HEWLETT hp PACKARD

data systems newsletter

For HP Field Sales Personnel

FRANKFURT

REINHARDT HELMUT

Vol 2
No. 23
Sept. 5
1975

DIVISION NEWS

OUT OF SIGHT

by Dick Byhre

Here he is folks! Ed Hayes, our new TPD (Terminal Products Division) Marketing Manager christening the 1000th 2640A to roll off our assembly line.

Ed presented RCA Global Communications Inc. the gold bezeled 1000th 2640A in a ceremony at the firm's headquarters in New York City on August 8.

As we approach the end of August, Larry Mitchell's fantastic manufacturing team is pushing out the 1600th.

So, sell the winner we can deliver!

DSD/GSD/TPD ANNOUNCE MARKETING DEPARTMENT MANAGERS

by Joe Schoendorf

Those new abbreviations represent the three newest divisions in HP — Data Systems, General Systems and Terminal Products. As we move towards a formal split some time around November 1, several marketing department managers were named this week.

At Data Systems, *Ted Doyle* — Marketing Manager, named *Joe Schoendorf* Sales Manager; *Bob Brannon* Product Marketing Manager; *Tom Winker* Customer Engineering Manager; and *Judy Perdue* as Order Processing Manager.

At General Systems, *Bill Krause* — Marketing Manager, named *Don Barkley* Sales Manager; *Dave Sanders* Product Marketing Manager and *Jerry Peterson* as Customer Engineering Manager.

And at Terminal Products, *Ed Hayes* — Marketing Manager, named *Dick Byhre* Sales Manager; *Jim Sebring* as Customer Engineering Manager; and *Fran Codispoti* as Order Processing Manager.

(Continued on page 2)

In This Issue . . .

DSD/GSD/TPD ANNOUNCE MARKETING DEPARTMENT MANAGERS - (Continued from page 1)

The current goal is to move General Systems Division into their new Santa Clara home sometime as soon as possible after November 1 — Terminal Products Division will be broken out later in the year.

By the time you receive this, we hope to have your Sales Development teams operational by Division. During the transition period we'll all be wearing three hats, and trying not to drop the ball. Our goal is to finish FY 75 on a strong note for all three of the new Divisions.

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PRODUCT NEWS

2570/2019 COUPLER CONTROLLER

by Charles Dixon

Due to steadily decreasing sales, we are forced to discontinue production of the 2570/2019. The coupler controller will no longer appear on the Corporate Price List after November 1.

Please make your present 2570/2019 customers aware of the above situation and the fact that we are offering the items listed below (during Sept. and Oct.) at a 10% discount.

2019 Opt.	Model	List Price $	Remaining Inventory
202	12822B	2200	6
001	2570A	2230	13
140	12799B	660	10
120	12798B	770	17
100	12797A	825	8
160	12800A	660	6
180	12801A	495	6
220	12803A	660	10
241	12804A	550	6
341	12811A	1720	8

Please order these items as *List Price* Options to the 2019 and apply a 10% discount as a quote adjustment.

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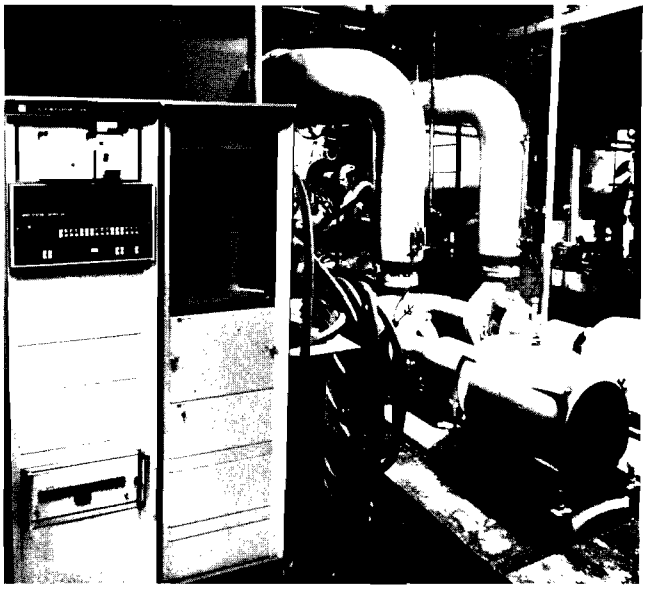
INDUSTRIAL MEASUREMENT SYSTEMS START TO FLOW!

by Peter Palm

On August 22, 1975 the 9611A Industrial Measurement and Control System and the 9603R and 9611R Remote Industrial Measurement and Control Stations were released to manufacturing. A new level of confidence in testing and reliability has been achieved through new thorough test procedures, new measurement test fixtures and on-line diagnostics. Your orders, deliveries, and installations for 96MX Systems and Measurement stations should now flow much more smoothly allowing you more time for new business. 9611A and Remote Station Data Sheets, Configuration Guides and slide presentations are in sales offices or were sent to you in June. System manuals with details on installation, software and hardware are: 9611A (09611-93001) & HP 9603R/9611R (09611-93005) Remote Measurement and Control Stations Installation and Service Manual.



New 9611A's installations are St. Regis Paper (process control), and Fiat-Allis (product test). A 9611R is installed at Westinghouse for nuclear research.

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RTE SOURCE & LISTINGS

by Van Diehl

The following listing and source tapes are now released and have price approval:

92801A	2300C	(RTE/C)	Listings	$ 500.00
92802A	92001A	(RTE-II)	Listings	$ 750.00
92805A	2300C	(RTE-C)	Sources	$ 3000.00
92806A	92001A	(RTE-II)	Sources	$ 4000.00

At this time we are not releasing listings and sources for RTE-B, BSM and Multiuser Real Time Basic because these products are written in SPL-2100, an unrelased product.

The following Distributed Systems listings and sources have price approval, but are unreleased:

92809A	91700A	(CCE)	Listings	$ 500.00
92810A	91700A	(CCE)	Sources	$10000.00
92811A	91703A	(SCE3)	Listings	$ 500.00
92812A	91703A	(SCE3)	Sources	$ 5000.00
92813A	91704A	(SCE4)	Listings	$ 500.00
92814A	91704A	(SCE4)	Sources	$ 5000.00
92815A	91705A	(SCE5)	Listings	$ 500.00
92816A	91705A	(SCE5)	Sources	$ 5000.00

(Continued on page 3)

RTE SOURCE AND LISTINGS - (Continued from page 2)

We expect to have these products available by October 1, 1975.

The following terms and conditions apply for listings and sources:

Listings:

Listings are available as separate priced items for documentary or archive purposes only. Listings will be available only via microfiches. Listings are copyrighted and cannot be reproduced without a license to copy from HP. Listings products do not have any warranty or support associated with them.

Sources:

Sources will be available to users that require changes in the system. HP does not encourage such changes and only provides sources as an additional service to our customers. Source tapes are copyrighted and as such cannot be reproduced without a license to copy from HP. This license is given to our OEM users; OEM's can copy the binaries generated from RTE sources, modified or un-modified, once for each 21MX purchased.

Source tapes do not have any warranty or support specifically associated to it. Therefore, the translated binary from these sources are not supported.

Listings and Sources are *not* updated via subscription or maintenance contracts but must be repurchased if necessary.

RTE-III listings and sources have not yet been released to manufacturing or have price approval. It is expected that they will be available in October/November.

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2100 SERIES INTERFACE COMPATIBILITY

by LeRoy Nelson

Customer engineering has published a new 21MX Hardware Support Data Book which includes an interface compatibility chart for all 2100 series CPU's. This will help you in answering customer questions about interface compatibility of our computer series.

INTERFACE COMPATIBILITY

	INTERFACE	PERIPHERAL	DIAG. AVAIL.	2100A/S	2114 A	2114 B	2115A	2116 A	2116 B	2116 C	2105,08
12531A	Serial TTY	2752	Yes	X	X	X	X	X	X	X	
12531B	Buffered TTY	2752/2754	Yes	X	X	X	X	X	X	X	X
12531C	Buffered TTY	2752/2754	Yes	X	X	X	X	X	X	X	X
12531D	High-Speed Terminal		Yes	X	X	X	X	X	X	X	X
12532A	Tape Reader	2737	Yes	X	X	X	X	X	X	X	X
12536A	Tape Punch	2753	Yes	X	X	X	X	X	X	X	X
12538A	Mag. Tape I/O	2020	Yes			X	X	X	X		
12539A	Time Base Generator		Yes	X	X	X	X	X	X		
12539B	Time Base Generator		Yes	X	X	X	X	X	X	X	
12539C	Time Base Generator		Yes	X	X	X	X	X	X	X	
12540A	Bell System Dataphone I/O		Yes	X	X	X	X	X	X		
12549A	General Purpose Register	GP	Yes		X	X	X	X	X	X	
12551A	Relay Register	GP	Yes	X	X	X	X	X	X	X	
12551B	Relay Register	GP	Yes	X	X	X	X	X	X	X	
12554A	16-Bit Duplex Register	GP	Yes	X	X	X	X	X	X	X	
12555A	D/A Converter	GP	Yes		X	X	X	X	X		
12555B	D/A Converter	GP	Yes	X	X	X	X	X	X		

	INTERFACE	PERIPHERAL	DIAG. AVAIL.	2100A/S	2114 A	2114 B	2115A	2116 A	2116 B	2116 C	2105/08
12557A	Cartridge Disc	2870/2871	Yes	X		X	X	X	X	X	U
12559A	Magnetic Tape	3030	Yes	X		X	X	X	X	X	
12560A	Digital Plotter	2791	Yes	X	X	X	X	X	X	X	U
12565A	Disc File	2883/84/85	Yes	X		X	X	X	X	X	X
12566A	16-Bit Microcircuit	GP	Yes		X	X	X	X	X	X	
12566B	16-Bit Microcircuit	GP	Yes	X	X	X	X	X	X	X	X
12578A	DMA*		Yes				X	X	X	X	
12582A	Direct Memory Increment		Yes				X	X	X		
12584A	16-Port TTY Multiplex		Yes	X	X	X	X	X	X	X	U
12584B	16-Port TTY Multiplex		Yes	X	X	X	X	X	X	X	U
12584C	16-Port TTY Multiplex		Yes	X	X	X	X	X	X	X	U
12587A	Async Data Set		Yes	X	X	X	X	X	X	X	U
12587B	Async Data Set		Yes	X	X	X	X	X	X	X	U
12589A	Auto Dialer		Yes	X	X	X	X	X	X	X	U
12593A	I/O Extender	2151	No		X	X					
12594A	I/O Extender	2151	No				X				
12595A	Multiplex I/O	GP	No	X	X	X					
12596A	I/O Extender	2151	No					X	X	X	
12597A	8-Bit Duplex Register	GP	Yes	X	X	X	X	X	X	X	X
12602A	Optical Mark Reader	2761-007	Yes		X	X	X	X	X	X	
12602B	Optical Mark Reader	2761-008	Yes	X	X	X	X	X	X	X	U
12606A/B	Disc Memory	2770/71/72	Yes			X	X	X	X	X	U
12607A	DMA	—	Yes			X					
12610A/B	Disc Memory	2773/74/75	Yes	X		X	X	X	X	X	U
12610C	Disc Memory	2766	Yes	X		X	X	X	X	X	U
12612A	I/O Extender	2150	Yes					X	X		
12616A	High-Speed I/O Chan.	GP	Yes			X					
12617A	Line Printer	2778	Yes	X	X	X	X	X	X	X	
12618A	Sync Data Set		Yes	X	X	X	X	X	X	X	U
12620A	Breadboard	GP	Yes	X	X	X	X	X	X	X	X
12621A	Sync Data Set (Rcv)		Yes	X	X	X	X	X	X	X	U
12622A	Sync Data Set (Xmt)		Yes	X	X	X	X	X	X	X	U
12653A	Line Printer	2767	Yes	X	X	X	X	X	X	X	X
12845A	Line Printer	2610/1614	Yes	X	X	X	X	X	X	X	X
12849A	Controller μCircuit	2870	Yes	X	X	X	X	X	X	X	
12875A	Processor Interconnect		Yes	X	X	X	X	X	X	X	X
12875B	Processor Interconnect		Yes	X	X	X	X	X	X	X	X
12880A	Keyboard-Display Term.	2600	Yes	X	X	X	X	X	X	X	X
12882A	Card Reader	2891	Yes	X	X	X	X	X	X	X	X
12889A	Hardwired Serial I/O		Yes	X	X	X	X	X	X	X	X
12894A	Multiplex I/O		No	X	X	X					
12895A	DMA		Yes	X							
12908A	WCS		Yes	X							
12908B	WCS**		Yes	X							X
12909A	PROM Writer		Yes	X							X
12909B	PROM Writer		Yes	X							X
12920A	Async Multiplexer				X	X	X	X	X	X	
12920B	Async Multiplexer				X	X	X	X	X	X	X
12930A	Universal Interface	GP	Yes	X	X	X	X	X	X	X	X
12966	Async Data Interface			X				X	X	X	X
12967	Sync Data Interface			X				X	X	X	X
12968	Async Data Interface			X				X	X	X	X
12978A	WCS			X							X
13181A	Digital Mag. Tape Unit	7970 9T	Yes	X	X	X	X	X	X	X	X
13182A	Digital Mag. Tape Unit	7970 7T	Yes	X	X	X	X	X	X	X	X
13183A	Digital Mag. Tape Unit	7970E	Yes	X		X	X	X	X	X	X
13184A	Digital Mag. Tape Unit	7970E-215	Yes	X		X	X	X	X	X	X
13185A	Microfilmer	—	Yes	X							U
13210A	Disc Drive	7900/7901	Yes	X		X	X	X	X	X	X

U Untested
*2116A serial prefix 803 or 807
**Should be Date Code 1436 or higher for 21MX

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21MX PRODUCT OPTIONS

by LeRoy Nelson

To simplify the ordering of the 21MX computers and memory, we are removing the options to the processor and memory module numbers. This means that in all cases the disappearing options will be ordered as line items and the prices are exactly the same.

OPTIONS TO BE REMOVED	ORDER LINE ITEMS
2102A	
-001 Dual Channel Port Controller	12897A
-003 Memory Protect	12892A
2105A	
-003 Fact FORTRAN	12977A
-005 Writable Control Store	12978A
-014 Disc loader ROM	12992A
2108A	
-003 Fast FORTRAN	12977A
-004 Dynamic Mapping	12976A
-005 Writable Control Store	12978A
-006 Dynamic Mapping and FFP	12976A + 12976A -003
-014 Disc loader ROM	12992A
2124B	
-003 Fast FORTRAN	12977A
-004 Dynamic Mapping	12976A
-005 Writable Control Store	12978A
-006 Dynamic Mapping, and FFP	12976A + 12976A -003
-014 Disc Loader ROM	12992A

These will be removed from the November 1 price list, but orders placed before that date are not affected.

HEWLETT PACKARD

PINFEED CONSOLE OPTION FOR 3000CX SYSTEMS

by Marc Matoza

Many requests have been coming in to add a pin feed option to the 3000CX systems. It can now be ordered through the specials group as Quote Number 226-75. Priced at $225, models 50CX (3000C), 100CX (32400C), 200CX (32401C), and 300CX (32402C) can be ordered without increasing the monthly maintenance price.

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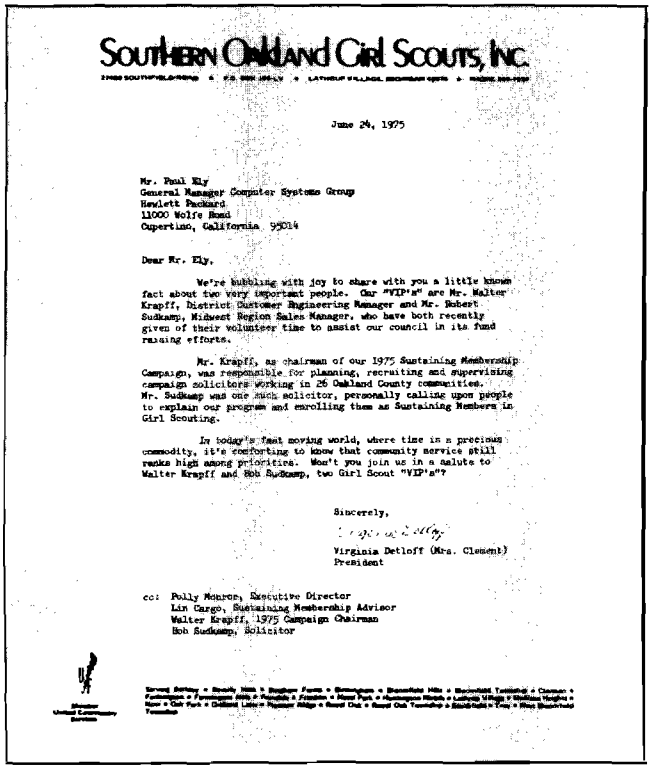
SALESPERSON'S CORNER

RSM BOB SUDKAMP RECEIVES AWARD FOR COMMUNITY SERVICE

by Jim Eckford

At the recent Quota Setting meetings in Cupertino this year, a new tradition may have begun. *Paul Ely* reminded us of HP's seventh corporate objective (community service) and read a letter he received from the Girl Scouts.



SOUTHERN OAKLAND GIRL SCOUTS, INC.

June 24, 1975

Mr. Paul Ely
General Manager Computer Systems Group
Hewlett Packard
11000 Wolfe Road
Cupertino, California 95014

Dear Mr. Ely,

We're bubbling with joy to share with you a little known fact about two very important people. Our "VIP's" are Mr. Walter Krapff, District Customer Engineering Manager and Mr. Robert Sudkamp, Midwest Region Sales Manager, who have both recently given of their volunteer time to assist our council in its fund raising efforts.

Mr. Krapff, as chairman of our 1975 Sustaining Membership Campaign, was responsible for planning, recruiting and supervising campaign solicitors working in 26 Oakland County communities. Mr. Sudkamp was one such solicitor, personally calling upon people to explain our program and enrolling them as Sustaining Members in Girl Scouting.

In today's fast moving world, where time is a precious commodity, it's comforting to know that community service still ranks high among priorities. Won't you join us in a salute to Walter Krapff and Bob Sudkamp, two Girl Scout "VIP's"?

Sincerely,

Virginia Detloff (Mrs. Clement)
President

cc: Polly Monroe, Executive Director
Lin Cargo, Sustaining Membership Advisor
Walter Krapff, 1975 Campaign Chairman
Bob Sudkamp, Solicitor

Following this he introduced a visitor who presented *Bob* with an award. The award was an etching depicting the fine service performed by *Bob* the past year. *Wally Krapff*, who was not present, was also honored as a credit to Hewlett-Packard's seventh objective.

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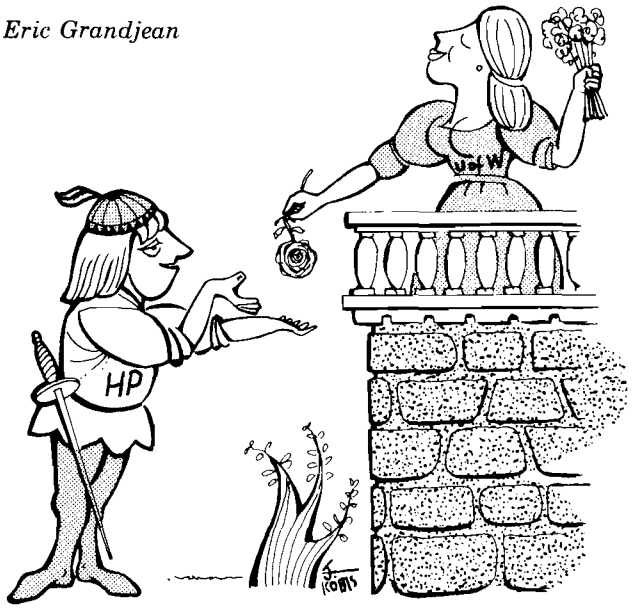
HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

THE UNIVERSITY OF WISCONSIN LOVES HP

by Eric Grandjean



It certainly looks that way, thanks to the efforts of *Ron Tarkowski* from our Milwaukee Branch. A Volume End User Purchase Agreement seems to be the key to *Ron's* success. It has helped this state university acquire two 2000 Access systems for UW Parkside and UW Whitewater, as well as a 2000 Access upgrade for UW La Crosse 2000E; all this follows an order by *Tom Rappath* last June of a 100 CX system for UW Riverfalls. (See article in DSN Volume 2, No. 19). UW Parkside and Whitewater were both sealed bids. HP won over DEC and BASIC Timesharing based not only on the 2000 Access' own merits which is natural, but also because HP already had a large 2000 system installed base, and has lots of contributed software to offer. *Now hear this!* Because of the discounts earned under the terms of the VEU Purchase Agreement, HP became the low bidder as well! The University's purchasing department pointed to the fact that our contracts were the easiest to understand and the most flexible they have come across. They also praised HP's responsiveness. *Ron* comments that the future looks very good for HP in Wisconsin. Congratulations to *Ron* for a continuing success.

NOTE to our Non-American Readers: Besides it's universities, the State of Wisconsin is well-known for it's cheeses which is a major industry there.

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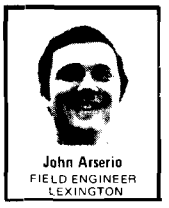
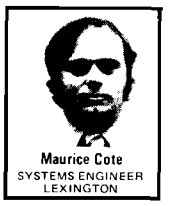
RTE REPLACES 1130 AT SPRAGUE ELECTRIC

by Bob Kresek



John Arserio
FIELD ENGINEER
LEXINGTON



Maurice Cote
SYSTEMS ENGINEER
LEXINGTON

Recently, the sales team of the Lexington office signed a volume end user agreement with Sprague Electric Company of North Adams, Massachusetts. The agreement is for five (5) 9640A systems with good potential for additional follow-on. It took a concerted effort on the part of *John Arserio*, Field Engineer; *Manny Perry*, Systems Engineer; *Maurice Cote*, Systems Engineer; and *Bob Dulong's* Customer Engineering Group to consummate the contract. The sale began last July and was closed in late April of this year.

The systems will be used as multiple terminal work in process data gathering systems. The RTE operating system was chosen due to its proven capability and the ability to support future control instrumentation like the 6940A multiprogrammer. Data collected by the 9640A during the day will be transmitted via RDTS to the IBM 370/145 at North Adams. The first system will be located at Sprague's Concord, New Hampshire facility where an IBM 1130 will be replaced in addition to the work in process tasks.

DEC and IBM were our competition. IBM was quickly eliminated due to price and poor outlook for future instrumentation add-on. DEC was unable to compete in Real Time because RSX-11D was too expensive and RSX-11M was not released yet. They proposed RSTS-11 timeshare but future instrumentation add-on was nearly impossible. They vascillated between operating systems too much. HP stuck to RTE as the only way to go and won.

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2615A CRT FIRE SALE REVISED

by Jim Elliott

Be a winner, use the 2615A CRT to close that sale! For the customer that needs an RS-232 ANSI compatible terminal with a simplified, detachable keyboard and user accessible brightness control, this product will be a sure clincher. And the price is right! At 47% below list, the new price of $1500.00 is unbeatable. And remember, your customer gets HP service and support along with the assurance of system compatibility.

1ST 3000 SALE TO EASTERN BLOC

by Rene Alder

August heralded the sale of a HP 3000 to the Soviet Institute of Oceanology. Pictured is the HP Vienna Systems Group celebrating their first 3000 in Eastern Europe. On the roof of the office, with the Blue Danube behind, are (left to right) *Rene Alder* (Systems District manager), *Hanne Hochmayer* (Secretary of the Group), and *Frank Cole* (Field Engineer USSR). Do we need to mention that the drink is best Soviet Vodka?

HEWLETT PACKARD

SALES AIDS

DEC SOFTWARE PRICES

by Van Diehl

The latest information in our possession on DEC listings and sources prices for the real time packages are:

(a) Listings in microfiche:

RSX-D	All Programs	$ 2,300
RSX-D	Utility Programs	$ 1,500
RSX-D	Fortran Compiler	$ 300
RSX-D	"EXEC" Routines	$ 500

(b) Sources (in 9-track or 7-track magtape or disc cartridge)

RSX-11D	All Programs	$12,500
RSX-11D	Utility Programs	$ 7,000
RSX-11D	Fortran Compiler	$ 500
RSX-11D	"EXEC" Routines	$ 5,000

USING 9600 SLIDE PRESENTATIONS EFFECTIVELY

by Joe Schoendorf

Last month we distributed the long awaited 9600 customer presentation slide kit to all Field Engineers. Enclosed is a report from *Roy Toth* of the Detroit office on how he has successfully used this material.

Note two key statements:

1. It has enabled him to *meet managers* that he would *"probably have a difficult time meeting any other way."*

2. He supplements his presentation with the RTE-B video tape which has "uniformly been an attractive attention getter at any manufacturing facility."

(Tech. Ed. Note – This video is perhaps the best video on the 9600 done to date, especially for newer computer users).

INTEROFFICE CORRESPONDENCE

HEWLETT PACKARD

MIDWEST SALES REGION — 23855 Research Drive, Farmington, Michigan 48024

From: Roy Toth/Farmington — Date: July 22, 1975

To: Jim Eckford/Cupertino — Subject: Presentations of "How To Improve Manufacturing Efficiency"

Jim, this might give you some idea of how I've used your slide presentation on "How To Improve Manufacturing Efficiency and Quality" at various facilities of General Motors. Depending on the facility, I tried to single out a Plant Engineer, a Purchasing Agent, or in some cases a Plant Manager and arranged to spend about one hour introducing to him Hewlett-Packard and our product line. I try to find out if within his facility he or other managers have short to mid-range plans for using automatic equipment. I suggest the slide presentation and explain to him the nature and content of the presentation. Emphasis is placed on the considerations and justification aspects for using automatic equipment. I have most recently been leaving a xerox copy of the presentation with him, followed by a letter outlining the format and some selected references within General Motors where we have successfully done this. In virtually 100% of our approaches we have been successful in getting permission to make the presentation and, more important, a very positive reaction to the presentation.

The format I have found successful begins with a very brief introduction to Hewlett-Packard Company followed by the cost justifications of using automatic equipment. Depending on the audience, I may or may not use the history lesson portion of the presentation. During the application portion I will incorporate the RTE-B video tape. This video tape has uniformly been an attractive attention-getter at any manufacturing facility. Needless to say, I also incorporate a brief overview of our product line.

Jim, I guess the one message that I want to leave with you is that this presentation has enabled me to get and meet managers that I probably would have a difficult time meeting any other way. It is a good reason for drawing these people together for one to two hours and having them leave feeling they have received something. In every instance we've been sincerely thanked for our efforts and in some cases encouraged to meet with other recommended groups. This approach definitely makes the customer feel that Hewlett-Packard understands his problem, and just as important for those instances where this material is not new, it has been looked upon as additional reinforcement. When and where appropriate, I encourage Data Systems to continue putting together these kinds of quality video tapes and slide presentations.

Regards,

Roy

RT/kld

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QUESTIONS ON THE 2640A SERIES TERMINALS. PART II OF A SERIES

by Jim Elliott

"The 2640A and 202 Modems"

1. What does it mean to say that the 2640A is 202 modem compatible?

Ans. The 2640A has been tested to be compatible with the Bell 202-C modem (or equivalent) operating within the Direct Distance Dial Network. This modem is a medium speed (typically 1200 Baud Max), asynchronous, binary device.

2. I'm operating the 2640A in character mode with the Data COMM switch in the half-duplex position using a Bell 202-C modem, yet I can't communicate with my computer. Why?

Ans. There are two possible reasons for this dilemma.

(a) Line turn-around is required in half-duplex operations. The 2640A implements line turn-around via the reverse channel of the 202-C modem. However, reverse channel is normally an option to the 202-C modem. Please verify that your modem has this option.

(b) The 2640A requires that the remote computer have software support for its line turn-around control procedure. Make sure that your computer system recognizes requests for line turn-around via the reverse channel of the modem. (HP 3000 and DOS III has this software support).

3. I'm operating in Block mode with half-duplex on and using the Bell 202-C modem and I can't communicate with my computer either?

Ans. The 2640A requires a handshaking arrangement in order to communicate with your computer in Block mode. This communications protocol involves alternately sending then receiving and sensing unique control codes exchanged between the 2640A and your processor. There are basically two things that must happen in order to transmit information from the terminal to the computer. And they are:

(a) The information transfer must be enabled.
(b) The actual transfer is triggered by the computer.

There are two ways to enable a transfer:

(a) Either the operator presses the ENTER key which transmits a control R [R^c] – (This is an ASCII DC2) or
(b) the computer transmits an ESCd.

Once the transfer is enabled, the computer must then trigger the transfer. This is done when it sends a control Q (Q^c) or what is called an ASCII DC1 to the terminal. A block of information is then transferred to the CPU.

However, when using a 202-C modem, the computer need not actually transmit a DC1. When the computer requests a line turn-around via the reverse channel, this action triggers the block transfer.

The message, then, is to make sure that your computer software supports the handshaking protocol required by the modem and the 2640A Block transfer design criterion.

Hope this brief explanation helps. HEWLETT PACKARD

REPRINTS GALORE!

by Carol Scheifele

That's what you have when a publication accidently sends you double the number of reprints you ordered.

It is clearly a windfall, but I've run out of space to hide all of the boxes. So. . . . TWX me your orders for the following reprints:

21MX

"A Minicomputer Designer Chooses Semiconductor Over Core Memory" by Robert J. Frankenberg, Section Manager for 2000 CPU, *Computer Design*, March 1975

3000

"Microprogramming in an Integrated Hardware/Software System" by John V. Sell, Development Engineer/MTS for 3000, *Computer Design*, January 1975

"Keeping Fast Minis Busy" by William E. Foster, Lab Manager, General Systems Division, *Electronic Design*, May 10, 1975

Those items are the perfect handouts to give your prospects. They are real credibility increasers and deserve wide circulation.

HEWLETT PACKARD

"THE NEWS" APOLOGIZES FOR LATE DELIVERIES

by Len Souza

This article appeared in the Valley (San Fernando, California) "Green Sheet" Newspaper - Front Page! Thought you might be interested.

"'The News' apologizes for late deliveries.

The entire staff of The News offers an apology to our readers because the paper is late.

It is not being delivered on time because of a computer breakdown, a computer manufactured by the Digital Equipment Corp., headquartered in Maynard, Mass. The particular unit is described as a PDP 11/45.

We bought two identical computers, one for the business office and one for the composing room, so that if one failed, the backup unit could fill the gap. Neither worked properly last night.

Again, we are sorry."

EDUCATIONAL NEWS

2000 ACCESS EDUCATION SOFTWARE

by Jean H. Danver

ATTENTION

To avoid problems and embarrassments please *verify* that all software orders for the 2000 Access are the *correct part number*. Orders are being placed with the 2000F part numbers. That software will not run on an Access. The 2000 Access part numbers are as follows:

2000 Access Part Number	Description	Price	Release Date
22690A	IMF	$2000	Sept. 1
22691A	IDF	$1000	Sept. 1
22693A	Math D&P	$1000	Sept. 1
22694A	CIS	$8000	Sept. 1
22689A	EBA	$8000	Sept. 15
***22688A**	EPS	$8000	Dec. 1
***22692A**	CWF	$2500	Jan. 1
22699A	IMF, IDF, Math D&P	$3000	Sept. 1
***22698A**	IMF, IDF, CWF	$3500	Jan. 1
22697A	IMF, IDF	$2500	Sept. 1
22696A	IMF, Math	$2500	Sept. 1
***22695A**	IMF, CWF	$3000	Jan. 1

Graphics is not scheduled for conversion at this time.

**Not yet on price list - so make sure to inform salesman to allow partial shipment.*

data systems newsletter
For HP Field Sales Personnel

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