison chart are included in this brochure. The literature order number for this piece is 5953-7823.



CSY

Major Price Reduction on New HP 250/20

HP 250/20 With 64kb User Memory Now \$3,750 Less Expensive!

John Whitesell/CSY



Additional HP 250 Price/Performance Improvements:

64kb user memory now standard, using state-of-the-art 64K RAMs

256kb of additional memory for only \$2,000

INP Extender Module for 45260A Processor

Do you have any customers who would like a multi-user data base system for \$15,250? Now you can offer them HP's low-end multi-user business computer, the HP 250/20, for just that! And it now comes standard with 64kb of new state-of-the art 64K RAM user memory!

Here's how you order this model:

Product	Description	US List Price
45260A	HP 250 SPU with 64kb user memory, system data base, HP 250 Business BASIC, and utilities	\$10,100
002	4.7Mb disc and 1.2Mb flex disc. (Deletes PIC and HP site prep/installation)	2,650
-04X	Operating System on set of diskettes (see Configuration Guide)	No charge
2622D	Workstation	2,500

Then order whatever optional printers, plotters, additional workstations, and application software are desired.

Just keep in mind the cautions which we mentioned in the HP 250/20 Field Training Manual:

- The 4.7Mb disc is significantly slower than the other disc drives supported on the 250. It is designed to support one or two workstations in general. Of course, additional disc drives as well as workstations can be added to the 250/20.
- Certain application software packages such as OM/250 are too large to run on the 4.7Mb disc.
- The system must be booted up from the 1.2Mb floppy. (This is generally more of an advantage than a disadvantage, since the full 4.7Mb of disc capacity is then available for application software).

The 250/20's lower price appears on the August 1 CPL and applies to all factory shipments starting July 26.

HP is serious about significantly increasing our penetration of the low-end business computer market. Use this aggressively priced low-end system to provide solutions for more first-time computer owner applications — especially large volume accounts — and let us know if we can help.

June Sets New HP 250 Order Record

John Whitesell/CSY

Congratulations to all involved in setting a new record high order month for HP 250s in North America and ICON in June. The momentum keeps building! Special thanks to Neely, ICON, and Canada for exceeding 150% of quota for the month. Year to date, Europe is still the leading region for HP 250 sales.

In June, the HP 250 orders were split approximately 80% from OEMs, and 20% from end users — roughly the same percentage split as for all of FY'82. It looks like the end user percentage may be increasing somewhat in the near future as more large end user accounts move from the program development phase to high volume purchases.

Original HP 250 Processor to be Obsolete

Ray Esquivel/CSY

On August 1, 1982, CSY will discontinue production of the original HP 250 desk-based processor. A letter has been sent to your customers who currently have support contracts for this processor. The letter notifies them that the processor and the A.03 operating system will be supported according to HP's established five year support life.

The products affected include the following systems and language localized operating systems:

- 45251A with US System Software
- 45252A with French System Software
- 45253A with German System Software
- 45254A with UK System Software
- 45255A with Swedish System Software
- 45256A with Spanish System Software
- 45257A with Italian System Software
- 45258A with Katakana System Software

Since the number of letters sent out to customers with support contracts is less than the total number of installed processors, it is advisable that you contact customers having the 45251A-45258A processors.

This will allow us to make sure that these customers are aware of the discontinuance of production and our plans to begin the five year support life.

The obsolescence of this processor also provides an opportunity to present information on new HP 250 products and for making incremental sales of new products and upgrades. The HP 250 product line is now made up of five system configurations ranging from the Model 20 which has an integrated 4.7 Mbyte disc to the HP 250 Model 50 which supports six users and 260 Mb of disc storage. Combine this capability with the new OS-4 operating software and support of new peripherals and applications software and you can demonstrate HP's dedication to providing solutions to the computer needs of small businesses.

IND

HP Inform/3000 Preview

Joe Ercolani/IND

An on-line program which simulates HP Inform/3000 is now available. The program, called "A Preview of Inform/3000 — Producing a Report," takes the user through the steps required to produce a report.

Its interactive nature makes this program an ideal learning aid. The same menus, prompts, and messages that appear in Inform/3000 when a user produces a report are duplicated in this simulation. But this program has an additional instructional feature. If in the process of producing a report the user types an inaccurate response to a prompt, the program catches the error and suggests ways to recover and continue.

The program is done with the Interactive Training Facility (ITF) developed at IND. ITF allows course developers to create interactive training on the HP 3000 and allows users to execute it.

In July, a similar version of the program will become part of the HP 3000: A Guided Tour.

HP to Enter Pie Business

Marilyn Johnson/IND and Greg Diehl/SDD

Of course, HP won't make an ordinary pie — ours are special pie charts made especially for each customer from data he/she sends us. IND and SDD are working together to offer HP 3000 customers a pie chart that is made to order with the HP 3000 Business Graphics Package and an HP plotter. We're making the offer in a direct mail piece which tells customers about the package and how it can add to the HP 3000 that's already working for them. This mailer is the second one in the Advanced Information Program for customers begun last month.

To order a free pie, each customer enters his data into the menu on the postage-paid reply card. He'll receive an original pie chart of his data that was created on a San Diego plotter. He will also receive an HP 3000 Business Graphics Package brochure.

Each 02 Commercial SR will receive a sample mailer approximately one week before the customer mailing, which is targeted for mid-August. All customer responses to this direct mail promotion will be forwarded as soon as possible to the appropriate SR. So watch for the direct mail piece offering a free pie chart and for those customer leads returned to you in the bright green "sales lead" envelopes.

CSP

Selling HPMAIL to Existing Accounts

Trevor Wing/CSP

Selling HPMAIL to the "EDP Manager" in your existing HP 3000 accounts is an easy sale and your best leverage for expanding all HP business in the account:

- HPMAIL runs on existing HP 3000 hardware and software, so . . .
- For a small investment, the EDP manager can set up pilot and evaluation users and become familiar with "office automation", and at the same time . . .
- Use HPMAIL within the EDP department to manage projects and communicate with other software users, which allows . . .
- Smooth growth to "office automation" by installing on existing hardware, setting up billing procedures for users, and using revenue to evolve to separate "office automation" systems, which . . .
- Increases top management visibility and leverage of the EDP organization in the company.

The eventual add-on business in terminals, discs, and systems resulting from this approach will be substantial, and lead to easier sales of related office products. HPWORD, GRAPHICS etc., are all *more valuable* to the customer when used in conjunction with HPMAIL!

Interactive Office Sales Aids

Tom Stokes/CSP

During the week of June 21, Commercial Systems Pinewood mailed to every Field Marketing Manager two sales presentations in hard-copy form from which transparencies can be made. The first presentation covers *HP's Interactive Office Strategy* in 11 slides plus three appendices, while the second presentation covers *HP's Interactive Office Products*, with one slide per product. Both presentations are completely scripted.

We hope that these slides, when augmented with other sales materials which you have now, will fulfill the requirement for small-group sales situations, particularly in non-seminar environments where 35mm slides are inappropriate.

The Field Marketing Managers will distribute one copy of each presentation to each commercial/general District Sales Manager. These presentations will be updated on a regular basis, as new products become available.

Both of these presentations have been used at Pinewood for several months, with very positive results. At your next opportunity, try using them — we guarantee you'll be successful!

HPMAIL Class at Pinewood

Dave Townsend/CSP

During the week of May 10-14 we ran the first HPMAIL SE training class at Commercial Systems Pinewood. What was unusual about this event was that we altered what has previously been a one way flow of SEs to the US for training. This time, 15 SEs from North America — one SE from

every area in the US and Canada — flew to England for HPMAIL training.

We involved our lab engineers in both the design and delivery of the course. This was an added bonus for the SEs as they now have not only normal on-line support, but also a number of other valuable contacts. HPMAIL on-line support is provided by John Callender in CSP and by Carol Agne (helped by Kim Sasco) in Cupertino. Both John and Carol were heavily involved in teaching the course. SEs in the Eastern Standard Time area are really doing well because they can get on-line HPMAIL support (not to mention HP SLATE, TDP & HPWORD) from 4am (CSP) until 8pm (Cupertino)!

The feedback on the course from the SEs was excellent. Amongst the features they highlighted were:

- The involvement of every part of the facility — R&D, Product Marketing, and Support. (We even gave the CSP manager, Bob Kadarach a teaching slot.)
- The fact that we listened closely to what the SEs had to say about support issues, product features and training methods — and then took action on their inputs.
- Giving them material, such as overhead slides, to be able to go back and do a good job of internal training and pre-sales customer presentation.

During the week of May 24 it was the turn of the European and ICON SEs. While coming to the UK may not have been quite such a treat for the European SEs, the course reviews were just as favorable and we now have a very enthusiastic, well trained network of HPMAIL heroes for you to call on. 



DTD

\$1000 Introductory Price Reduction on HP 2647F Upgrade Kit

Ed Washington/DTD

As of August 1, HP 2647A customers may upgrade their 2647As to the new, more powerful HP 2647F.

The 93987F Upgrade Kit includes:

- All hardware to convert the 2647A to a 2647F including the first disc drive unit
- All 2647F manuals
- WORD/47
- Graphics Presentation Pac/47
- Project Management Pac/47
- Statistical Analysis Pac/47
- Mathematical Analysis Pac/47
- 2647A/F File Conversion kit.

Note: Tape drives will be removed.

There are a number of reasons your customers may want to upgrade:

- Increased storage capacity of diskettes — 270 kb each
- Ability to name, list and access files by name
- Ability to write bigger and better programs in 64K of basic program workspace
- Word processing capability
- Application software for project management, presentation and analysis
- Convertible graphics/numeric pad
- 20% faster processing
- Shared peripheral interface and display enhancements simultaneously
- Four option slots

- Optional LINK/47 capability to an HP 3000
- And of course, it gives the 2647A the same performance level and operational procedure as your customer's newly purchased 2647F.

The 93987F Upgrade Kit requires a HEART override and is priced at \$5,950 US. A special introduction price of \$4,950 is available for all orders received on or before October 31, 1982. Normal discounts apply. Availability is 10-12 weeks after receipt of the order.

So be on the lookout for 2647A customers and make an easy sale! You'll be receiving a sales kit this month. Call our Sales Development team if you have more immediate questions.

HP 125 Sales Aids for Technical SRs

Ron Tyler/DTD

Welcome to the HP 125 sales team, Technical SRs! DTD Sales Development is ready to provide you with the support and sales tools that you will need. In fact, if you call your DTD contact, she or he will send you, free of charge, the:

- HP 125 Demonstration Guide and Disc
- HP 125 Utilities Manual.

The Demo Guide and Disc are an easy, efficient way to become comfortable with the HP 125. You will be surprised at how quickly you will be giving customer demonstrations.

The Utilities Manual describes operation of the Block Format/125 utility, a new program enabling the HP 125 to run, remotely, application programs that use V/3000. So, if you want these handy sales aids, call your favorite DTD Sales Development Engineer today!

Another HP 2382A Success Story

Kevin Wandryk/DTD

What is pearl grey and cocoa brown in color, takes up less than a cubic foot of space, and recently provided a large sales opportunity with plenty of top management visibility throughout the account? Why, the HP 2382A Office Display Terminal, of course.

The Advanced Office Systems planning group of AT&T was recently looking for a CRT terminal to be used on a data inquiry system for top management in New York Telephone, and eventually in other operating companies throughout AT&T (Western Electric 3B20S system) and were to provide a number of office services, such as calendars and schedules.

Kevin Chieff of the Piscataway sales office worked closely with the account in proposing the 2382A. With its small size and office styling the 2382A offered a unique solution for New York Telephone. Kevin was also quick to point out that with its full terminal features such as display enhancements, screen labelled softkeys and two full pages of display memory, the 2382A would offer enough capability to let their applications grow over time.

Kevin has since sold one hundred fifty 2382As to New York Telephone where they've been placed on the desks of top management starting with the Executive Vice President. And as the system spreads to other operating companies within Bell, Kevin expects to sell an additional five hundred to one thousand 2382As over the next several years. New York Telephone is planning to further expand the programs running on their systems to include memos, mail, phone messages, and spreadsheet analysis, all based on the 2382A terminal.

Computer Terminals

Free HP 93994B-K24 Upgrade Kit

Gary Evans/DTD

Here's something free for your HP 2624B consignment/demo equipment — the "93994B-K24 User-Definable Keyboard". This upgrade kit includes six firmware ROMs and an installation note for the 2624B. The keyboard kit provides 13 user definable keys: esc, back space, tab, back tab, delete, caps lock, ctrl, return, left shift, right shift, enter, and numeric pad tab keys.

Features include:

- Key definitions are stored in non-volatile memory
- Each key can be assigned a sequence of up to four characters
- Each key can perform the function of any of the other 12 keys
- Any of the thirteen keys can be disabled.

For your free 93994B-K24 upgrade kit call your DTD sales development contact or fill out and send in the coupon below to:

Data Terminals Division
Sales Development
974 E. Arques Ave.
Sunnyvale, CA 94086
ATTN: Jane Wright

This offer is limited to quantity on hand, so order your kits today.

PLEASE SEND ME THE FREE 93994B-K24
UPGRADE KIT.

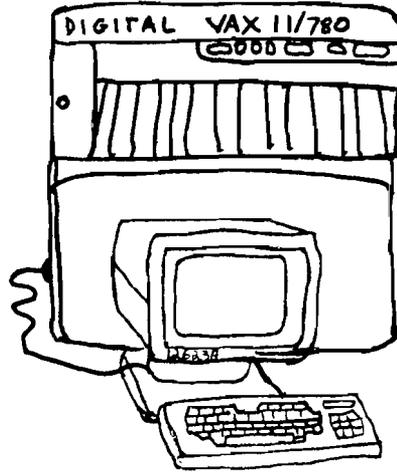
NAME: _____

OFFICE: _____

ADDRESS: _____

What Good is an ANSI/HP Terminal?

Art Doucet/DTD



After reading the last few issues of *Computer News*, you might be wondering just where the HP 2623A Option F07 ANSI compatible terminal is targeted to be sold.

Special Option F07 on the 2623A will help you penetrate DEC accounts. The F07 option was designed for use on DEC mainframes. It has been tested on a VAX 11/780, running some DEC application software, including editors, DEC-MAIL, and graphics. No problems have been experienced.

A significant advantage of Option F07 is that it is three terminals in one. F07 is a HP Graphics terminal, an ANSI compatible terminal and a PLOT 10 compatible terminal. Combine this with the capability to dump graphic plots to the optional internal printer and you have one exciting price competitive product.

One customer uses Option F07 to interface to both his HP system and DEC system. They use a mechanical switch to change from one system to another. Both systems use the graphics capabilities of the 2623A with Option F07.

Another customer is presently using a configuration of DEC VT100s with a retrofit kit provided by a third party to provide graphic plot 10 capability. They attach an HP 2671G to the retrofitted VT100 for hardcopy output. They are evaluating replacing this combination with a 2623A Option F07 and Option 050. A much cleaner solution!

In short, Option F07 is a door opener for those major accounts of yours who have not fully converted over to all HP 1000s or 3000s! Let's take advantage of this opportunity. For more information, contact Sales Development.

New Sales Development Engineers

Dave Forter/DTD and
Jeff Cox/DTD

David Buchanan, Chris Cockill and Judi Sakowski have joined DTD Sales Development to support MSR, ESR and SSR, effective August 1, 1982. David and Chris are recent college graduates with previous business experience while Judi has spent the last two years in DTD's manual writing group.

David will be supporting MSR East. Chris will be supporting the Philadelphia/Rochester area of ESR. Judi will be supporting the Southern Sales Region. We are confident that David, Chris and Judi will be providing the

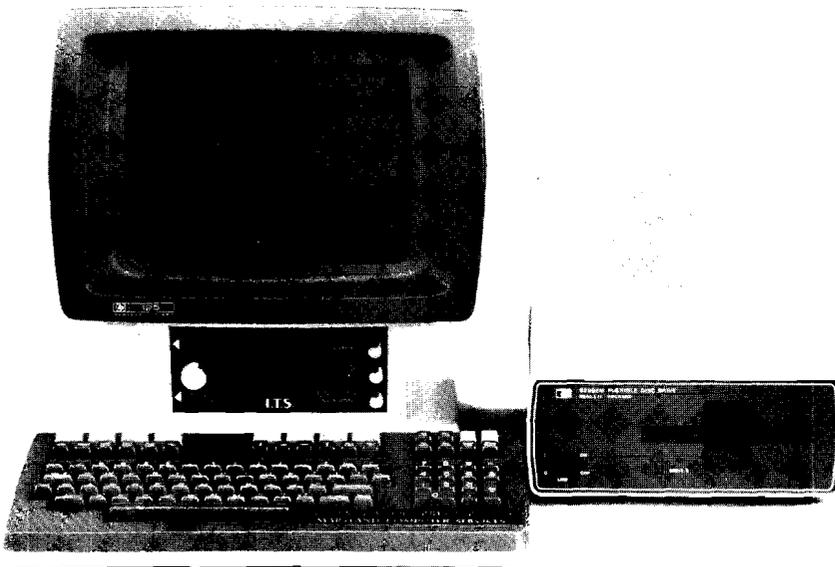
kind of outstanding support you have come to expect from DTD.

The only other recent change in responsibility involves the Manhattan and Woodbury offices of ESR, which are now supported by Gary Evans.

GSD

Talking HP 125 Opens Up Opportunities for the Blind

Mary Etta Port/GSD



The marketing motto, "Our products speak for themselves" has new meaning with Maryland Computer Service's ITS (Information Through Speech) microcomputer system. MCS, an HP OEM located in Forest Hill, MD, has adapted the HP 125 to provide information both visually and locally. With the talking HP 125, data that appears on the screen is spoken in an easily understood synthetic voice (and can even be spelled or repeated for verification).

Operators may listen to all the information on the display, a single line, or even a word at a time. Users can change the rate of speech from 45 to 720 words per minute, depending on their speed of comprehension.

The actual speech is produced by the VOTRAX VSB Synthesizer Board which is able to vocalize 64 different phonemes (phonetic sounds such as "th", "sh", long and short vowel

sounds). Approximately 400 pronunciation rules enable the system to produce intelligible full word speech. It also recognizes punctuation, inserting pauses and changes in inflection where indicated (e.g., a comma causes a pause, while a period causes a drop in inflection followed by a pause).

Applications and Users

ITS can be used by anyone who could benefit from audio feedback — whether blind computer professionals, programmers, engineers, lawyers, teachers, researchers, writers, secretaries, managers, data entry clerks, phone operators, etc. Professionals experience a new-found liberation when they don't have to depend on others to read to them, or have to slowly, manually search through braille printouts. Blind persons who have historically found barriers to achieving their potential when competing with sighted co-workers find this revolutionary product a tremendous boon to their productivity.

MCS, formed in 1976, is an OEM for all HP computer products (HP 3000, 1000, 250, Series 80 and 9800 Series). "Total Talk" has significantly increased the acceptability of computers for blind programmers in the industry. They also offer "Speak Easy", a vocal printer which speaks all information from the host computer in speech rate, pitch, and volume desired by the user.

Some of the users of MCS products for the blind include Boeing Computer Services, Citibank, Federal Reserve Bank, Mobil Oil, Naval Research Laboratory, Proctor & Gamble, Shell US Oil, Social Security Administration, Standard Oil Co. of California, Westinghouse Electric Corp., and Hewlett-Packard Company.

Computer Terminals

Features

In addition to the characteristics mentioned above, the system offers dials on the front panel (see photo) which allow users to change the pitch, tone, and volume of speech. Earphones are available for private hearings so as not to disturb others in the work area. As an option, data on the screen can also be "displayed" in refreshable braille on a separate tactile unit. The system has unlimited speech vocabulary, and the user can define speech rules and exceptions as well. These exception rules added by the user supersede the standard abbreviations, codes or computer mnemonics to be spoken accurately.

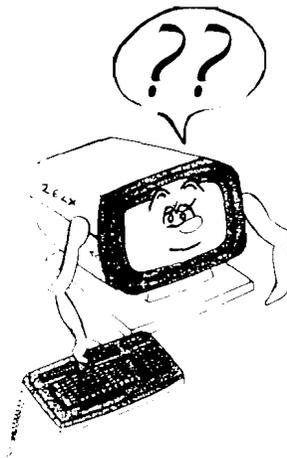
As an HP 125, the ITS can be used stand-alone or as an intelligent terminal linked to your host system. As a programmable microcomputer with speech output, it is valuable for developing your own applications in high level languages such as BASIC, COBOL, FORTRAN, and Pascal. Finally, you can use standard CP/M programs available in the industry. Flexible disc drives (5-1/4" or 8" and hard discs) are supported on the system.

Support programs include extended warranty, a three-day course on ITS, and telephone and field consultations.

HPG

National Languages in a Multi-Terminal Environment

Wolfgang Klingel/HPG



To avoid problems on the customer side using different HP 262X terminals with national language options in the same application, here is a matrix which will help you to understand the operating mode of the different terminals.

Terminal	Operating Code (bit)	Character Sets
2382A	7/8	ISO/National, Roman extension
2621A	7	ISO/National
2621B	7/8	ISO/National, Roman extension
2622A	7/8	ISO/National, Roman extension
2623A	7/8	ISO/National, Roman extension
2624B	7	ISO/National
2626A	7/8	ISO/National, Roman extension
2626W	7/8	ISO/National, Roman extension

ISO/National

The terminal operates with a 7-bit code (128 characters). Eleven characters of the standard ISO/USASCII character set are replaced with the appropriate national characters.

Roman Extension

The terminal works in an 8-bit code (256 characters). It can handle the ISO/USASCII character set as well as all national characters.

Conclusion

If your customer wants to use in a multi-terminal application a terminal only able to operate in a 7-bit code, then he has to configure all his terminals for 7-bit operation. This implies the inconvenience, however, that certain ISO/USASCII characters used in HP software packages are replaced by national characters [,] used in V/3000.



BSE

New HP 2680 Design Service

Scott Wald/BSE

HP has begun offering a new Output Design Service (ODS) through the SEO. This new service allows SEs in HP 2680 demo offices to design laser printer output for customers. Included in the new product line are the capabilities to create forms, characters, logos, signatures, letterheads, and environment files.

ODS will be primarily attractive to customers with limited forms usage. With the laser printer's new pricing, many customers are in this category. In addition, companies with critical forms that need to be up and running at delivery will be interested in purchasing ODS during the product's lead time.

Of course IDS, IFS, and graphics terminals still provide the industry with the leading solution for in-house on-line forms design. This service is just one more way HP's laser printers provide the leading cost effective solution for words, data, and graphics!

The HP 2680A — Line Printer Plus

Bill McGlynn/BSE

You may believe that buying an HP 2680A for use as a line printer may be a bit like buying an HP 3000 Series 64 to drive your eight-pen plotter. If that's your impression, we've got news for you! More than one-third of the present 2680 owners use their laser printers as line printer replacements. Here's why.

Speed and Throughput

The 2680A is the fastest HP printer you can buy — three times faster than the 2619, and six times faster using two to one reduction.

The 2680A can produce two to four times more hardcopy output per month than can the 2619.

Print Quality

The 2680's print quality is incomparably better than an impact printer. This has a direct effect upon the productivity of users and enhances the image of the organization. Data center management also likes the increased print quality because the improvement is credited to them.

Reliability

The 2680A is a more reliable system printer than the 2619 line printer. The proof is in the maintenance prices. Consider SMMCs at 9.9 million lines per month (9.9 million lines is the theoretical maximum for the 2619A):

2680	2619	Annual Savings
\$769	\$1066	\$3564

The 2680 can be cost justified at less than 9.9 million lines per month — this figure was chosen for comparison purposes.

Operating Costs

Operating costs on the 2680 are more than 20% less than those of the 2619 (operating costs = consumables + maintenance). Consider the graph below.

Printing Enhancements

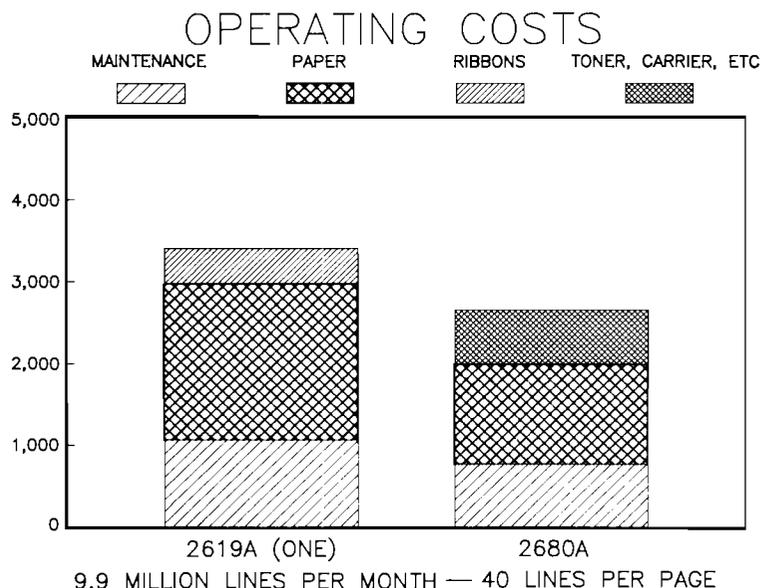
Special characters such as logos or flowchart symbols can be used to improve communications.

Two to one and four to one reductions can be used to reduce the most costly operating expense — paper.

DSG/3000, EASYCHART and HPDRAW are now supported on the 2680 making it capable of printing words, data and graphics.

A Growth Path

2680 owners appreciate the fact that when they are ready, they will be able to expand their capabilities into forms design; character, signature, and logo creation; and graphics to improve productivity and reduce costs. Impact printers cannot provide these features.



Computer Peripherals

Also consider the print capacity used at 9.9 million lines per month:

2680	2619
25%	100%

The 2680 is being sold as a line printer replacement. Remember that you have a definite advantage in replacing line printers by using the new printer trade-in program (which allows up to \$21,500 credit). For your Series III customers you can get a free Starfish and the printer trade-in credit!

For a reprint of this article with savings calculations, or more information on the new trade-in program, contact your Boise Sales Support person.

Happy Hour — Two-fers

Sallie Ewing/BSE

7971A = 7970 SERIES TAPE DRIVE

+ PLUS +

- Upright Cabinet (two drawers)
- Buy Two at Once Add-On and Save \$1200 - \$2600
- Floor Space Savings (two in one)
- Ease of Operator Use
- Enhanced Serviceability



- MINUS -

- Lo-Boy Cabinet



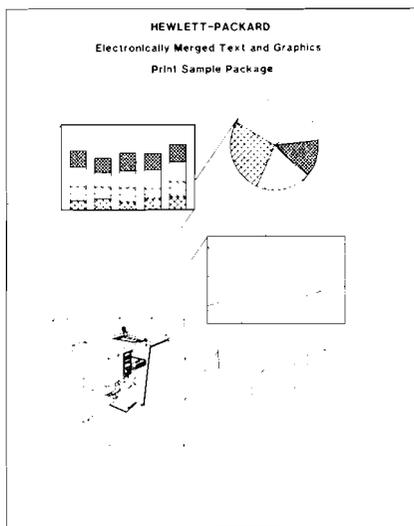
We want to call to your attention again an enhancement to our HP 7970 Series tape drives: the *field requested* upright cabinet! Due to the involved option structure of the 7970, we were obliged to set up the 7971 as an ordering number. Do not

be misled by the number of options — they exist because of the possible mix of 7970s, and those apply mainly to the Series III installed base and HP 1000 M/E/F-Series. The HP-IB systems have only a handful of options.

When you consider the benefits of the 7971 — the transition to new ordering options is simple. Please call the factory if you need *any* help in figuring out which option to order to provide your customer the advantages of the 7971A.

Text and Graphics Print Sample Available

DeLona Lang Bell/BSE



A 10-page print sample illustrating text and graphics printed by the HP 2680 Laser Printer is now available. The print sample features sample pages from reports, correspondence, and manuals which have both text and graphics. The samples include pie and bar charts, line drawings, flowcharts, and illustrations.

This print sample — coupled with the standard print sample package — illustrates the complete range of

output capabilities of the 2680 laser printer, from simple print-and-space accounting reports to sophisticated electronic forms and manuals.

Print samples can be ordered from Corporate Literature Distribution Center (P/N 5953-7115). For details on obtaining the print sample in tape form, contact your Boise Sales Development representative.

HP 2608S Replaces 2608A in Product Line

Jim Skog/BSE

The new HP 2608S line printer has replaced the HP 2608A. As of October 1, 1982, Boise Division will remove the 2608A from the Corporate Price List. Orders will be accepted through the month of October by overriding HEART/COCHISE. After October, 2608As will be taken out of production and will be available on a first-come, first-serve basis from BSE or SRO.

If your customers are dependent on 2608A printers, please call Boise Product Sales to work out a plan for eventual 2608S support.

Tape Upgrade Paths

Sallie Ewing/BSE

In the last several months, we have come out with several upgrade and reconfiguration kits to give your customers a wide range of alternatives when upgrading their systems. We now have available a solution for every possible conversion or upgrade a customer might want. Following is a guide for your reference.

COL

P/N	Description	Price
26072A	Conversion Kit — 7970E Master to 7970E HP-IB Master	\$3,600
26073A	Conversion Kit — 7970E Master to 7970E Slave	850
26077A	Conversion Kit — 7970E Slave to 7970E Master	2,900
26078A	Installation Kit — Consists of a 7971A Upright Cabinet and Hardware to Rack 7970B/E. (Note: Lo-Boy to upright cabinet conversion not supported)	3,500
26074A	Installation Kit — Hardware to Rack 7970B/E in 7971A Cabinet — Bottom Drawer. (Note: This kit would be purchased with add-on 7970B/E tape drive)	450

Following are 7970B/E stand-alone, add-on subsystems (intended for mounting in the 7971A cabinet), by system type:

Subsystem	Description	Price
7970B		\$8,260
-230	Mag tape S/S for HP 1000 M/E/F-series; multi-unit cable; <i>no cabinet.</i>	1,100
-236	Mag tape S/S for HP 1000 M/E/F-series; 13181B I/F; <i>no cabinet.</i>	2,760
-330	Mag tape S/S for HP 3000 Series III; multi-unit cable; <i>no cabinet.</i>	1,100
-334	Mag tape S/S for HP 3000 Series III; I/F cable; <i>no cabinet.</i>	1,340
7970E		\$9,980
-230	Mag tape S/S for HP 1000 M/E/F-series; master tape; multi-unit cable; <i>no cabinet.</i>	1,320
-231	Mag tape S/S for HP 1000 M/E/F-series; slave tape; multi-unit cable; <i>no cabinet.</i>	295
-236	Mag tape S/S for HP 1000 M/E/F-series; master tape; 13183B I/F; <i>no cabinet.</i>	2,115
-330	Mag tape S/S for HP 3000 Series III; master tape; multi-unit cable; <i>no cabinet.</i>	1,320
-331	Mag tape S/S for HP 3000 Series III; slave tape; multi-unit cable; <i>no cabinet.</i>	295
-431	Mag tape S/S for HP 3000 HP-IB series; slave tape; multi-unit cable; <i>no cabinet.</i>	295
-436	Mag tape S/S for HP 3000 HP-IB series; master HP-IB tape; <i>no cabinet.</i>	2,270
-636	Mag tape S/S for HP 1000 L-series; master HP-IB tape; <i>no cabinet.</i>	2,270

Just One More Time — Who Buys a 1360?

Joe Hunter/COL

The 1360 Graphics System is a programmable graphics system on an HP 9826A running in PASCAL. The InteGral/60 software provides a language extension to PASCAL so that an application program can be written to take advantage of many of the various peripherals and to easily create graphical results. This system can then become an economical, single user workstation for a wide variety of tasks such as 2-D drafting, design, simulation and computer aided design.

Because of the programmable nature of the product — the need for the user to generate an application package — three types of customers are buying the 1360.

The first customer is the third-party software house. For HP this is a genuine opportunity to have a turnkey graphics package on the newest desktop computer through HP PLUS. The programmable nature of the package lends itself to this part of the market.

The second customer is the OEM. Here the OEM is seeking the resalable benefits of HP's hardware via their value adding software. The features of the InteGral/60 software give the OEM a headstart on the graphical package and a straightforward means to program the system.

The third base of customers is the end user. For this class of customer there is likely to be dissatisfaction with turnkey systems for either price or performance. These expensive systems may not draw pictures just the way the customer wants to do

Computer Peripherals

business. For this customer the concern on the 1360 is a commitment to a software program. This customer may write his own or acquire the program through an independent house.

Of these three the third party and the OEM present substantial opportunities. To date, the majority of the 1360 sales have been directed towards these markets. If you are trying to sell the 1360 to these markets please do not hesitate to call Colorado Springs for assistance.

Corrections to HP 7933H Power Cord Options

Mary Boles/DMD

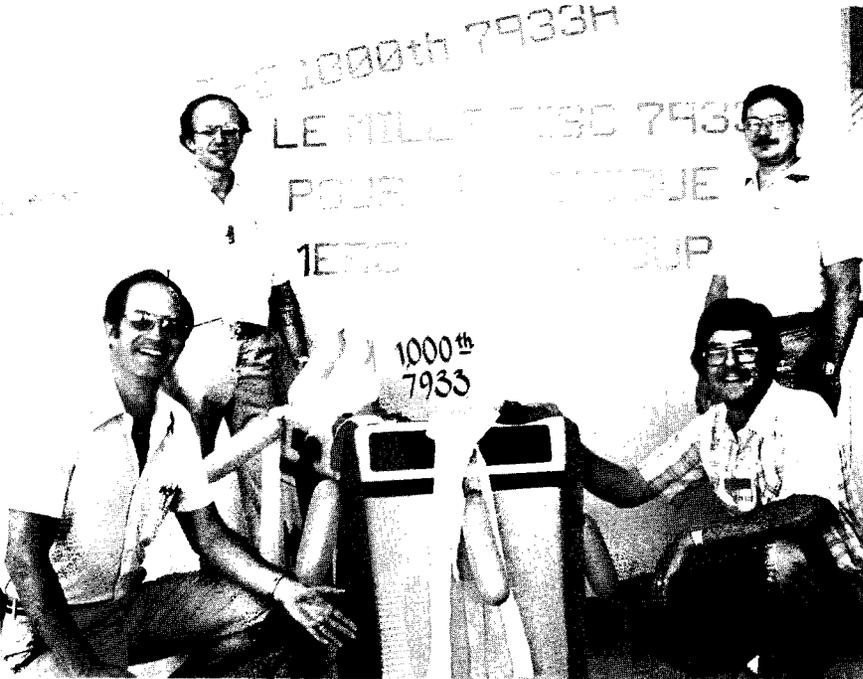
There is an error in the "HP 7933H Cable Comments" article in the July 1, 1982 issue of *Computer News*. Here is the correct information on 7933H Power Cords:

Option No.	Power Option No.	HP Part No.
Std.	904	8120-3364
120	903	8120-3303
220	904	8120-3364
221	902	8120-3307
222	906	8120-3306
223	912	8120-3330
241	900	8120-3332
242	901	8120-3305

DMD

The 1000th HP 7933H Disc Drive

Cathy Lyons/DMD



Disc Memory Division produced the 1000th HP 7933H disc drive just a few weeks ago. Mature monthly production level was realized in July and we expect the 2000th drive to roll off the production line at the end of this month. This is wonderful proof that we are now through the critical phase of volume production build-up. As a result, the 7933H availability is down to 15 weeks and decreasing!

The happy recipient of drive number 1000 was ROBOTIQUE, an OEM account developed by Jean-Pierre Petroff of Orsay, France. Congratulations Jean-Pierre and thank you. This particular 7933H went to an end-user by the name of SITRABA, and will be configured with an HP 3000 Series 44 computer.

GLD

Out-Of-Production Offer — HP 98226A for \$60!

John Hettrick/GLD

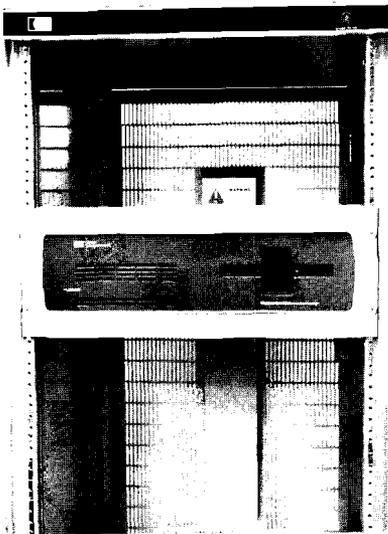
Excess combining stands for HP 9825/9826 Desktop Systems are now available at less than half the normal cost — was \$130, now only \$60!

Order directly from Greeley Division by overriding HEART. Out-Of-Production Offer ends November 30, 1982.



Introducing the HP 88136F Rackmount Kit for 82901M, 9134A, and 9135A

John Hettrick/GLD



The HP 88136F provides our customers with the capability of rackmounting the 5-1/4" dual drive floppy disc (82901M) as well as the 5-1/4" Winchester (9134A and 9135A). The kit contains a front panel, two side brackets, four mounting screws and an instruction sheet, and is designed for use in HP's standard 19" cabinet. *Note:* This kit does *not* contain the 30" support rails. These are normally supplied with the cabinet (or can be ordered separately as HP 12679B).

Price: \$50

Delivery: Off-the-shelf

Order *now* from Greeley Division.

Wait No More — E/AO Size Bertha is Here!

Mick O'Rourke/SDD



SDD is proud to announce the 7585A drafting plotter, the newest and biggest member in the HP plotter family. The 7585A can do plots on paper as big as three feet by four feet! This standard paper size is known as "E" size in the United States and "AO" size (841mm x 1189mm) in most other countries. What we learned from you when we introduced the smaller 7580A last year was that this larger size was a *must* for many applications. The result is a product that is compatible with the 7580A, and that gives HP a plotter family second to none.

Many Features but Low Price

The 7585A would be a good product if it were priced the same as competitive units, because of its many *unique* contributions:

- *Compactness* — Light weight, mobile, low power consumption
- *Pen system* — Automatic settings, capping, eight pens
- *Intelligence* — Circles, character sets, dashed lines
- *Quality output* — 0.00012" mechanical resolution with 0.001 programmable addressable resolution
- *Ease of Use* — Easy media loading, automatic media settings.

But, it is a *great* product because at \$22,750, it's priced considerably lower than the competition. Other high throughput E/AO units with which it will compete are priced from \$30K to \$45K. Details on how to sell against each of 14 competitive plotters are in the 7585A Sales Manual.

Applications and Software Available

Applications for the 7585A are the same as those for the 7580A:

- *Mapping* — Surveying, topography, hydrology, etc.
- *Architecture* — Building design, interior systems layout, piping, etc.
- *Electrical design* — PC, IC and schematic plots
- *Mechanical design* — Part plots for all manufacturers
- *Management* — Project schedules, graphs for reports, etc.

HP has a growing number of software offerings in these areas, supplied through HP PLUS and various manufacturing divisions. Refer to the 7585A Sales Manual for details about currently available software including application, product name, producer, source and computer. This manual also includes a configuration guide for the various HP computers.

OEMs

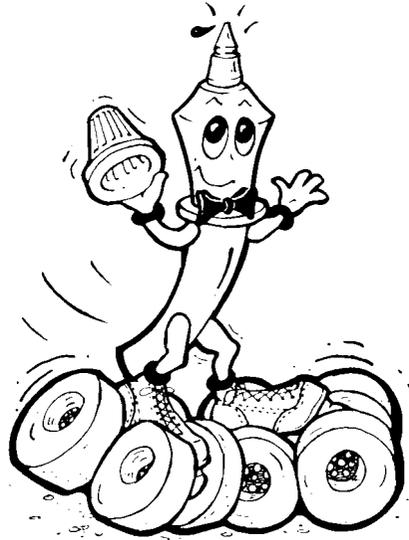
The 7585A is an outstanding OEM product for integration in a computer-aided design or drafting system. There are already 50 OEMs worldwide for the 7580A, and we expect this product to be an even bigger opportunity. SDD will continue to generate OEM leads and stands prepared to fully support OEM development efforts. Contact Vic Graham at SDD or Patty Einarson at BID/SDD in this regard.

Sales Aids

Besides generating leads and supporting OEM efforts, SDD offers a number of aids to help you in making a 7585A sale. They include interfacing notes, sample plots, slides, videotapes, demo tapes and manuals. Descriptions of these items and ordering information are in the 7585A Sales Manual.

Introducing Roller-Ball Pens

Mary Zoeller/SDD



Announcing the introduction of the roller-ball pen on August 1 for use on the 7580A and 7585A drafting plotters. The roller-ball pen is intended to produce fast, working quality drawings. Plotting at the fastest speed (60 cm/sec) of the 7580A and 7585A, this pen allows the user to increase plot throughput by decreasing the plotting time. Designed to write immediately when selected from the pen stall, the roller-ball pen minimizes start up problems and skipping seen in many rolling-ball type pens. In addition, a minimum writing distance of 1100 meters provides more than three times the life of the fiber-tip pens, and the roller-ball provides a consistent line width throughout the entire life of the pen.

Although the roller-ball pen is designed for working quality plots, the line quality and sharp contrasting colors produce a clearly superior drawing to comparable pen types on competitive plotters. The benefit to the customer is a convenient, quality plot in a minimal period of time, optimizing the performance of the 7580A and 7585A drafting plotters.

The roller-ball pen is available in four colors (black, red, green, blue) and one line width (0.3 mm). Single color packages of four pens will be supplied at introduction as listed here:

P/N	Description
5061-5033	Black, 4 pens/pkg.
5061-5034	Red, 4 pens/pkg.
5061-5035	Green, 4 pens/pkg.
5061-5036	Blue, 4 pens/pkg.

These part numbers will appear on the Parts Price List (PPL) on August 1, 1982, with immediate availability.

Both tracing bond and standard bond plotter paper have been selected for use with the roller-ball pen. The tracing bond is an uncoated vellum paper which is diazo reproducible for applications where copying (blueprinting) is required. Tracing bond has a lower cost than vellums and may be used in most applications where working quality drawings are made. The standard bond paper is a low cost alternative where translucence is not a concern for reproducibility. The table on the next page lists the media which will be available from HP for use with the roller-ball pen.

The standard bond paper is currently available through Hewlett-Packard and the tracing bond will be introduced and appear on the Parts Price List (PPL) on August 15.

A letter will be sent to the entire installed base of 7580A customers to announce the roller-ball pen introduction and extend an offer for one free package of black roller-ball pens in response to a simple reply card. All 7580A installed base customers are entitled to a free package of black pens. This announcement was mailed in late July to the customers. If your customer does not receive a notification, please contact our San Diego Division Sales Support team and the error will be corrected immediately.



Media Type/Part No.	Dimensions	Quantities
Ledger Paper		
P/N 9280-0590	AO (841 mm x 1188 mm)	150 sheets/pkg.
P/N 9280-0587	E (34 in x 44 in)	150 sheets/pkg.
P/N 9280-0528	A1 (594 mm x 841 mm)	200 sheets/pkg.
P/N 9280-0527	D (22 in x 34 in)	200 sheets/pkg.
P/N 9280-0180	280 mm x 420 mm (11 in x 16.5 in)	100 sheets/pkg.
P/N 9280-0518	280 mm x 420 mm (11 in x 16.5 in)	300 sheets/pkg.
P/N 9280-0588	A4 (210 mm x 297 mm)	50 sheets/pkg.
P/N 9280-0519	A4 (210 mm x 297 mm)	300 sheets/pkg.
P/N 9280-0589	A (8.5 in x 11 in)	50 sheets/pkg.
P/N 9280-0517	A (8.5 in x 11 in)	300 sheets/pkg.

These and other consumable supplies for the drafting plotter may be ordered through the San Diego Division, the Computer Supplies Operation (CSO) direct telephone ordering service, or Parts Center Europe (PCE).

The demonstrated performance of the 7580A and 7585A drafting plotters with the roller-ball pen will be a competitive advantage to assist you in selling the plotters. If you require any additional information or assistance, please contact your San Diego Sales team at Boeblingen, YHP, or SDD (COMSYS 1100).

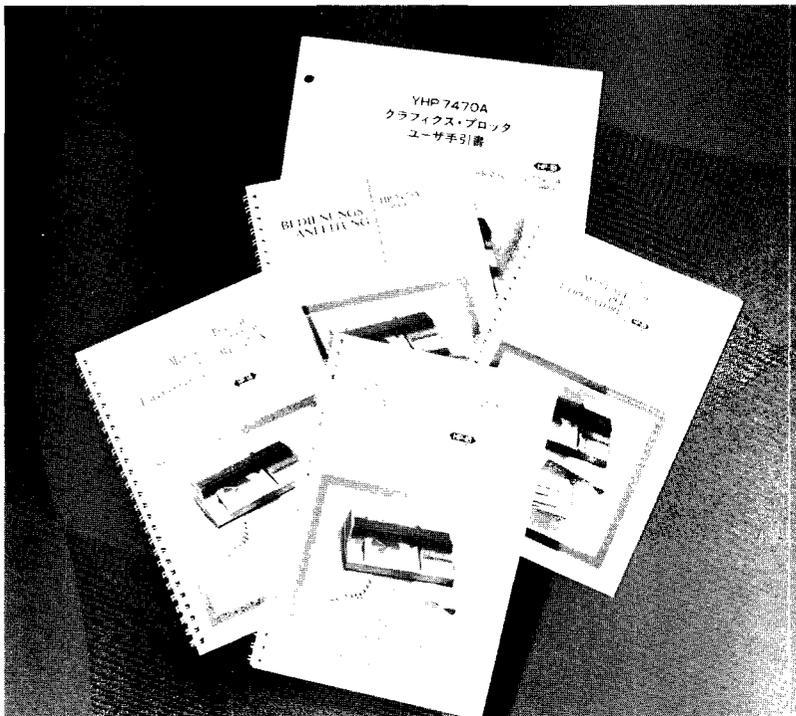
Tracing Bond (dialzo reproducible media)

*P/N 9280-0597	AO (841 mm x 1188 mm)	150 sheets/pkg.
*P/N 9280-0598	E (34 in x 44 in)	150 sheets/pkg.
P/N 9280-0599	A1 (594 mm x 841 mm)	150 sheets/pkg.
P/N 9280-0600	D (22 in x 34 in)	150 sheets/pkg.

*Available August 15, 1982

Multiple Languages for the HP 7470A Operator's Manual

Lee Kufchak/SDD



Thanks to the support of HP people in Europe and Japan, Operator's Manuals for the HP 7470A Graphics Plotter are now available in French, German, Italian, and Japanese, as well as English. We have a new system here at SDD that, according to shipment destination, ensures that the proper language Operator's Manual will accompany the shipment.

Some early shipments of 7470A plotters with Option 002 (HP-IB) did not contain the Interfacing and Programming Manual. You may want to place an order with CSO for some to give to your customers in case they receive a plotter without this manual. A complete list of 7470A documentation follows.

Operator's Manual, English	07470-90002
Operator's Manual, Japanese	07470-90006
Operator's Manual, German	07470-90007
Operator's Manual, French	07470-90008
Operator's Manual, Italian	07470-90009
Interconnection Guide	07470-90003
Interfacing & Programming Manual	07470-90001
Reference Card	07470-90004
Service Manual	07470-90000

New HP 758X Drafting Plotter Demo

Bill Clark/SDD

SDD would like to announce a new demo for the HP 758X family of drafting plotters. This demo, which operates on the HP 9826 and HP 9836 desktops, covers a broad spectrum of applications such as IC and PC design, mechanical drawing, topographical mapping, architectural drawing and other areas such as project management.

To obtain your own personal set of discs, order the following:

P/N 07580-18007
Supplying Div. 1105 (See PPL for additional information)
Price: \$16

We hope this demo will be helpful to you in closing your next sales call.

Transparencies Save 42 Work Days Per Year

Tamara Jaynes/SDD

Graphics are a powerful decision-making tool, and now new research gives you facts and figures to help sell graphics to your customers.

The use of overhead transparencies results in more efficient and productive meetings, according to a study from the Applied Research Center of the Wharton School, University of Pennsylvania.

Here are some interesting highlights from the study.

Group consensus was more easily achieved with overheads. Consensus was reached by 79% of the groups using transparencies, compared with only 8% among control groups using no visual aids.

Transparencies save time because meetings are shorter. The study shows a 28% reduction in meeting length — a time savings of 42 extra working days per year for the average executive.

Transparencies speed up the decisionmaking process. Of study participants, 64% said they made their decision immediately after the visual presentations were completed. But when overheads were not used, 52% reported they delayed decisionmaking until after the group discussion following the visual presentation.

According to the study, presenters who use transparencies are perceived as more professional, persuasive, credible, and more interesting than those who do not use transparencies.

Additionally, the study indicates that the use of overheads encourages interaction among participants, promoting increased understanding and improved meeting quality.

Graphics, and transparencies in particular, can help your customers achieve more efficient and productive business, sales, and training meetings. Show them how — demonstrate the HP 7470A graphics plotter, then sell them a system!

VCD

New Cable Options Make Setup Easier for HP 125 and 2626 Users

Al Grube/VCD

Have you ever had a customer who ordered a 2631B or 2601A Printer for their HP 125 Personal Computers or 262X Terminals only to find that they hadn't requested the right cable? It happens. With the newly created Option #242, however, that should never happen again.

Option #242 on the 2601A or 2631B is a no charge option that deletes the standard modem cable and adds the 13242G Cable. This provides a more convenient way for HP 125 and HP 262X users to order their printer and cable.

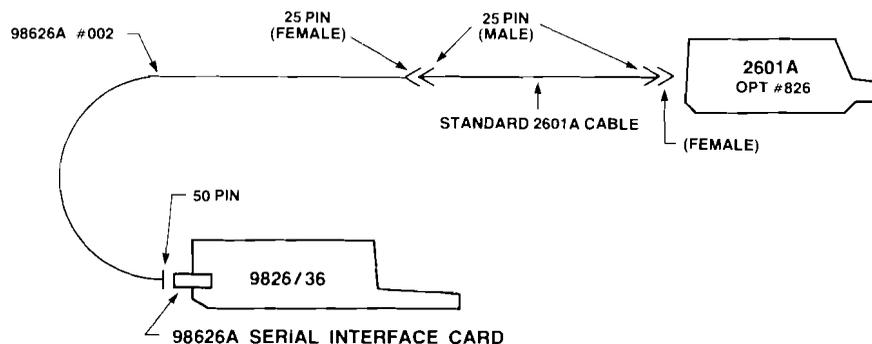
Support Announced for HP 2601 Daisywheel on 9826 and 9836 Desktops

Al Grube/VCD

Effective August 1, the HP 2601A Daisywheel Printer is supported on HP 9826 and 9836 Desktop Computers with US keyboards. Now 9826 and 9835 users can get letter-quality printing for memos and correspondence.

If your customer wants high-quality daisywheel printing for an HP 9826 or 9836 Desktop, order an HP 2601A Option #826 from VCD and an HP 98626A #002 serial interface card and cable from DCD.

The accompanying diagram shows how the cables are connected to allow the 2601A to interface with the 9826/36. Option #826 is a no charge option that enables the 2601 for proper protocol between the 2601 and the 9826/36. The 98626A #002 cable, with its 50-pin connector, plugs into the desktop computer's serial interface card. The 25-pin connector at the other end of the 98626A #002 cable plugs into the cable that is supplied with the 2601A Printer. (Both ends of the standard 2601 cable are 25-pin male connectors.)



LOGMARS Spells Opportunity

Harold Fast/VCD

If you have customers or prospects who sell goods to agencies of the US Department of Defense (DOD), they may be faced with having to provide bar code labels on their goods and/or containers. This comes as a result of a government requirement dubbed "LOGMARS".

LOGMARS is an acronym for the "Logistic Application of Automated Marking and Reading Symbols". It is estimated that there are 50,000 DOD suppliers throughout the US that may be required to meet LOGMARS labeling specifications. Starting July 1, 1982 the DOD is going to be putting LOGMARS requirements into procurements. Many suppliers will be scrambling for equipment to produce bar code labels.

LOGMARS spells opportunity for HP! We have the equipment to print the labels available now!

For less than \$9000, you can provide a stand-alone LOGMARS workstation consisting of an HP-85 and an HP-2631G LOGMARS Printer. Not only will the LOGMARS workstation help you meet a very real need of existing customers, but it will provide a door opener into previously unpenetrated accounts.

In order to demo HP's LOGMARS capability, you will need access to an HP-85 with the Printer/Plotter ROM and an HP-IB interface, a 2631G Printer with Option 200 Bar Code Printing, and a demo tape from VCD. If your office has a 2631G but does not have Option 200, you may order a field upgrade kit, P/N 26094G Option 200. Please note also that the 26094G Option 200 Field Upgrade Kit will be available to customers after August 1, 1982.

The demo tape for the HP-85, along with some LOGMARS information to bring you up to date on LOGMARS is available upon request from your Sales Development contact at VCD.

This is a hot opportunity. Go for it. Contact your VCD Sales Development contact for more information:

Region	Contact	Telnet No.
Eastern	Bob Weis	699-2262
Midwest	Harold Fast	699-2202
Southern	Harold Fast	699-2202
Neely	Mike Polansky	699-2329

VCD's telephone number is 206-254-8110.



Price Changes

REINHARDT, HELMUT
FRANKFURT (HELDICE 1103)
HPDR 1103

Computer Groups Price Changes Effective August 1, 1982

These prices, effective August 1, 1982, will appear on the Corporate Price List on that date, available in your office. Prices are US List unless otherwise noted. Orders at old prices will be honored at the factories for 30 days (or 60 days in the case of government quotes, see exception, III, GSA) after the effective date of an increase. All quotations, either verbal or written, shall be made at the new prices upon the effective date of the new price list. The customer should be notified that his order will be honored at the lower price if it is received within the 30-day grace period. Price decreases are effective immediately and in-house orders shipped 5 working days prior to the announced decrease date will be billed at the new lower price.

Note: Shaded area indicates price decrease.

Systems Re-Marketing Operation

Product No.	Description	Current Price	New Price
32412CR			
Opt. 015	Add 50Hz/220 VAC operation	500	0
32430CR			
Opt. 015	Add 50Hz/220 VAC operation	500	0
32435BR			
Opt. 015	Add 50Hz/220 VAC operation	500	0

Computer Support Division

22968X	DS/1000-IV user's course on-site	4300	6720*
35042X	HP 125 user's course on-site	1300	2600*
98506X	EGS/45 on-site	5700	6720*

*Increase in the length of each class. 22968X and 98506X are increased from 3 to 4 days and 35042X is increased from 1 to 2 days. *This is not a price increase.*

Data Systems Division

Product No.	Description	Current Price	New Price
12103D	1.0Mb A600/700 memory	7,000	5,000
2106A			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2156A			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2136A			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2136B			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2186A			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2186B			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2196A			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
2196B			
Opt. 012	Sub in 512kb for 128kb	2,500	2,000
92084R			
Opt. 100	RTC RTE 6/VM delete manuals	3,450	3,400
92084Y			
Opt. 100	RTC RTE 6/VM from sources delete manual	3,450	3,400

General Systems Division

26804A			
Opt. 015	Alternative power 220V/50Hz	3,030	250
Opt. 017	Alternative power 240V/50Hz	3,030	250

Boise Division

2680A			
Opt. 340	HP 3000 Series 40 subsystem	5,500	1,500

