

# DATA SYSTEMS NEWSLETTER

Vol. 3, No. 13  
May 15, 1976

## *For HP Field Sales Personnel*

### HP RECEIVES NEW GSA CONTRACT

#### RTE-II REPLACES OUTSIDE TIMESHARE

- MULTITERMINAL BASIC AT  
J.J. HARTE & ASSOC.

#### SANDIA USES 9611A/R FOR SOLAR RESEARCH

- REMOTE MEASUREMENT KEY

#### SPERRY GYROSCOPE - MAIL SORTING

- 2105 MAKES A NEW OEM

#### NAVY USES 9603

- RTE-II FOR SHIP TRACKING

#### OEM SALES MAKES YEAR'S QUOTA BY APRIL

- FAIRCHILD IS OEM CASH COW

#### RACK ONLY IS GONE!!!

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COMPANY PRIVATE

# Sale\$ \$ucce\$\$e\$e\$

## NAVAL SURFACE WEAPONS CENTER

By: *Bob Blake*

Early this year, *Harvey Flatt*, Rockville, cruised through Neophyte training leaving us with the impression of a strong, seasoned salesman. This month he confirmed our expectations by bringing in an \$84K order for a most interesting application.

NSWC is involved in a series of empirical measurements to develop a ship tracking system. The logistics of these measurements has been a challenge because they were conducted within a set of fixed variables with no way to recover from a "busted" experiment and no way to vary parameters in real time during the course of the experiments.

*Harvey* stopped in and helped automate the data collection so that more sophisticated experiments can be run in with a 9603A RTE with BSM, variables can be changed and "busted" experiments can be rerun on the spot instead of months later after collected data is analyzed and all the ships have returned to port.

Congratulations *Harvey* on the first of many rewarding experiences with Hewlett-Packard.



*Harvey Flatt*



## 9640 — A REAL COST SAVER

By: *Carlos Avila*

*Stan Segal* has sold a 9640 system to John J. Harte and Associates, a civil engineering firm in Atlanta. The 9640 will be used for engineering as well as business applications.

The customer easily cost-justified the 9640, as the firm has been spending \$3000 per month on outside timesharing services for engineering applications, and owns a WANG 2200 system. The 9640 which leases for only \$1800 per month including maintenance, will eliminate the need for outside timesharing, as well as replace the in-house WANG 2200.

The customer will convert the stress and COGO programs in the HP library from DOS to RTE II. STRESS will be used for bridge design, and COGO for road design. A software package from the Army Corps of Engineers called PIPE, will be used for computerized pipe network design.

Two 2640 terminals will be used for the interactive engineering applications currently done on outside time sharing services. Multi-user Real-Time Basic will be used to perform the calculations currently done on the WANG 2200. The batch

capabilities of RTE II will be fully utilized to implement business applications which up until now have been done manually.



*Stan Segal*



## 9611A/R APPLICATION IN ENERGY CONSERVATION

By: *Dave Hendrix*

Sandia Labs/Albuquerque will begin a solar energy research program and will be using two HP 2611A/R Industrial Measurement and Control Systems to gather their data. Their ultimate goal will be to demonstrate the feasibility of solar energy conversion.

What they plan to do is to build a large sectionalized disc reflector made of mirrors around a tower. The solar energy will be reflected off the mirrors and concentrated to a point. The point of concentration is a boiler where the solar energy will be converted into electricity. The main objective of the project will be to detail techniques around parameters for future design of similar type systems.

The HP 9611A's and the remote HP 9611R's will be used strategically to control the angular direction of the mirrors in order to get the optimal results of the reflection as well as be used for the data gathering and control of the measurement instrumentation. They will be used to determine how much energy they can capture and what sort of efficiency a system of this nature can provide.

Quite a project for the times and quite an application for the 9611A/R.

Congratulations to *Ralph Kotoski* for wrapping this account up.



*Ralph Kotoski*



### OEM's Are Cash COWS

# sell `em

# OEM CORNER



## U.K. OEM SUCCESS

By: Guenter Kloepper/France

The U.K.'s Western District (DSM: Mike Mansfield) has just signed up Sperry Gyroscope on an OEM agreement. Initial order was for 12 each 2105A's with accessories, worth \$100K.

Sperry will be integrating the machines in four mail sorting systems for the British Post Office.

Credit for the deal goes to Mike Delaney and Tony Andrew. When asked who the competition had been, Mike replied, "Do we have any?"

**That's the spirit!**

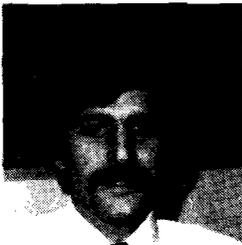


## TELESCIENCES COMPUTER SYSTEMS

By: Bob Blake

The telephone industry continues to be a major customer as evidenced by \$225K in April orders brought in by Ken Volet/Paramus.

This OEM customer's order rate during the current contract averages well above his commitment level. Ken says the environment at the annual stockholder's meeting this week indicates this will only get better.



Ken Volet



## OEM SALES DEVELOPMENT GAINS STRENGTH

By: Stu Kagan

In order to better assist you in developing and supporting your OEM sales activity, two new members have been added to the OEM/Sales Development team. Both Chuck Wain and John Trudeau are on board and ready for action.

John comes to us from the 9600 support group where he's been keeping RTE's and their distributed counterparts up and running throughout the world. Before that he worked at General Electric's Research and Development Center applying minicomputer technology to gas turbine installations. His education is in Physics with a BS from Worcester

Polytechnic Institute and Masters from Cornell. Did I say Physics?

Our other new man, Chuck Wain, comes to us from the Boeing Airplane Company where he was working as a research and design engineer on computer hardware/software projects. Being a resourceful individual, he obtained his Master's in Electrical Engineering at the University of Washington while he was at Boeing. He received his BSEE at the University of Michigan just prior to his move to Seattle. He's a good man but he's just going to have to get rid of that green fungus growing between his toes.

We're happy to have these additions to the OEM group and fully expect that Chuck, John, Bill Burger and I can help you Sell OEM!



John Trudeau



Chuck Wain



## WHO SAYS YOU CAN'T MAKE QUOTA BY MID-YEAR?

By: Bill Burger

Dick Olsen of Neely/Santa Clara, has made his year's quota by the end of April. Dick has accomplished this by aggressively selling OEM and by developing long-term customer relationships.

Fairchild Systems Technology helped put Dick over with a quarter-of-a-million dollar order for three pilot systems for a new product line. Dick has been working on this for over two years and expects the product line to be a money maker for him for the next five years.



Dick Olson



**Sell OEM!**



## EDUCATIONAL O.E.M. SUCCESS

By: Frank Jackson

Congratulations to Jerry Tartaglia, for his continued success in the O.E.M. Market. Jerry has just sold six more systems to Time Share Corporation, who developed a 16 terminal, single C.P.U. version of an HP 2000F Time Share. This highly successful application is guidance counseling.



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

**For research and education purposes only.**

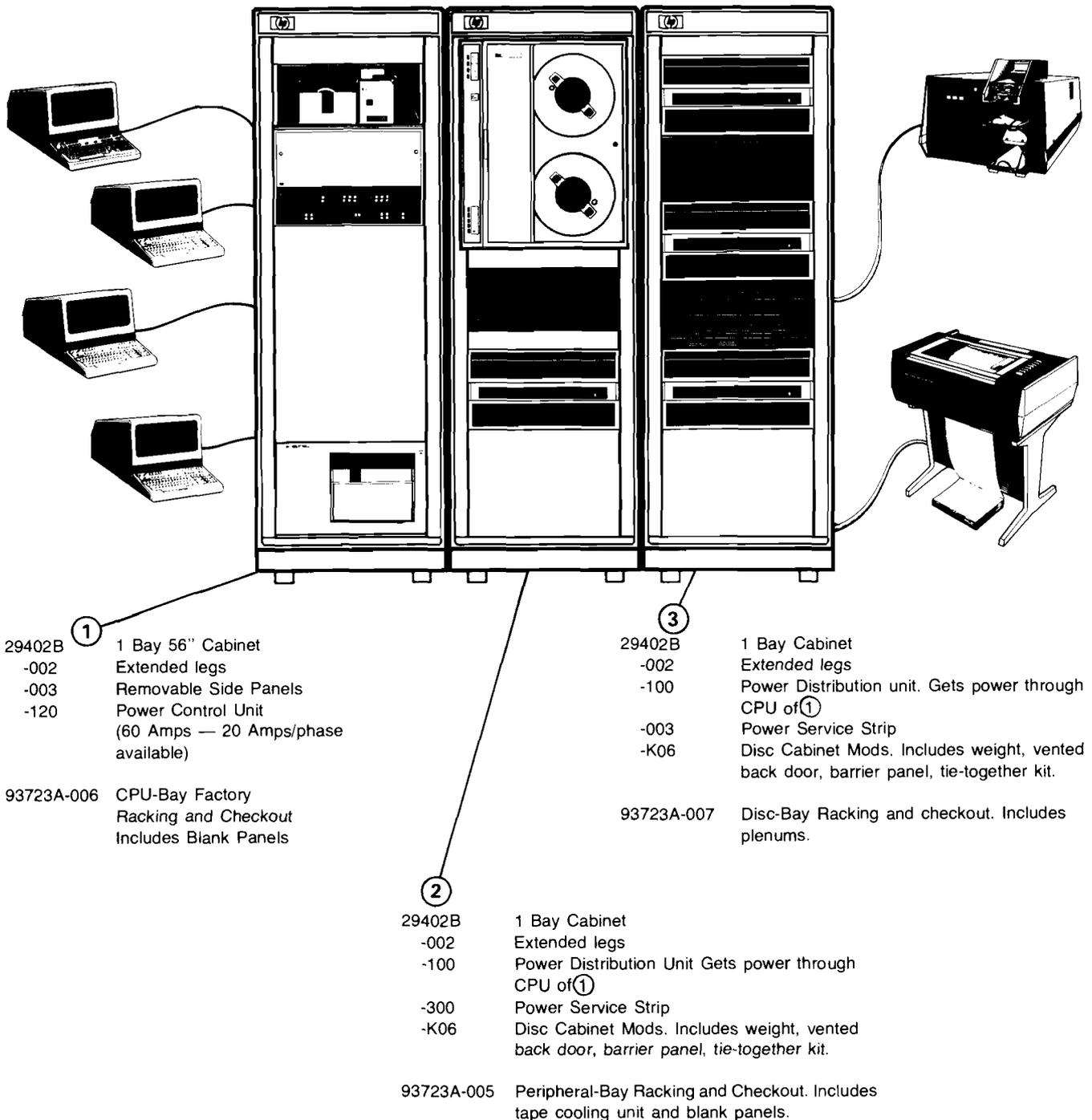
# Product News

## CORRECTION ON MULTIPLE 7905'S ARTICLE BY VIJAY KAPOOR

By: Bill Burger

We goofed on the graphics! The cabinet descriptions under the system pictorial were reversed plus one line item, **93723A-005**, should have read **93723A-007**. The following diagram is now correct. The remainder of the article is correct as printed in the May 1, 1976 issue of the Data Systems Newsletter.

Sorry for the confusion.



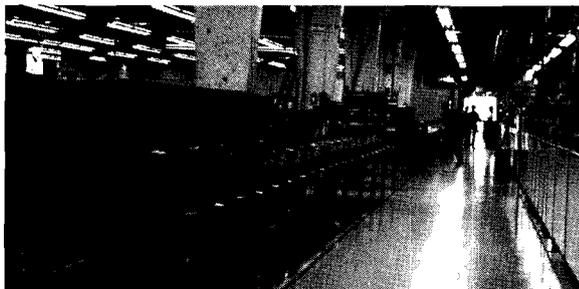
## DSD MANUFACTURING IS COOKIN'

By: *Jim Eckford*

We've now got a stock supply of 2108 Computers and 8K memory modules.

More good news on our 7905 discs and 16K memory . . . Both are down to 12 weeks and still decreasing.

Realizing that most orders include more than just computers and discs, we hope this news will assist you in loading some new business.



*NOTE: For those of you who get these products from other manufacturing facilities, please check their availability before quoting.*



## A PROMISE KEPT — MEMORY MANUFACTURING HAS IT TOGETHER

By: *Dave Carver*

We promised you that we would introduce new products when they were "on the shelf." Here's the evidence for the new 16K module. The memory manufacturing team helped make it all possible, and they're busily building more each day to keep the excellent availability for this product.



## SOURCE LISTINGS ARE WITHDRAWN

By: *Van Diehl*

Due to technical difficulties in the production and maintenance of RTE and Distributed Systems Source listings, we are withdrawing them from sale. Products affected are:

- 92801A RET-C listings
- 92802A RTE-II listings
- 92809A CCE listings
- 92811A SCE 1, 2 & 3 listings
- 92813A SCE 1 & 4 listings
- 92815A SCE 1 & 5 listings

Source tapes will continue to be available and they should be included shortly in the Software Subscription Service.

Outstanding orders for listings will be honored, on a special basis.



## BELIEVE IT OR NOT!!

By: *Frank Jackson*

Forget paper tape! Not yet! But we are closer. New product just released 12992C cartridge tape loader ROM can be used with either 12966A or 12968A buffered interface. This ROM is used to load absolute binary tapes directly in 21MX memory from 2644A cartridge tapes. Price \$100.



## Sales Aids

### NEW DAS GSA AWARD

By: *George Fernandez*

The 9603A system has been renewed on Class 66 GSA Schedule for another year.

This type GSA schedule is very easy for your Government customer to use. No lengthy procedures are required. Terms and conditions are virtually identical to the expired contract, and include one year warranty, F.O.B. destination, two percent cash discount, and two percent service credits. Contract date is May 1, 1976 through April 30, 1977.

Options currently on the schedule are the majority of those on the April Corporate Price List. (Excluded are the 50 Hz options.)

In addition, certain line printers, card readers, plotters and the HP-IB have been added as special options. We expect to add the 16K Memory Module Option (P12) shortly.

The printed catalog will be distributed in early June. Until then, contact *Cheri Morton* or myself for system and option prices. They are not identical to the Corporate Price List (because of the extended warranty).



## Division News

### "RACK ONLY" IS GONE!

By: *Bill Burger*

Just a reminder. As announced in March, effective May 1 we stopped accepting rack only orders. If factory racking is desired by your OEM, be sure to use the new Factory Checkout Service or have a special quoted, if required.

**Remember, Sell OEM. . . It Pays!**



# DATA TERMINALS NEWSLETTER

## Division News

### FIVE OR MORE CLUB

By: Dick Byhre

What happened to the "Six or More Club"? Well, it's been replaced by our new "Five or More Club" because our new 5-pack program is obsoleting the old 6-pack.

Wow, look at this list! It has doubled since March 1st. These Data Terminal Heroes have received our super bicentennial pen.

NAME	OFFICE	ACCOUNT
Arnold Anderson	Neely/Fullerton	Edwards AFB
Rick Baker	Tualatin	Pacific Power & Light
Felix Balmaz	Rockville	Ft. Meade
Dick Burkhart	Santa Clara	Microtechnology Corp.
Robert Bayle	Orsay	Alcatel
Jack Clark	Atlanta	Medical College of Georgia
Frank Cole	Moscow	USSR Electronorgtechnica
Ange Colucci	Paramus	Reserve Management Corp.
Bill Doan	Rochester	Schlegel Corp.
Klaus Dziubek	Frankfurt	KFA
Adrian Farell	Victoria	Royal Prince Alfred Hospital
Armando Foidadelli	Zurich	Swiss Institute of Technology
Lore Holtzhausen	Johannesburg	Atlas Aircraft Corp.
Ron Johnson	Denver	Rocky Mountain Bank Note
Werner Kanthak	Hannover	Anker
Frank Manderscheidt	Skokie	Cook County
Mike Mansfield	Winners	Oceanic Institute
Ron Marquart	Neely	Benetech, Inc.
Stan Merrell	Bellevue	Boeing Commercial Airplane Co.
Bruce McKee	Cleveland	Standard Oil
Dave Miller	Farmington	Upjohn Company
Mike Naughton	Indianapolis	Command, Inc.
Jack Oliphant	Richardson	E-Systems
Dick Olson	Santa Clara	Fairchild Systems Technology

Andrew Penney	Johannesburg	Wits University
Jerry Tartaglia	Cambridge, Mass.	Bolt Barometer
Don Thomson	Vancouver	BC Institute of Technology
Bob Ulery	Neely / Airport	Hancock Jr. College
Stan Segal	Atlanta	Tech Analysis
Tom Bills	Dayton	General Electric
Hiroo Tanamura	Tokyo	CSC
Michel Garell	Lyon	Tandem

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#### ORDER PROCESSING

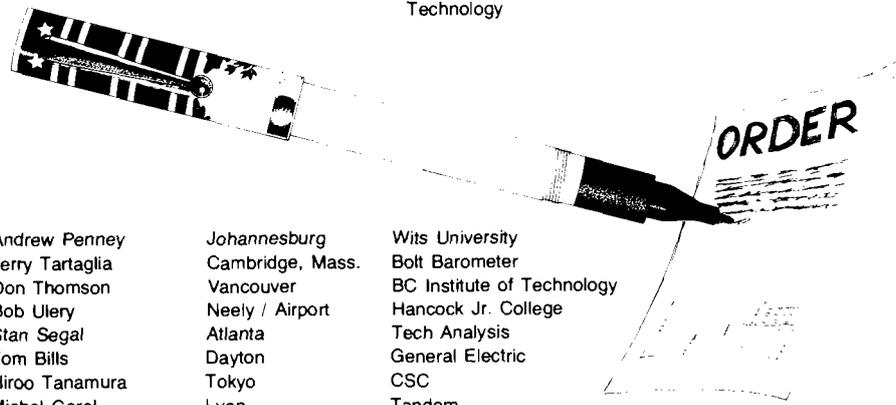
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#### SALES AIDS

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# DATA SYSTEMS NEWSLETTER



## Current Literature for May 1976

For each new Data Systems product that appears, you can be assured of new literature to support it, and to support you in your selling efforts. This Current Literature List will continue to appear periodically in DSN to keep you updated on all available literature.

STOCK NO.	MODEL NO.	LIT. TYPE*	DESCRIPTION	PUB. DATE
<b>5952- 21MX, 2100 SERIES MINICOMPUTERS</b>				
4404	2120A	A	Inventory Control	10/71
4405	2100A	A	Textile Processing	11/71
4410	2100A	A	Automotive Production	4/72
4412	2100A	A	Satellite Navigation	6/72
4418	2120A	A	Garment Manufacturing	1/73
4420	2120A	A	Weather Forecasting	2/73
4421	2120A	A	Financial Analysis	5/73
4422	2100A	A	Wholesale Distribution	5/73
4604	2100A	A	Data Entry & Communications	5/74
4579	21MX	B	Leaders In Technology	5/75
4580	21MX	B	OEM Computer Products	5/75
4683	21MX	D	Microprogrammable Processors	11/75
5513	21MX	D	DISComputers	1/76
9927	21MX	D	16K Memory	2/76
4529	2123A	D	OEM Disc-Based System	10/73
5553	21MX	P	Computer Products Price Information	7/75
<b>7900, 7905 SERIES DISCS AND DISC SUBSYSTEMS</b>				
4580	7900A & 7901A	B	OEM Computer Products	5/75
5434	7900A	D	Disc Drive	3/72
4689	12960A	D	Cartridge Disc Subsystem	2/75
5512	12962A	D	Cartridge Disc Subsystem	3/75
4398	12965A	D	Disc File Subsystem	5/73
4687	DISCU/15	I	OEM Interfacing Guide	8/75
5446	7900A & 7901A	I	Disc Drives Interface Guide	7/73
5553	2100	P	Computer Products Price Information	7/75

\*A - Application Brief or Application Note  
 B - Brochure  
 D - Data Book or Data Sheet  
 I - Interface Guide  
 P - Price List or Price Configuration Guide  
 R - Reference Material

STOCK NO.	MODEL NO.	LIT. TYPE*	DESCRIPTION	PUB. DATE
<b>PUNCHED TAPE I/O SUBSYSTEMS</b>				
4616	12925A	D	High-Speed Punched Tape Reader Subsystem	9/74
4617	12926A	D	Tape Punch Subsystem	8/74
4344	12927A	D	High-Speed Tape Punch Subsystem	5/73
<b>INSTRUMENTATION SUBSYSTEMS</b>				
1624	2320A	D	IDVM Analog-Digital Subsystem	3/75
1625	2323A	D	IDVM Analog-Digital Subsystem	3/75
1677	91063A	D	Digital I/O Subsystem	3/75
1681	2313B	D	Analog I/O Subsystem	3/75
<b>5952- 2100 SERIES INTERFACE KITS</b>				
1507	12604B	D	Data Source Interface	2/75
1606	12556B	D	40-Bit (output) Register	2/75
1668	91200B	D	TV Interface Kit	1/76
4320	12554A/ 12597A	D	Duplex Registers	10/72
4367	12551B	D	16-Bit Relay Register	11/70
4476	12930A	D	Universal Interface	10/70
4648	12539C	D	Time Base Generator	11/74
5509	12555B	D	Digital-to-Analog Converter	2/75
5510	12566B	D	Microcircuit Interface	3/75
5529	12587B/ 12616A/ 12589A/ 12531C/D	D	Data Communications Interfaces	4/75
<b>HP-IB/21MX MINICOMPUTER</b>				
1576	9640A & 59310B	A	Automatic QA Evaluation of Precision Resistors	1/76
1584	21MX & 59310	B	The Real-Time HP-IB Minicomputer	5/76
1678	HP-IB	B	Product Summary	1/76
1585	59310B	D	HP-IB Bus I/O Kit	4/76
9931	59310B/ 2124A/ 9640A	P	The Real-Time HP-IB 21MX Minicomputer	5/76

STOCK NO.	MODEL NO.	LIT. TYPE*	DESCRIPTION	PUB. DATE
<b>9600 SERIES MEASUREMENT, COMPUTATION, AND NETWORKING SYSTEMS</b>				
1590	9600	A	Closed Loop Production Testing	5/71
1597	9600	A	Data Acquisition and Analysis at Sea	6/71
1621	9600	A	Sugar Refinery Process Control	1/72
1693	9600	A	Communications Satellite Launch and Altitude Control	9/73
1696	9600E	A	Production, Testing	9/73
1697	9600E	A	Spacecraft (Satellite) Testing	10/73
1645	91700	B	Distributed Systems	8/75
1651	9600	B	Systems and Network	6/75
1687	2300B & 92101A	B	Real-Time Basic (Memory-Based & Disc Based) Systems	1/76
1689	92060A	B	Real-Time Executive III	2/76
1694	2300C & 92001A	B	RTE-C and RTE-II Real-Time Executive Systems	7/75
4657	9640A	B	Real-Time Multiprogramming and Computational System	1/75
1641	92002A	D	Batch Spool Monitor	9/74
1652	9600	D	Technical Data	11/75
1655	9603R	D	Remote Scientific Measurement and Control Station	4/75
1656	9611R	D	Remote Industrial Measurement and Control Station	4/75
1657	9602A	D	Scientific Measurement and Control System	11/74
1659	9603A/04A	D	Scientific Measurement and Control System	11/74
1661	9611A	D	Industrial Measurement and Control System	11/74
1663	9700A	D	Distributed Systems Central	11/74
4568	20855A	D	BCS/2000 Software	6/74
1653	9600	P	Price/Configuration Guide	11/75
5951-3028	2100	R	Computer Microprogramming Guide	11/71
5951-4431	21MX	R	Microprogramming Reference Booklet	9/72

STOCK NO.	MODEL NO.	LIT. TYPE*	DESCRIPTION	PUB. DATE
<b>M200 SERIES INFORMATION MANAGEMENT SYSTEMS</b>				
4570	M230	A	Developing and Implementing an Order Entry Application	4/74
4571	M260	A	Implementing and Using a Data Base	4/74
4633	12889A	A	Multiprocessor Configurations - Hardwired Serial Interface	8/74
4527	24307	D	24307 DOS-III System	4/74
4530	24376B	D	IMAGE/2000	5/74
4535	24380A	D	HP RJE Processor	1/74
4637	24386A	D	ON TOP Processor	12/74
4642	24342A	D	Terminal Control System	10/74
<b>CABINETS</b>				
1626	29400B	D	Cabinets	11/75

<sup>1</sup> New Literature

<sup>2</sup> Revised literature

<sup>3</sup> Errata:

9927. . . . Separate memory data sheet printed in short run for 16K introduction; it will be included in the next 21MX data booklet.

4523. . . . Temporarily out-of-stock; revision due by June 15.  
4657. . . .

Bill Payne  
Doug McArthur  
Marya Daniels  
John Arserio  
Bob Bolcik  
Gabino Perez

Cleveland  
High Point  
Paramus  
Lexington  
Rockville  
Monterrey

General Computer Corp.  
Firman Univ.  
Manhattan College  
Western Elec.  
Falconer  
Inst. Tech. Regional Mex.

**Join the group -- sell 5 or more terminals!**



## D.T.D. PURCHASE AGREEMENT

By: *Eric Grandjean*

Here are some clarifications based on a synopsis of questions we have received to date regarding our D.T.D. Purchase Agreement:

- The DTD P.A. does not supersede or replace the existing VEU or OEM, or Combo P.A.'s.
- The DTD P.A. applies to OEM's and End Users alike.
- Existing VEU, OEM or combos can be amended to include the DTD P.A. discounts. Remember, however, that the VEU, COMBO, and DTD grants discounts on quantity purchased (staircase). The OEM is granted initial discounts on the quantity purchased with a credit back procedure, as he orders more.

- With the OEM P.A., the OEM gets

15%	if he signs for	(1-49)	units
18%	if he signs for	(50-99)	units
21%	if he signs for	(100-199)	units
23%	if he signs for	(200+)	units

- Six pack policy will stop at the end of May.
- New policy allows anybody to order and accept delivery of a minimum of 5 super terminals at 8% discount without contract.
- For 10 or more terminals, it would be best to sign the DTD Purchase Agreement. He can order one at a time at his discount level.
- Oh, yes, all discounts are based on the quantity of terminals and apply to all options and accessories when ordered with the terminal.
- For you folks who have to translate and/or legalize the DTD purchase agreement, you should be able to amend existing local language contract documents to include our new conditions. Contact your local contract manager.
- Please continue to submit your briefs to CSG.
- Last, but not least ---

**SIGN THEM UP!**



# Sale\$ Succe\$\$e\$

## FELIX BALMAZ FINDS "TERMINAL SINK"

By: *Carl Flock*

*FELIX BALMAZ* strikes again, for \$68K this time! *Felix* has located a terminal sink (like a heat sink) in the Department of Defense. In March [REDACTED] ordered 19 2640's for [REDACTED] CPU in a [REDACTED] application.

It is known that the competition was Hazeltine. Fantastic work, *Felix*, and another example of the super work that *Wil Workman's* team of Terminal Tigers is doing for themselves and DTD.

As DTD says, "Don't look a 'terminal sink' in the mouth." We hope that everyone will utilize his sales skill like *Felix* has and land a 264X account that yields \$60K to \$100 per month!



*Felix Balmaz*



## DTD'S FIRST VOLUME AGREEMENT SIGNED!

By: *Rich Ferguson*

*STAN SEGAL* from our Atlanta sales office has landed the very first Data Terminal Division volume purchase agreement! The customer is Management Systems, Incorporated who signed for 20 2640's over the coming 12 months.

Management Systems will use the 2640's on a Data General R-DOS System, keeping track of doctor's invoices and receipts.

When asked why Management Systems chose the 2640, *Stan* replied that in addition to its superior reliability, the line drawing set to display forms was the most important reason.

We're looking forward to Management Systems to exceed its quantity commitment by a healthy margin.

Congratulations, *Stan*, for landing our first!



*Stan Segal*



## NO-FAULT SELLING

By: Rich Ferguson

DICK OLSON from the NEELY/Santa Clara sales office continues his winning ways (\$27K)! Telecommunications Technology, Incorporated (TTI) in Sunnyvale is a new OEM and has ordered six 2644's. The terminals will be used on a telephone line-fault detection system currently being marketed by TTI.

This system, under microprocessor control, generates pulses and test patterns to exercise telephone lines and circuits, and verify proper operation. The 2644 will serve as a console to this system and provide the *only* mass storage capability this system has. The 2644's will do program loading and data calculation as well. Later on, TTI plans to design their own special characters using our 13245 character generation kit.

Congratulations again to Dick for a job well done.



Dick Olson



## OEM'S IN JAPAN

By: Dick Byhre

Hiroo Tanimura of our Tokyo sales office recently signed Communications Science Corp. Projections are that they will exceed 100 units this year. Their first release was six 2640's for \$24K. Hiroo expects the big volume to come in mid July.

The 2640's are used in a business environment on a CDC system. The units needed a small modification to fit CSC's application, but Hiroo-san's sales expertise got around this problem by contracting with a local systems house to do the job.

Our congratulations to Hiroo-san for a job well done.



## SUCCESS IN SACRAMENTO

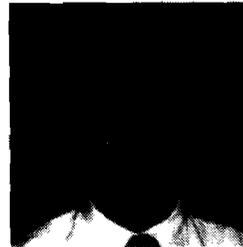
By: Rich Ferguson

RON MARQUART from our Neely/Sacramento sales office just sold five 2640's and a 2644 to Benetech, Incorporated for \$21K.

The terminals will be used on a 3000 Series II. Benetech is an OEM with several ongoing programs. They will be using the 3000 to do facilities management for another company. The 2644 will be doing data entry on cartridges during the day and then batch-submitting them to the 3000 at night.

Other Benetech activities include developing software packages for the text editing market and the 2640's will be used for program development and data entry. Benetech will be using our terminals to sell general computer services to commercial subscribers.

Congratulations Ron for a job well done!



Ron Marquart



## JOHN, FRANK AND RAY FIGHT CRIME WITH 2640'S

By: Carl Flock

JOHN LOVITT, FRANK MANDERSCHIED and RAY VANDERHULST know that crime does not pay. However the law enforcement market pays; especially when its 40 2640A terminals for \$130K and an HP 3000. The Cook County Jail in Chicago has purchased 40 2640's to use to keep track of prisoner movement throughout the jail. While the 4000 subjects of 2640-based information system may not appreciate the "High Resolution Display" and "Alternate Character Sets," we all know that their lives will be more "organized" because of our contribution.

Good job, John, Frank and Ray -- our congratulations and best wishes!



John Lovitt



Frank Manderscheid



Ray Vanderhulst



## SELL TERMINALS

# Order Processing Corner

## CORPORATE PRICE LIST CHANGES

By: Fran Codispoti

Effective May 1, 1976, CPL.

Product No.	Description	Old Price	New Price
13231A Option 202	Line Drawing Set	\$100	\$150

Effective June 1, 1976, CPL.

### \*\* ADDITIONS \*\*

Product No.	Description	Price
13232K	Compatible Video Hardcopy Cable	\$ 50
13232L	Compatible TV Monitor Cable	50
13254A	Video Output Interface PCA	150

### \*\* PRICE CHANGES \*\*

Product No.	Description	Old Price	New Price
2640C Option 202	Line Drawing Set	\$100	\$150
2640K Option 202	Line Drawing Set	\$100	\$150



## OP REGIONAL CHANGES

By: Fran Codispoti

As of May 8th, we will book your orders on a manual booking system. To accommodate this change, two new people have joined our group.

NEELY	*Wes Cox
MIDWEST SOUTHERN EASTERN	Joan Loveless
CANADA	*Jessica Giudicessi
ICON	Wes Cox
EUROPE	Dianne Nikkel Ralph Pritchett

\* New co-ordinators

HAVE ORDERS, CAN PROCESS (& DELIVER)!



## "UNCOORDINATED SHIPMENTS"

By: Ralph G. Pritchett

1. Please include a shipping window - making sure the window dates correspond to the LONGEST division availability.
2. Please list all divisions involved by *division number* in "sp instr.", and not alphabetical abbreviations.
3. To insure coordination, the "system" division should be the field's main contact. It's also the "system" division's responsibility to keep ALL the other divisions informed of ANY changes in the order.



## "0" QUANTITIES

By: Ralph G. Pritchett



Data Terminals Division (42) will NOT accept orders for "0" quantities on the mainframe (in other words, no "option only" orders).

These products can be ordered from CPC (Div. 15). DTD order processing will be more than happy to give anyone in the field the CPC part number corresponding to the option number.



# Product News

## REVISION "B" UPGRADE KIT AND THE 13250A INTERFACE CARD

By: Jim Elliott

Due to changes in production requirements please change all statements concerning 2640A upgrade which reads:

"All 2640A Terminals having option - 015 with serial prefix number less than 1551A, and all standard 2640A Terminals with serial prefix less than 1610A require the 2640A Firmware Upgrade Kit (part no. 02640-60117) in order to use the 13250A as a serial printer interface."

The new statement will read:

"All 2640A Terminals having option - 015 with serial prefix number less than 1551, or greater than 1608, and all Standard (60Hz) 2640A Terminals require the 2640A Firmware Upgrade Kit (part no. 02640-60117) in order to use the 13250A as a serial printer interface."

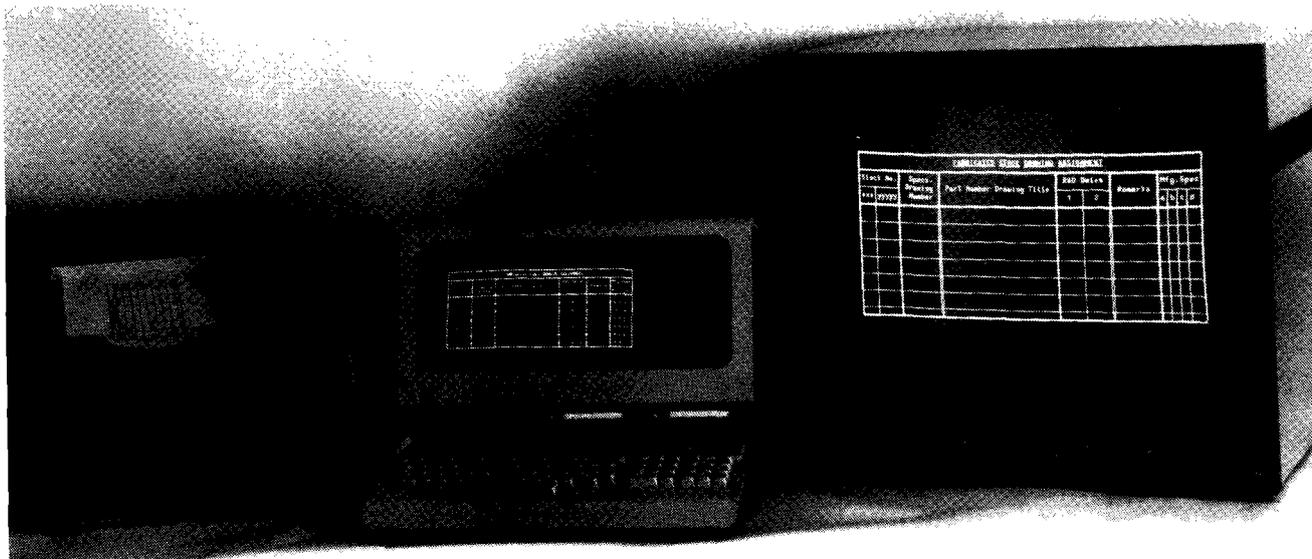
NOTE: If the terminals' Control Store printed circuit assembly (part no. 02640-60003) contains firmware ROMs with part numbers 1818-0172 thru 1818-0175 and/or a "Revision B" tag appears on the inside rear door panel the upgrade kit has already been installed in the terminal."

This should help clear the air about which terminals require the Upgrade Kit.



# DTD DELIVERS AGAIN!! VIDEO INTERFACE ARRIVES

By: Jim Elliott



THE MODEL NUMBER IS 13254A  
 THE PRICE IS \$150 - FOB FAC  
 THE DESCRIPTION IS 2640 SERIES VIDEO OUTPUT INTERFACE

THE FEATURES ARE:

- Provides video signal for compatible television monitors.
- Provides video signal for compatible hardcopy units.
- Monitors and copiers may be mixed on the same line.
- Up to 10 monitors may be "daisy" chained for multiple viewing up to 500 feet or 150 meters.
- Hardcopies may be generated from the terminal's keyboard, remotely from a CPU or directly from the device.

These are the hard and exciting facts. In addition, DTD will provide two ready-made cables at a price of \$50 each:

- 13232K for connection to a Tektronix 4632 video hardcopy unit with Option 7, which provides compatibility with HP terminals. Copy scale factor is 1:1.

- 13232L for connection to a CONRAC T.V. Monitor (QQA Series) configured from drawing #503-451. This monitor provides a display scale factor of 2:1.

If you are in a real hurry, you can order immediately and override heart as follows:

- 13254A - video output interface PCA.
- 13232K - cable for Tektronix 4632, Opt 7.
- 13232L - Cable for CONRAC monitor QQA Series from drawing #503-451.

This information will appear on the June 1 corporate price list.

NOTE:

1. The video output interface data sheet #5952-9962 (42) is at the printers and will be distributed shortly.
2. Watch for first page announcement on availability schedule of May 17 and 28.
3. Press release is scheduled for May 10.
4. Availability is 6-8 weeks.



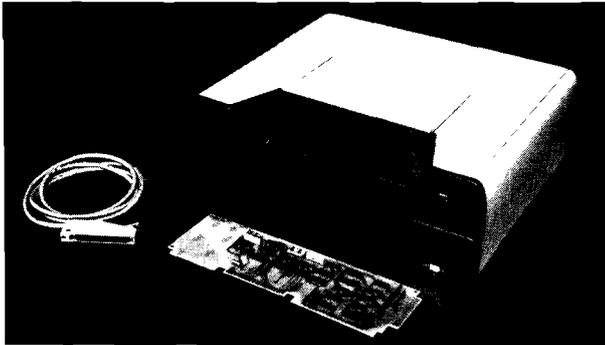
# SELL TERMINALS

## THE 13246B IS HERE!

By: *Eric Grandjean*

I hope that you have not missed the last issue of "Boise Beat" (Vol. 1, No. 8) and the excellent articles written by *Steve Bohlen*.

It contains the announcement and the data sheet of the new 13246B Thermal Printer Subsystem using the new 9866B. Of course, this is good news. The 9866B plugs right into the 13238A 8-bit duplex register card, if you already have one. The cable is also identical to the 9866A cable. Now you have upper case and lower case in a quiet, 240 LPM 80 column terminal printer, and only \$3675. Availability is 6 weeks and its on the 1 May Corporate Price List.



### CHARACTER SET

64 or 96 alphanumeric characters. Complete character sets are shown below:

#### 13246A

```
!"#$%&'()*+,-./0123456789:;<=>?~\
@ABCDEFGHIJKLMNO PQRSTU VWXYZI * J+_
```

#### 13246B

```
!"#$%&'()*+,-./0123456789:;<=>?
@ABCDEFGHIJKLMNO PQRSTU VWXYZI r J+_
`abcdefghijklmnopqrstuvwxyz|+~
```



# Sales Aids

## SPECIAL ON MANUALS

By: *Bill Dallenbach*

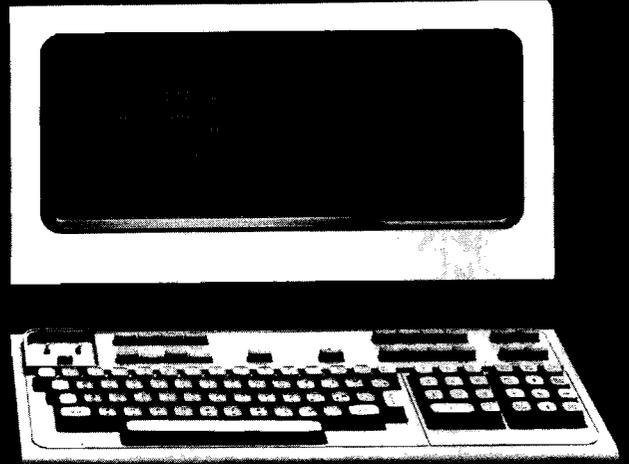
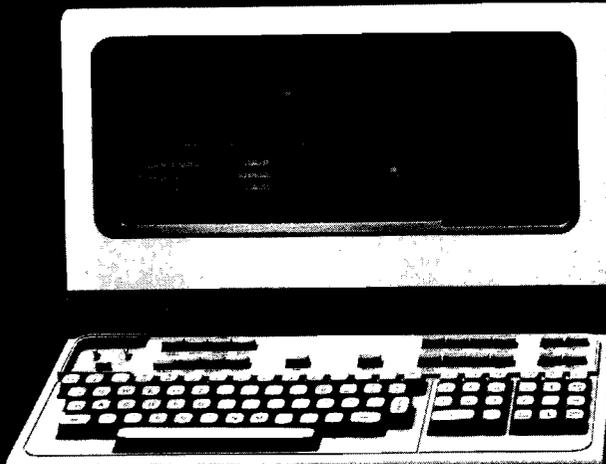
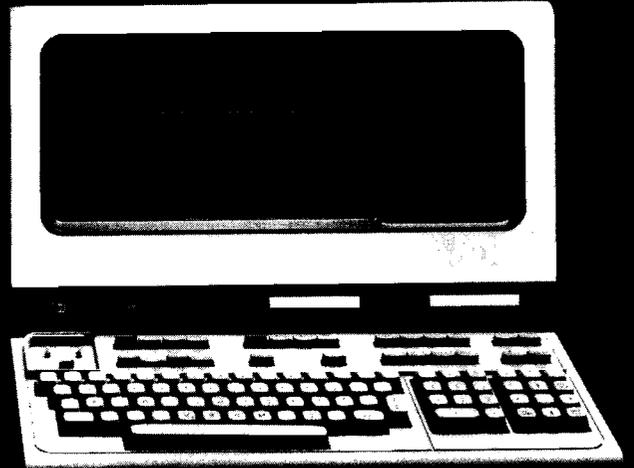
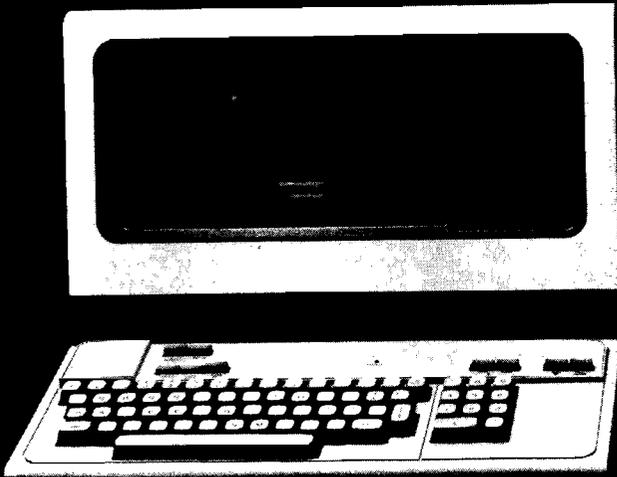
Data Terminals is running a special on manuals. To bring them into the field at the least expense to you, we are offering manuals at a greatly reduced price. The table below indicates manuals available, the list price, and your price. To take advantage of these prices, do not order through HEART. Order on an IOS from *Chuck Quanz*, AMD, Bldg. 70, and specify TAC. Order soon as this offer will not go on indefinitely!

MANUAL	PRICE		PART NO.
	LIST/FIELD*		
2640A Owner's Manual	\$3.00	\$ .81	02640-90011
2640A Service Manual	5.00	.82	02640-90012
2644A Owner's Manual	5.00	1.33	02644-90001
2644A Service Manual	6.50	1.66	02644-90002
2640A Application Note, Character Generation	7.50	2.00	13245-90001

\*Field offices order on I.O.S. and specify TAC. Do not order through HEART.



**DATA  
TERMINALS  
NEWSLETTER**



HP 2640A—Includes modular design, 50 cps, and many other standard features.

HP 2640C—Optional keyboard with Russian characters.

# FORM FITTING.

**DATA  
SYSTEMS  
NEWSLETTER**

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