Computer News

The Advantage of Choice
New computers enhance HP Series 200 line

Computer News

Front cover:

The HP 9000 Family now has two new members to the Series 200. HP Models 217 and 237 were designed in response to customer needs and wants. Several other new products from FSD add to their capabilities. See stories beginning on page 12.
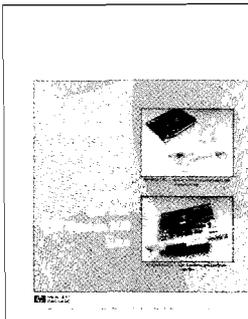
Back cover:

RND's two new low-cost interfaces for HP Series 200 computers provide a low point count data acquisition solution and a low-cost serial connection. See stories beginning on page 17.

COMPUTER MARKETING GROUP

CMG	Computer Marketing Group
3PP	Third Party Program
CSD	Computer Support Division
CSE	Computer Support Europe
CSO	Computer Supplies Operation
MA	Major Accounts

COMPUTER PRODUCTS GROUP

CPG	Computer Products Group
BCD	Boeblingen Computer Division
CLL	Computer Language Lab
CSY	Computer Systems Division
CSYR	Computer Systems/Roseville
DSD	Data Systems Division
FSD	Fort Collins Systems Division
YCD	YHP Computer Division

PERSONAL COMPUTER GROUP

PCG	Personal Computer Group
GPCD	Grenoble Personal Computer Division
HPPR	Hewlett-Packard Puerto Rico
PCD	Portable Computer Division
PCDO	Personal Computer Distribution Operation
POD	Personal Office Computer Division
PSD	Personal Software Division
RTD	Roseville Terminals Division
VCD	Vancouver Division

BUSINESS DEVELOPMENT GROUP

BDG	Business Development Group
AMD	Applications Marketing Division
APO	Administrative Productivity Operation
BDC	Business Development Center
BDE	Business Development/Europe
EPD	Engineering Productivity Division
FRD	Finance and Remarketing Division
FSO	Financial Systems Operation
GCO	Guadalajara Computer Operation
IRO	Information Resources Operation
MPD	Manufacturing Productivity Division
OPD	Office Productivity Division
SMC	Systems Marketing Center

INFORMATION PRODUCTS GROUP

IPG	Information Products Group
BOI	Boise Division
CNO	Colorado Networks Operation
CPB	Computer Peripherals Bristol
DMD	Disc Memory Division
GLD	Greeley Division
GND	Grenoble Networks Division
IND	Information Networks Division
RND	Roseville Networks Division

INSTRUMENT GROUP

COL	Colorado Springs Division
LID	Loveland Instrument Division
NJD	New Jersey Division
LSD	Logic Systems Division
SDD	San Diego Division

HP Computer Museum
www.hpmuseum.net

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In This Issue

GENERAL

Announcing HP logo-identified marketing aids

Karen Campbell/BDG-Marcom

"We've got some potential customers coming for a plant tour. Do you know where we can get six Cross pens with HP emblems on the clips?" Yes.

"Our sales office is putting on a seminar and we'd like to give out those Hazel portfolios with Hewlett-Packard printed on them. Do you know how I'd go about ordering something like that?" Yes.

"We're participating in a regional tradeshow and we need 2,000 handout items — things with HP written on them. What have you got for under $2.50 per item? Oh, and uh, I need them by next Tuesday. Any chance?" *Yes!*

BDG-Marcom announces a new marketing aids program to help HP sales offices and factories make seminars, customer visits, award ceremonies, and tradeshows more meaningful. The program is scheduled to be operational in mid-July with the distribution of the *Marketing Aids Catalog* to everyone on Roster data base. (If you receive *Computer News,* you will automatically be mailed a copy of the catalog.)

The *Marketing Aids Catalog* contains over 100 quality items featuring the HP logo — everything from pens and pencils to portfolios, key rings to crystal stemware, sweatshirts to the supreme CEO award. This program is open to all HP employees worldwide. Additional catalogs will be available through the Literature Distribution Center after August 15 (P/N 5953-7636).

K-Promotions, Inc., of Milwaukee, WI, has been selected to administer the program on a franchise-basis, producing a color catalog with order forms, and handling all inventory, warehousing, and fulfillment duties. Merchandise may be ordered by completing the form accompanying the catalog, or by using a major credit card and K-Promotions's toll free (800-525-0613) telephone number. All items shown in the catalog are in stock and will be shipped within 48 hours of receipt of order. There are no quantity requirements on any one item, but each total order must be at least $25.

Productivity '84 seminar kits now available

Sheri Costa/BDG

Due to popular demand, Productivity '84 seminar kits containing 35mm slides and script are now available.

You may order these kits through HEART, ordering division 4700. If you would like to order the entire Productivity '84 Seminar Series (P/N 5957-4638), the price is $809.

Here are part numbers and prices for individual seminars.

Seminar title	P/N	Price
Meeting the Financial Management Challenges of the '80's	5957-4639	$37
Increasing Quality in Manufacturing — Your Competitive Advantage	5957-4640	59
A Well Planned Implementation, the Key to Your Application Solution	5957-4641	47
Introduction to Data Base Management	5957-4642	60
Increasing Management Effectiveness Through Office Automation	5957-4643	30
CAE Workstations: Building Engineering Productivity	5957-4645	80
What UNIX can mean to You	5957-4646	77
Distribution Solutions for the '80's — Time for Action	5957-4647	43
Business Graphics — A Cure for "Information Indigestion"	5957-4648	85
Productivity Tools for Information Resource Management	5957-4649	84
Personal Computing: Choosing the Right Path in Today's Software Jungle	5957-4650	59
Computer Networks in Action	5957-4651	36
Advances in Microprocessor Software Development	5957-4652	48
Data Communication Measurements — The Key to Network Availability, Development and Productivity	5957-4653	64

New HP 1000 and HP 3000 Users Group membership brochures

Dena Stein/SSC

Now you can order new membership brochures redesigned by INTEREX, the International Association of Hewlett-Packard Computer Users. They reflect the merger of the HP 1000, HP 3000 and Series 100 users groups.

These four-color, pocket-size brochures are now in stock at the Corporate Literature Distribution Center, Building 9B, Palo Alto. To order brochures fill out an SLO form and indicate P/N 5953-7632 for HP 1000 users and P/N 5953-7631 for HP 3000 users. In case you missed a previous announcement, new Series 100 brochures are also in stock, P/N 5953-7633.

The new brochures explain the advantages of users group membership and describe the services and benefits offered by INTEREX to HP computer users.

GENERAL

PCDO announces new dealer hot-line

Gary Traynor/PCDO

The PCDO (Personal Computer Distribution Operation) sales office officially opened its doors and telephone lines on Friday, June 1. The dealer direct orderline initiated its phased implementation approach by accepting dealer calls from the Neely, Santa Clara, Brisbane, Sacramento and Hawaii areas. On June 15, the Los Angeles, Fullerton and San Diego areas were added to the list, and the balance of the Neely region was added July 1. As the summer progresses, the Southern, Midwestern and Eastern regions will be phased into PCDO's dealer direct orderline program. By HP's fiscal year-end on October 31, PCDO will be servicing all dealers nationwide.

With the official kick-off date of June 1 growing nearer, PCDO bustled with activity. The final preparations were still being made when marketing associate Deb Hardesty unsuspectingly answered a call from an eager dealer. The date was May 29 and a representative from Basic Living Products of Berkeley wanted to place an order. Without a moment's hesitation, Deb shifted into high gear and took PCDO's first dealer order. Not only was the call coming in four days early, but the dealer also requested that an order for 40 12-C calculators be expedited.

Working closely with Cheryl Friar of Corvallis, Deb was able to expedite the customer's request. According to Deb, Cheryl went out of her way to give service above and beyond the call of duty. This teamwork resulted in good news for the customer as we were able to improve the delivery date substantially. With this kind of teamwork the dealer hot-line can't miss.

Lower flexible disc prices available

Mark Mangueros/CSO

Effective June 1, 1984, CSO reduced the prices of 3½" and 5¼" disc products by 8-13%. Our pricing is particularly competitive if you order more than one box at a time; for example, two boxes of 3½" media are only $48 each.

By encouraging your customers to buy their flexible discs from HP, you ensure that they get high quality media since HP constantly monitors this quality. Your customer will get optimum performance with a minimum of downtime and service problems.

The new prices will apply to the following three disc products:

HP product	Qty.	US list price	Savings
92190A Box of ten	1 Box	$ 58	11%
5¼", DD/DS	2-4	52	10%
0.27M byte	5-19	47	9%
(formatted capacity)	20+	42	11%
92190L Pack of fifty	1-3	265	12%
5¼" DD/DS discs,	4+	240	13%
0.27M byte (w/five			
flexfile cases)			
92191A Box of ten	1 Box	54	8%
3½", SS micro	2-4	48	9%
discs, 0.27M byte	5-19	43	10%
(formatted capacity)	20+	38	11%

Also, CSO introduced the new double-sided 3½" micro flexible disc on June 1:

HP Product	Qty.	US list price
92192A Box of ten	1 Box	$69
3½", DS micro	2-4	62
discs, 0.7M byte	5-19	56
(formatted capacity)	20+	50

These discs are unformatted and soft-sectored.

By calling CSO on our toll-free number, your customers can place their orders quickly and have the media shipped within one working day. Also, keep in mind that our media prices include shipping. For larger quantities, please contact CSO for further reduced volume prices.

PC software updates for HP employees

Willi McDowell/CSO

If by chance you are wondering how to place an order for software updates (either for newer revisions or to replace damaged media), wonder no longer. Just follow these instructions:

1. Return the original HP disc(s) via:
   Inter-office mail — Willi McDowell
   Bldg. 78-CSO
   US mail — Willi McDowell
   Computer Supplies Operation
   P.O. Box 60008
   Sunnyvale, CA 94088

2. Go to your purchasing department with the update/replacement part number which can be found in the *HP 100 Communicator* or by calling CSO Hot Line (408-720-2428).

3. Your purchasing department will place an I2 order on HEART.

4. When the order has been received, CSO's factory order processing will call marketing to verify that the original disc(s) has been returned.

5. CSO will ship the update to your division/sales office and invoice you at TAC + 15%.

If you need any additional information, call Willi McDowell at TELNET 720-2562.

SERIES 100

HP 150 software catalog available soon

Carla Klein/PSD

The first edition of the HP 150 software catalog will be available in mid-July. The catalog contains complete descriptions and ordering information for approximately 215 listed software products and also includes the 50 products (including games) which HP distributes. Until the catalog is available, your contacts at the Retail Sales Center and Systems Marketing Center will have condensed, preliminary copies of the information. They can help answer your questions on third party software that is available now. As we approach the final publication date, we'll let you know how you and your dealers can get copies of the catalog.

Training course materials for HP 150

Lynn Rosener/PSD

The Training Development Center (TDC) at PSD is responsible for developing customer training course materials for all of HP's personal computers. Recently organized, TDC has developed new procedures for ordering its training course materials.

The course materials include one or two magnetic tapes, a laser-printed instructor guide and student workbook, and a 3½" floppy with exercises on it. The magnetic tape includes TDP and HP Draw files which can be used to recreate the overhead slides and student workbooks as needed.

The training course materials are available to division "office automation coordinators" to train HP employees and to field personnel to train HP customers. The products are on the PPL (parts price list) and should be ordered through HEART. TAC prices range from $75-100 depending on the course materials.

Personal Computers

Materials for the following courses are now available from TDC:

P/N	Customer training course
89904A	*Introduction to Personal Computers* This workshop covers computer basics and includes the HP-86, HP 120, HP 125, and HP 150. It gives potential HP customers an overview of HP personal computers.
89903A	*Getting Started with your HP 150* Created for beginners, this workshop will define basic computer terms and operations, and will prepare users to use their computer for everyday tasks.
89905A	*VisiCalc*/150* This workshop introduces the elements of a VisiCalc " spreadsheet. The participants will learn how to create, edit, print, store, and load worksheets.
89906A	*WordStar*/MailMerge*/SpellStar™/150* This workshop introduces word processing and its many capabilities such as how to merge reports, how SpellStar can automatically proof text, and how to combine a mailing list with text to create customized letters.
89900A	*Condor™/150 20-1* This session introduces Condor and describes what a data base is and how to use one.
89901A	*Condor™/150 20-3* This workshop provides in-depth experience using Condor's advanced data base management and report writing capabilities.
89902A	*HP 150 Applications: Sharing Information* Because you may use the same information in different ways, we have created a workshop to teach you how to pass information from one software package to another.
89899A	*Figure File Tape**

*The Figure File Tape includes special figures designed for the training course materials. They are not available in the standard HP figure files that come with HP Draw. The course materials that require these files are:

Introduction to Personal Computers
Getting Started with your HP 150
VisiCalc " /150
WordStar/MailMerge/SpellStar/150

You only need to buy this Figure File Tape once. It includes the figures required for all four classes listed above.

Future courses include Lotus 1-2-3™ (P/N 89907A) (with updates to Symphony™ as soon as we receive the software) as well as enhancements to earlier courses.

If you have any questions or comments, please feel free to call Joanne Piziali at TELNET 773-6358 (408-773-6358), HP Desk node HPD600/TR.

VisiCalc " is a registered trademark of VisiCorp.

Condor is a US trademark of Condor Computer Corporation.

WordStar " and MailMerge " are US registered trademarks of MicroPro International Corporation.

SpellStar™ is a US trademark of MicroPro International Corporation.

Lotus 1-2-3 " is a US trademark of Lotus Development Corporation.

Graphwriter™ Basic Set now available for the HP 150

Jane Beule/PSD

Graphic Communication's popular presentation graphics package, Graphwriter ™, is now available for the HP 150. With Graphwriter you can produce high quality graphics output simply by making a series of selections from predefined menus. The Basic Set includes all the formats you'll need to produce highly customized and sophisticated bar, pie, line and text charts.

Works with HP plotters

Although Graphwriter will output charts to a graphics printer, it has been optimized for use with plotters. Formats are individually composed to put both your actual input and the output media (plain paper, coated paper, transparency) to optimal use.

If you need to integrate plotter output with text on a single page, Graphwriter makes it easy. You can control both the position and the size of Graphwriter charts on a page. You can even put two or more graphs on a single page to compose a graphic "story."

Designed with HP's mass storage in mind

Graphwriter's special installation program lets you take advantage of the wide variety of mass storage devices available for the HP 150. For hard disc users, Graphwriter can be installed into a subdirectory of MS™-DOS and still run from PAM. That helps you manage your disc space efficiently. If you have a double-sided disc drive, Graphwriter installs simply on three double-sided discs. Should you want to use a single-sided drive, you will need nine single-sided discs. Even on a single-sided drive, once you choose a format disc you will not have to swap floppy discs in order to use a Graphwriter format. (This special installation capability means that you must always install Graphwriter before using it.)

Graphwriter offers you the features you want

The chart formats included in Graphwriter's Basic Set include not only basic pie, bar (horizontal and vertical), line and text/word charts but also such advanced chart types as scatter plots and bar-line combinations.
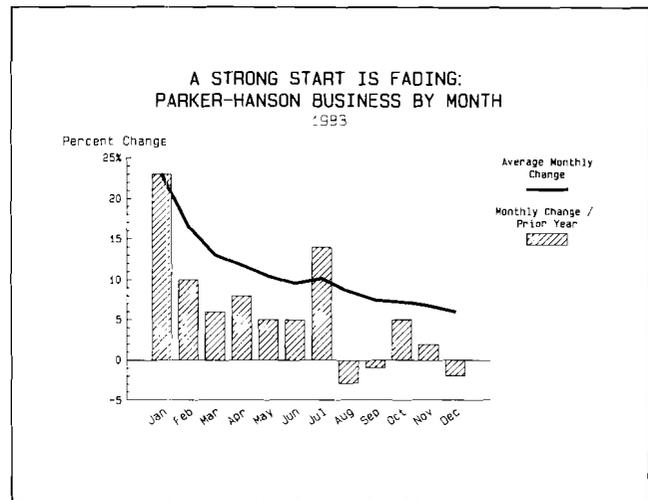
This chart shows an example of the bar-line format created by Graphwriter Basic Set.

Graphwriter™ is a trademark of Graphics Communications, Inc.
MS™ is a US trademark of Microsoft Corporation.

HP 150 games for young adventurers

Michael Majdalany/CSO

CSO is completing its line of Infocom™ adventures with two new titles for the HP 150 and The Portable.

Seastalker™

Tailored for the younger set (ages 9 and up), Seastalker is a totally interactive story that encourages logical thinking, planning, and organization. It also stimulates players to develop creative strategies for problem solving, while encouraging reading.

The alarm sounds. You know there's something terrifying in the depths of the ocean below. You've got to face up to it. Only you can save the Aquadome, the world's first undersea research station.

Personal Computers

Your specially equipped submarine, the Scimitar, is ready. But wait — you haven't even tested the Scimitar in deep water, and the crew of the Aquadome may have a traitor in its ranks. It looks as if this adventure won't be easy. In fact, if you challenge the deep without charting the right course, you might wind up as shark bait.

Sorcerer™

Belboz the Necromancer, your friend and mentor, has vanished; there are signs that the most powerful of all Enchanters is in thrall to evil sorcery. The freedom of the land and the very existence of the Circle of Enchanters, of which you have become a full-fledged member, could be in jeopardy. Can you rescue the kingdom and locate your mentor amid the treacherous mists of time?

Sorcerer, the second release in Infocom's Enchanter™ series of adventures in the mystic arts, comes complete with "Popular Enchanting Magazine" (an ingenious operator's manual), "Creatures of Frobozz Infotater" (a colorfully illustrated rotating data wheel) and a handy holding pouch.

Ordering information

Name	P/N	US list price
Seastalker	92243ZA	$49.95
Sorcerer	92243YA	59.95

Infocom™, Enchanter™, Seastalker™, and Sorcerer™ are trademarks of Infocom, Inc.

Activate those ThinkJet printer printheads

Sam Boot/VCD

Thanks to the enthusiastic support of the HP field sales force, sales of the ThinkJet personal printer are increasing right on target. According to the phone survey of recent owners, customer satisfaction is high indeed.

Despite the high customer satisfaction, there have been some reported instances of ThinkJet printer printheads that stop printing after the first few lines. If this occurs, tell your customers not to worry. The printhead probably just needs activating. The activation process described below easily restores full operation of your printhead.

How to activate

- Straighten a section of paper clip.
- Hold the printhead so the shiny print plate faces up.
- Insert the paper clip into the hole at the bottom (back end) of the printhead and push gently until a bead of ink appears on the print plate.
- Remove the paper clip and wipe off the print plate with a soft tissue. The printhead is now ready to print.

Future shipments of printheads and ThinkJet printers will include these activation instructions. Please tell your customers about activation and increase their product satisfaction.

HP 1000

HP 9000

New customer training course for the HP 1000

Betsy Stolte/CSD

A new IMAGE/1000-II course is now available for the HP 1000. This course will provide customers with the tools they need to begin using all of the capabilities of IMAGE-II, including the powerful DBUTIL program and the logging and recovery features.

35076A	IMAGE/1000-II
Audience:	Application programmers and data base administrators who will be designing or maintaining IMAGE/1000-II data bases.
What they will learn:	Data base management concepts; how to build, access and maintain an IMAGE-II data base.
Contents:	• Data Base Concepts • Creating and Building a Data Base • Updating a Data Base • Using QUERY • Accessing a Data Base Programmatically • Data Base Maintenance • Data Base Internals Overview
Prereq:	RTE-6/VM Session Monitor (22988A) or RTE-A Programming and System Management (22980D)
Length:	5 days
Price:	$800

This course can also be taught at a customer site for $6,400 for eight students. (Each additional student is $100.)

Share '84 reduces SRM and peripheral prices

Miriam Flood/BDG

The new Share '84 program from CNO, DMD, and BOI reduces prices of Shared Resource Management (SRM) systems by offering an SRM bundling discount plan, which effectively provides a free $6,080 printer. This promotion uses two popular configurations of peripherals to increase orders, offering a more complete package at a bundled discount. The promotion will consist of two system packages based on the HP 7914 and 7912 as follows:

Share '84 Package 14

P/N Description	List price	Discount	Net Price
9920A Controller CPU	$ 4,500		
#500 SRM Controller Bundle	5,500		
M05 Share '84 discount		($2,000)	$ 8,000
7914P 132M-byte Disc & Tape	19,900		
M05 Share $84 discount		(4,000)	15,900
Total List (minimal config.)	$29,900	($6,000)	$23,900
Optional, add printer:			
2563A 300lpm Matrix Printer	6,080		
#850 SRM Interface (HP-IB)	310		
M05 Share '84 discount		(1,500)	4,890
Total List (with printer)	$36,290	($7,500)	$28,790

Share '84 package 12

P/N Description	List price	Discount	Net price
9920A Controller CPU	$ 4,500		
#500 SRM Controller Bundle	5,500		
M05 Share '84 discount		($2,000)	$ 8,000
7912P 65M-byte Disc & Tape	17,350		
M05 Share '84 discount		(4,000)	13,350
Total Price (minimal config.)	$27,350	($6,000)	$21,350
Optional, add printer:			
2563A 300lpm Matrix Printer	6,080		
#850 SRM Interface (HP-IB)	310		
M05 Share '84 discount		(1,500)	4,890
Total List (with printer)	$33,740	($7,500)	$26,240

This promotion can mean a savings of several thousand dollars to your customer. They are, in effect, receiving the HP 2563A printer free when they order the bundled special. They are getting a $36,290 value for $28,790 by ordering the complete system of SRM, disc, and printer ($7,500 savings). Another way to present this is that they are getting a 132M-byte configuration (Share '84 Package 14) for less than the regular price of the 65M-byte configuration. How could they pass up an offer like that?

For either Share '84 Package, the order must include both SRM and disc as shown in the order matrix above, and must be a coordinated shipment. Additional products or options may be included on the order, but only the items shown above will receive the Share '84 discount. The order is trade discountable in addition to the M05 discount. For offers outside the US, apply the discount to the Factory Base price instead of the US list price. These prices are in effect from July 1 through at least October 31, 1984, and may be extended upon further notice.

This new promotion should help to increase SRM, peripheral, and workstation sales dramatically.

New HP 9000 family members meet customers' demands

Miriam Flood/BDG

Two new engineering workstations from FSD feature often-asked-for enhancements to the HP 9000 family of technical computers. Now the HP Model 217 and Model 237 workstations give your customers what they've been asking for — increased performance, larger displays, better graphics capabilities, and modularity, at lower prices. Since they are members of the HP 9000 family, they run the same operating systems and are compatible with a wide variety of peripherals that allow customers to design their own systems to meet their needs and budgets — reinforcing HP's one-vendor solution.

The Model 217 is an ergonomically designed modular computer featuring a 14-inch green phosphor monitor with a tilt-and-swivel base, new standard HP-HIL keyboard in localized languages, six slots for memory and I/O enhancements, internal memory up to 4M bytes, optional mouse, and built-in HP-IB, RS-232, and HP-HIL interfaces. The new composite video interface card (98204B) gives 512 x 390 graphics resolution, plus alpha enhancements. The 8MHz MC68010-based processor board with memory management hardware provides high performance in BASIC 3.0 and Pascal 3.0 and is designed with HP-UX futures in mind. The Model 217 runs many popular software packages, such as the new version of Context MBA™ and the new HP TechWriter.
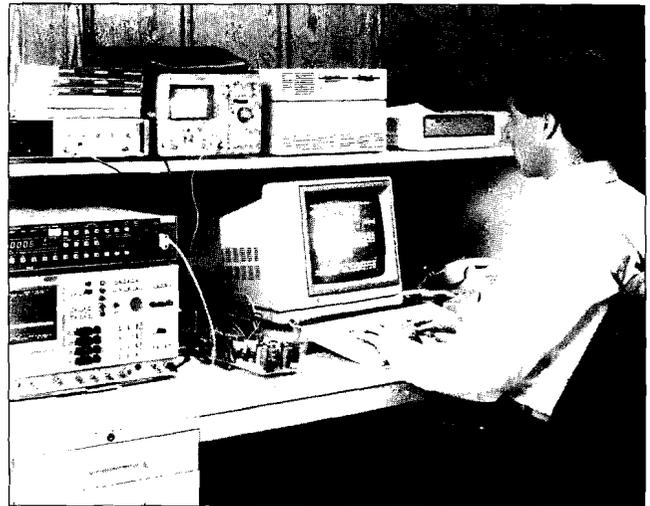
The HP Model 217 aids engineers in documenting results of a design test.

The Model 217 is ideal for all types of engineering tasks, software development, and CAT, as well as the more mundane tasks in an engineer's day, such as word processing, project management, and so on. It offers all of the capability and most of the expandability of the Model 236, but at half the price.

The scientific and engineering community has asked for improved graphics functionality, and the Model 237 provides just that. Customers will find the Model 237 the right machine for quality, high-performance, low-cost CAD. In addition, the Model 237 can perform demanding mathematical modeling, statistical, or software development tasks. It is an ideal workstation for solving technical problems requiring quality display graphics.

The Model 237 is also ergonomically designed, featuring a large 17-inch non-interlaced display with 1024 x 768 resolution for sharp, clear images, and a 60Hz refresh rate to eliminate flicker. It also features a 12.5MHz MC68000 processor with cache memory and memory management, bit-mapped graphics, mouse, the HP-HIL keyboard, and internal memory up to 7M bytes. It runs BASIC 3.0 and Pascal 3.0, and has built-in HP-IB and HP-HIL interfaces. Sixteen slots provide extensive I/O capabilities. The modularity of both the Model 217 and Model 237 allow them to be placed in an optional taboret (cabinet on wheels) that moves the components off the desk, yet leaves them conveniently at hand.
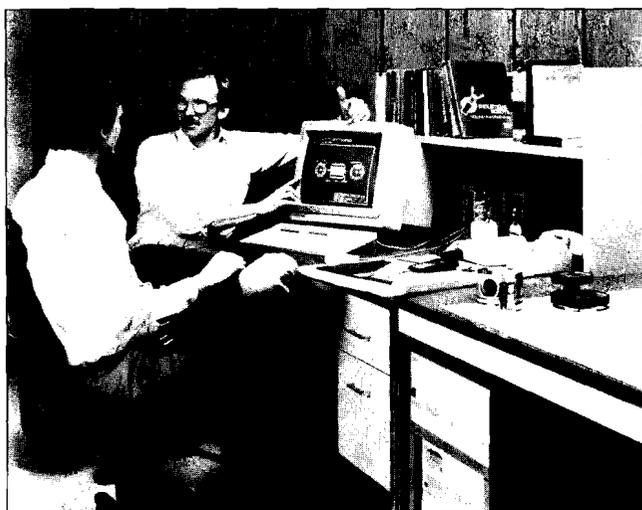
The HP Model 237 helps solve complex design problems.

The competitive price is another good selling point. The HP 9817H system is $6,510 US list ($6,450 fac-tory base), and the HP 9837H system is $14,500 US list ($14,365 factory base). To get a useable system, add $860 for BASIC 3.0 and $995 for Pascal 3.0.

For further information on the features of these new products, refer to the Sales Training Manual.

Context MBA™ is a trademark of Context Management Systems.

Improved memory and performance capabilities on HP Series 200 computers
Yoshio Kano/FSD

A 1M-byte RAM board using 256K-bit chips is now available for Series 200 computers, including the new Model 217 and Model 237. This new memory board, which provides four times denser memory and requires less power than four 256K-byte boards, allows larger data files and programs to be managed without degrading workstation performance. The board implements parity checking, which verifies the accuracy of data transmission and prevents the processing of flawed information.

The new board, which helps to overcome slot restrictions on the Model 216, can be used with all versions of BASIC, HPL, HP-UX, and Pascal, but will check parity only in BASIC 3.0 and Pascal 3.0. The 1M-byte board can be mixed with existing ¼M-byte boards when parity is not a concern. Option 001 on Series 200 hardware orders replaces the ¼M-byte board(s) with the new 1M-byte board. In conjunction with the introduction of the 1M-byte board, the price of the ¼M-byte board has been reduced.

A new floating point math card is also available for the Series 200 computers. The card supports the proposed IEEE standard for binary floating point numbers and provides up to three times the computational speed in floating point-intensive applications while maintaining compatibility with current software. The card can be used on any Series 200 computer that runs BASIC 3.0 and Pascal 3.0, and will run on HP-UX in the near future.

In addition, customers can now get increased performance by using the 12.5MHz processor board with BASIC 3.0 and Pascal 3.0*. Previous versions of BASIC and Pascal did not take advantage of the board's 16K-byte cache memory and thereby ran at an effective clock rate of 8MHz. Performance increases of up to 60% can now be possible.

Technical Computers

Part numbers and prices for these products are as follows:

Product	P/N /Option	Price (US list)
256K-byte RAM board	98256A	$ 830 (new)
1M-byte RAM board	98257A	4,180
Floating Point Math card	98635A	975
High-performance Processor board	98143U	3,000
1M-byte board substitution	Opt. 001 (9816S)	3,350
1M-byte board substitution	Opt. 001 (9XXXS)	2,520

*Model 226A/S, 236A/C/S/CS, 220A/S only.

HP Series 200 positioning — the advantage of choice

Miriam Flood/BDG

With the introduction of the new Models 217 and 237, customers now have an even greater choice in workstations to meet their needs, budgets, and level of expertise. The diagram below gives a breakdown of Series 200 computers by operating system and packaging, and may help you in determining which system is best for your customer.

THE ADVANTAGE OF CHOICE

	TRADITIONAL (BASIC)	WORKSTATION (HPUX)
INTEGRATED	216 226 236 236C	236 236C
MODULAR	217 220 237	220
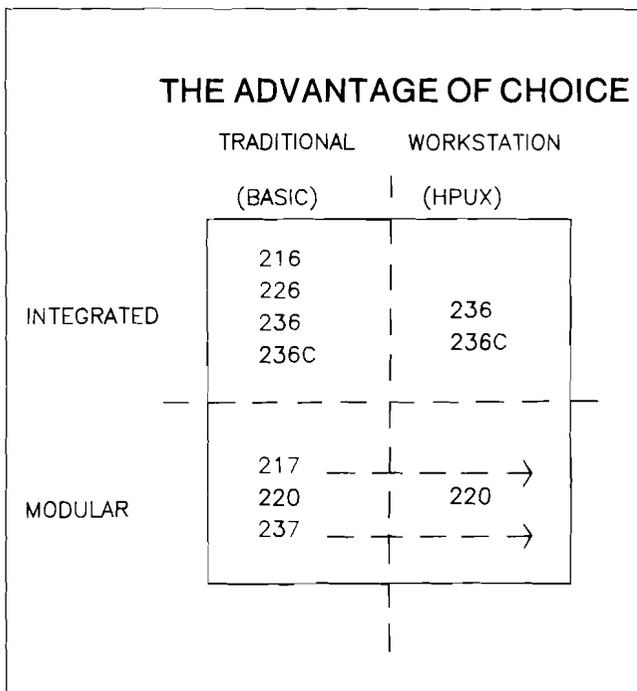
Each quadrant has its own advantages and selling features. In the upper left quadrant, the integrated packaging and lower cost are the main features. These models have a good installed base and are proven performers in the controller market, as well as in other areas. The BASIC operating system is ideal for users with limited programming experience or who have smaller program requirements. In the lower left quadrant, modularity is the key. This allows customers to mix and match components for a lower start-up cost than some other models, while permitting upgrades as the customer needs them. This area is attractive to OEMs who bundle these units with other components.

On the right side of the diagram, the integrated workstations in the upper quadrant are multi-tasking and multi-user. They perform well in a program development environment and support larger applications that typically require FORTRAN 77. In the lower right quadrant, modularity is again the main feature. In the future, the high resolution and high performance graphics of the Models 217 and 237 will be an added benefit.

HP Series 200 price reductions

Joe DiMartino/FSD

HP Series 200 S and T system prices have been decreased to reflect a drop in RAM prices. Advancements in technology have made it possible for us to lower the price of our HP 98256A ¼M-byte card from $1,060 US list to $830 US list ($825 FBP). The price reduction includes a 9816S price drop from $5,500 to $5,150 ($5,105 FBP) — a $400 reduction. The HP 9816S Option 256, a streamlined system for OEMs and ROM-based languages, is the same price as the 9816A. In general, the A and U prices have remained the same. The T systems prices have been reduced by $500 each and the S systems have an average decrease of $599. These prices are effective July 1. See your new price list for details.

New enhancements to BASIC and Pascal now available

Kathy Miner and Glynn Sisson/FSD

The new releases of BASIC 3.0 and Pascal 3.0 offer your customers much better price/performance by taking full advantage of high-speed data cache on the 12.5MHz processor board, and by supporting the new floating-point math card. With the processor board, performance improvements of up to 60% are possible, while the floating point math card offers performance increases of 100% or more for real math. In addition, BASIC 3.0 and Pascal 3.0 offer greater configurability for optimum memory utilization. Both BASIC 3.0 and Pascal 3.0 support all Series 200 computers, including the new Model 217 and Model 237.

BASIC 3.0 combines the functionality of BASIC 2.0 and BASIC Extensions 2.1, and includes these enhancements:

- Segmentation of the system into smaller modules. You load only the modules you need.
- Printer and plotter spooling on SRM.
- Compatibility with BASIC 2.0 — BASIC 2.0 programs can be loaded and run on BASIC 3.0 with very few exceptions. The major changes are to recompile CSUBS on Pascal 3.0 and use the new PHYREC CSUB instead of PHYREC binary.
- New keywords and capabilities that customers have requested, such as generic mass storage unit specifier.

Enhancements in Pascal 3.0 include:

- EPROM and Bubble support.
- Configurability and documentation improvements.
- Support for box-only configurations such as Model 217 and Model 220.
- More convenient access to internal peripherals to help in developing applications which run on all Series 200 computers.

BASIC 3.0 (P/N 98613A, $860 US list) will be shipped with all Series 200 S systems *ordered after* July 1. Pascal 3.0 (P/N 98615B, $995 US list) will be shipped with all Models 220S, 226S, 236S, and 236CS *ordered after* July 1. Upgrades are available.

For more information on configurability and determining the right system for your customer, refer to the HP 9000 Series 200 BASIC 3.0 Language System and HP 9000 Series 200 Pascal 3.0 Language System Data Sheets.

HP BASIC applications software for HP Models 217 and 237

Doug Blackwood/EPD

EPD has updated and enhanced HP's most popular BASIC language applications software products to be compatible with the newest members of the Series 200 family — Models 217 and 237. They will begin shipping these updated products in July.

These products are:

- 98815A — HP Graphics Presentations/200
- 98817A — HP Project Management/200
- 98820A — HP Statistics Library (including Parts I and II, 98820B/C)
- 98821A — HP Numerical Analysis Library/200.

These enhanced software products are fully compatible with all Series 200 computers running the BASIC 3.0 operating system. The previous revisions of these products (which are no longer in production) will not run on Models 217 and 237, and will run on the other members of the Series 200 family only under the BASIC 2.X operating system.

The new products support all members of the Series 200 family, including all CPUs, keyboards, and displays. All known outstanding bugs (approximately 50) have been fixed, and the products can operate with HP's new plotters and mass storage devices. Additionally, HP Graphics Presentation/200 uses HP's new mouse as a graphics input device.

There are two enhancements that will be particularly useful to your customers. First, EPD has added plot-to-file capability to the applications that provide graphical output (Graphics Presentations, Project Management, and Statistics). This means that your customers will be able to use the output from these packs with HP TechWriter to create documents with combined text and graphics.

Second, the Statistics Library has been modified to operate from either a fixed or flexible disc — an enhancement that many of your customers have requested. There is even an installation program that simplifies the task of installing the software on the fixed disc. To complement the fixed disc capability, the Statistics Library now handles larger data sets; instead of being limited to a 1,500-element data set, the application is now self-configuring to the limit of the available read/write memory or to 32,000 data elements, whichever is larger.

Most importantly, these improved applications are available at the same prices as their predecessors.

For more information on these software packs, refer to the *HP Engineering Software Sales Training Manual.*

HP TechWriter brings pictures and words together

Kathy Gillich-Adams/EPD

EPD (Engineering Productivity Division) introduces HP TechWriter, a document editor for the Series 200 technical computers that electronically merges words and pictures. HP TechWriter is the only document editor for the Series 200 that allows the inclusion of graphic illustrations with text. Now your Series 200 users can increase their document editing productivity because HP TechWriter eliminates the need for 'cut and paste' — HP TechWriter shows text and graphics together on the screen as they will actually appear in the document.

When your customers buy HP TechWriter they will get a document editor, picture processor, lister and Pascal environment for stand-alone operations. Key features include graphics with text, insert/delete/find/replace text, word wrap, footers, select areas not to be printed, justified left and right margins, table of contents and paging control.

The picture processor will accept pictures from any graphics or user program that is capable of producing plot files from Pascal 2.1/3.0 or BASIC 3.0. The picture processor then takes the picture that has been plotted to a file and creates a binary file that can be referenced in the document. HP TechWriter will support plot files from popular software packages, including HP Graphics Presentation/200, HP EGS/200, HP Statistics Library/200, HP Project Management/200, and FARB Computer-Aided Design System.

Technical professionals who need to document their software or engineering tasks and write reports and memos that include illustrations will be very interested in this new software package. Other customers will purchase HP TechWriter solely for its enhanced text editing capabilities. HP TechWriter is a perfect stand-alone purchase that allows customers to choose their own source of graphics input.

HP TechWriter uses a security scheme that locks the software to a specific computer. Because of this, the software will only run on Series 200 systems having an ID PROM. Upgrades are available.

HP TechWriter can be ordered through CSO, P/N 98818A, for $795 US list. See the *HP Engineering Software Sales Training Manual* for further information.

Update on HP MBA/200 and VisiCalc® support

Larry Inman/PSD East

Context MBA™

The current release on the very popular Context MBA for the HP Series 200 (release 2.3) will not work with the new Series 200 Models 217 and 237 or the new 9122 disc drive. A new version, release 2.4, will be available in the Fall and will support the 217 and the 9122 as well as some new peripherals. It will have the new product number 45481B and will be available at the current price. It will replace and obsolete the existing 97038JA product number. Support of the Model 237 is still under discussion.

VisiCalc®

Like Context MBA, the current version of VisiCalc (98810A) will not work with the 217, 237, or the 9122. It will be modified to add support for all of these products in the fall.

The SRM version of VisiCalc (98811A) will not be modified to support the new products just mentioned.

Context MBA™ is a trademark of Context Management Systems.
VisiCalc® is a US registered trademark of VisiCorp.

HP Series 200 data base demo available

Gretchen Snowden/PSD East

Desktop Software Corporation of Princeton, NJ, is now shipping a data base management system for the HP Series 200. The NPL system, which runs under HP's Pascal operating system, retails for $950. A self-booting version retails for $990.

The NPL Data Base/Application System utilizes a fourth generation language based on mainframe technology. NPL's custom data base applications range from simple mailing lists and form letters, to accounting, payroll and other sophisticated business needs.

The NPL Demonstration Disk and accompanying Demonstration Guide give you ample opportunity to thoroughly acquaint yourself with NPL's data base capabilities. You have the option to create files, experiment with versatile data-entry methods, perform ad-hoc queries, or prepare custom reports. The demo is available for $25.

To order your NPL Demonstration Disk or NPL System, call Desktop's Customer Service Department at 609-924-7111 or write: Desktop Software Corporation, CN-5287, Princeton, NJ 08540.

New low-cost data acquisition solution for the HP Series 200

Randi Iten/RND

Do you need a data acquisition solution that is easy to sell, low cost, easy for your customer to use, and versatile enough for specialized applications? Then check this out.

The HP 98640A analog input interface

- Plugs into the Series 200 backplane.
- Seven input channels are on board.
- Reads 55,000 samples per second.
- Analog signals are stored in a 13-bit representation.

- Voltage levels on the input signals can be within one of the four ranges below. These ranges are individually selectable for each input channel.

+10 volts	to -10 volts
+1.25 volts	to -1.25 volts
+156 millivolts	to -156 millivolts
+19.5 millivolts	to -19.5 millivolts

- Modular board with screw terminations for field wiring directly to the card eliminates the need for a cable. The screw termination board can be removed from the mother board and replaced with either a separate screw termination board with wiring to a different application or the diagnostic test hood. This eliminates the need to rewire.

- A library of software routines is available to allow easy programming access to the card from either a BASIC or Pascal environment.

You now have a low-cost data acquisition solution for your desktop customers who have low point count applications like those found in research labs, hospitals and universities.

Ordering information:

98640A analog input interface	
Standard	$990
98640-66501 ADC board	
98640-66502 screw termination assembly	
98640-67950 test hood assembly	
98640-90001 hardware manual	
Options	
001 deletes 98640-67950 test hood	- 75
630 98640-13301 3½" diagnostic software	0
655 98640-13601 5¼" diagnostic software	0
98645A measurement library	
Standard	$500
98645-90001 programming manual	
Options	
630 98645-13301 3½" floppy disc	0
655 98645-13601 5¼" floppy disc	0

Technical Computers

Introducing the HP 98644A - HP Series 200 serial interface

Dave Kuntz/RND

The cost to connect to the HP Series 200 via RS-232 has just been cut in half. The corporate price list now includes the HP 98644A RS-232 serial interface priced at $190.

The HP 98644A provides the additional RS-232 serial link you need to connect your RS-232 peripherals to the HP Series 200 computers. If you need to communicate over modems, don't worry; all the necessary modem lines are there. It can even be used with HP's terminal emulator packages. Because a standard 25-pin D-type female connector is used, cabling for any kind of situation should be no problem.

Cables are available through the Computer Supplies Operation (CSO-A500) and can be ordered through HEART. That's why cables are not offered with the HP 98644A product.

Cables available:

HP 13242G —	5 meters; 25-pin male terminators for connection to DTE's (terminal, printers)
HP 13242N —	5 meters; 25-pin male terminators for connection to DCEs (Modems)
HP 13222Y —	5 meters; 25-pin male to 50-pin male for connection to HP 262X terminals
HP 13232Y —	4.5 meters; 25-pin male to female edge connector for connection to HP 264X terminals

The HP 98644A Series 200 interface replaces the HP 98626A

Dave Kuntz/RND

The HP 98644A is the result of a low-cost study performed on the HP Direct I/O product family. The list price of $190 — 50% less than the price for the HP 98626A, is testimony of the success of the study.

You may wonder what the difference is between the 98644A and the 98626A. The new interface performs most of the functions of the 98626A. One obvious change to the serial interface is the conversion from HP's 50-pin frontplane connector to a standard 25-pin D-type female connector. This prevents the 98644A from being used with the HP 13265A 300 Baud Modem or the HP 13266A Current Loop Interface. These products will still operate over the HP 98628A Data Communication Interface. Two seldom-used Modem signals (Secondary Receive Line Signal Detector and Secondary Request to Send) were eliminated, and the switches will no longer be available to set the baud rate and character format. These configuration parameters are set via program control.

With the introduction of the 98644A, orders for the 98626A are expected to drop rapidly. Because there is no unique feature offered by the 98626A that isn't available through another HP product, it will become obsolete January 1985. Those people expecting to make a lifetime buy of the 98626A should contact Dave Kuntz, Product Manager, Roseville Networks Division, with the forecasted requirement.

HP 9000 Series 200 serial communication price reductions

Dave Kuntz/RND

Along with the introduction of the HP 98644A, the prices for the HP 98628A data communications interface and the HP 98691A programmable data communications interface have been reduced.

Effective July 1, 1984 the new US list prices are as follows:

| Product	Old price	New price
98628A Datacomm I/F	$605	$485
98691A Programmable Datacomm I/F	725	650

Integrated Data Management

This special Computer News insert explores Integrated Data Management and is part of a series on HP AdvanceNet. (The Personal Computer and Desktop Networking focus area was featured in the May 1 issue and Multi Vendor Networking will be featured in an upcoming issue).

> "We are drowning in information but starved for knowledge.... Uncontrolled and unorganized information is no longer a resource in an information society. Instead, it becomes the enemy of the information worker. Scientists who are overwhelmed with technical data complain of information pollution and charge that it takes less time to do an experiment than to find out whether or not it has already been done.
>
> Information technology brings order to the chaos of information pollution and therefore gives value to data that would otherwise be useless. If users — through information utilities — can locate the information they need, they will pay for it. The emphasis of the whole information society shifts, then, from supply to selection."[1]
>
> — John Naisbitt
> *Megatrends*

The information society presents many challenges in computer networking. Providing communication routes between systems is part of the networking process; managing that information is the other important challenge. A huge amount of information ceases to have value unless the user can quickly extract the specific information required. Computer networks without well-planned data management would be like a library without a card catalog system.

Multi-Vendor Networking

Personal Computers

HP ADVANCE NET

Integrated Data Management
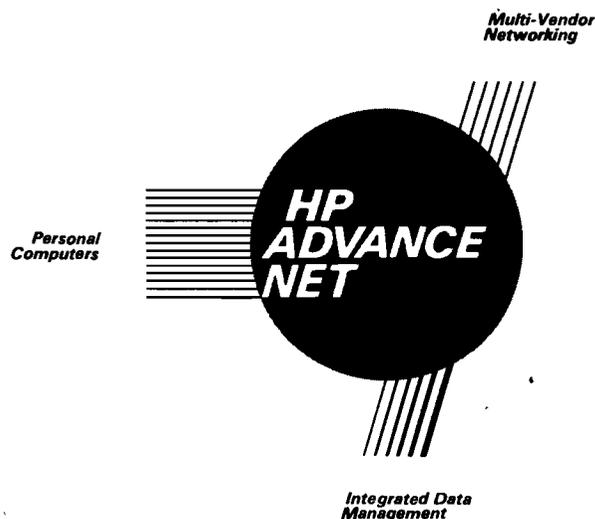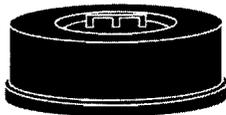
The control and management of information for both the end user and the programmer is vital to the continued success of HP's computer systems. That is why Integrated Data Management is one of the three focus areas of HP's overall networking strategy — HP AdvanceNet.

HP AdvanceNet

Computer networks need to satisfy the needs of three main users: the programmer, the data base administrator (DBA), and the end user.

- Programmers need an environment where they can be highly productive in the development and maintenance of applications. This is a system which allows easy access of data throughout a network without specific knowledge of the location and description of the information.
- Data base administrators would like the tools to modify, monitor, and control their environment to enable them to manage very dynamic data networks.
- End users want a common, simple-to-understand access scheme to all information both locally (PCs) and on other systems in the network without needing to know where and in what form that data resides. They also require the ability to integrate information from departmental and corporate data bases with local PC decision support tools.

Current Products

HP offers strong data base products and associated products (such as data dictionaries) as solutions for the three types of users. Two of these products, HP IMAGE and Dictionary/3000, are the cornerstones of today's Integrated Data Management products.

IMAGE, available on the HP 1000, HP 3000, and HP 9000 systems, provides data base capabilities. A directory, created by the data base administrator, defines the organization of the data base and the authorized users. IMAGE, in addition, provides these powerful data base services.

- Easy-to-use data access with security controls.
- Programs can simultaneously access multiple data bases.
- Management of concurrent terminal and/or batch access to the data bases.
- Remote Data Base Access (RDBA) is a DS capability that supports access of data bases on remote systems. This capability requires only a few simple commands and is very transparent to the user.

As a comprehensive data dictionary system, Dictionary/3000 reduces the time required for documentation, data base modifications, data base creation, reporting and program development. Dictionary/3000 gives you these features:

- One consistent source for data definitions and locations. Frees programmers from searching for the right data definitions.
- Data definitions can be extracted for direct use in COBOL and PASCAL programs. This can be done

directly from the Dictionary or through the HP Toolset environment and allows programmers to extract information for the IMAGE data bases, KSAM, MPE, and VPLUS forms files.

- Data base schema can be generated directly from definitions in the dictionary.
- Access to high level, easy-to-use report tools is available by linking Dictionary/3000 to HP Materials Management/3000 and Production Management/3000. The customizer automatically updates Dictionary/3000 to reflect changes in the MM/3000 and PM/3000 systems. Customers of those products can then take advantage of the reporting capabilities of Report/3000 and Inform/3000.

Future Directions

New data base products will continue to provide more efficient access to meet the needs of our customers. HP is also fully committed to providing our existing customers with upgrade paths.

Transparent network access is a major HP goal. This goal will be achieved with a combination of new products that move information around the network and ensure that the information automatically gets to its destination. These products, in effect, will allow more customers to use a network the way they use a single system today.

Several prominent industry consultants like Seybold and Gartner Group have commented that HP's integration of the data management capability into HP's overall networking strategy is a powerful asset and a competitive edge. Gartner Group has said, "It [HP AdvanceNet] is a thorough and well developed strategy which should appeal to the large-business environments, especially as new HP products are added." HP AdvanceNet's Integrated Data Management focus will help to ensure Hewlett-Packard's leadership role in the computer industry in the 80's.

SR Resources

Image/3000 Reference Manual	32215-90003
Query/3000 Reference Manual	32215-90042
HP 3000 Data Communications and Data Management Products Specification Guide. (Supplement II)	5953-7600
HP 3000 Data Communications and Data Management Products New Products and Enhancements. (Field Training Manual)	5953-7599
HP Toolset New Features and Packages. (Field Training Manual)	5953-7607

[1]John Naisbitt, *Megatrends: Ten New Directions Transforming Our Lives* (First Warner Paperback Printing; New York: Warner Books, Inc., 1984), pg. 17.

HEWLETT PACKARD

English success for HP-DRAFT

Mark Evans/HP-Redhill

The engineering draftsmen at Eschmann Bros. & Walsh in Worthing, England, are now enthusiastic HP-DRAFT users.

The company manufactures and supplies a full range of operating theater equipment. Their customers mostly require a customized solution, which means that proposal drawings based on standard modules must be produced to tight deadlines. The manufacturing drawings for the rapidly-changing product line must also be produced.

The solution was to invest in two HP-DRAFT workstations, consisting of two HP 9836Cs, an HP 9111A tablet and HP 2671G printer, sharing an HP 7908 disc and an HP 7585 A0 plotter via an SRM.

The on-site training enabled the draftsmen to become productive very quickly, so that after only two weeks, drawings for both quotations and production were being drawn using HP-DRAFT.

Another order for one more workstation based on an HP 9920 followed immediately, and a further order is expected later this year.

Using HP-DRAFT they find that they can achieve the same results as on a traditional drawing board but in a fraction of the time. This means that they can submit tenders for more inquiries much faster, and therefore increase the number of firm orders they receive.

Not only have orders increased but so has job satisfaction. Using HP-DRAFT is so similar to traditional drafting methods that it adds another dimension to the job, while making the most of the draftsmen's knowledge and experience.

In particular they are impressed by the flat menu structure, which means that all commands are available at all times, the ability to make modifications quickly and the high quality of the final drawings.

"It's like something out of tomorrow's world!" was just one of the delighted comments.

HP 250

HP 3000

Focus '84 is successful

Lynne Ovington/BCD

The Focus '84 "HP 250 Package Special" is a winner. April sales were strong with North America achieving 138% of quota. Europe's bright star was France with sales of 40 systems. Aggressive selling, marketing and regional third party programs are producing more small business system leads and sales. The HP 250 continues to close deals with its powerful yet friendly user environment. Combine the strengths of the product, comprehensive OEM software solutions, and the cost savings of the Focus '84 special and you can close those small system leads this month.

Take advantage of the Focus '84 "HP 250 Package Special" through July, 1984. Proven customer satisfaction at the right price, available today.

Productivity packages attractive to new customers

Bart Coddington/MPD

Several new packages have been on the corporate price list since February but have not been in the HP 3000 Price Guide. The July price guide contains these new productivity packages.

These packages show customers that HP offers integrated tools. HP Toolset now extracts data definitions from HP Dictionary/3000 to be included directly in source code (refer to HP Toolset and New Packages FTM for further details). To further reinforce the point the packages are priced at a discount, when compared to the list price of the individual products.

P/N	Description	Price (US list)
32351	COBOL Productivity Package COBOL II/3000, HP Toolset, Dictionary/3000	$13,000
32352	Pascal Productivity Package Pascal, HP Toolset, Dictionary/3000	13,000
32353	Transact Productivity Package Transact/3000, Dictionary/3000, SelfPaced training for Transact & Dictionary ("A" copy only)	10,000
34355	HP Report Combination Report/3000, Inform/3000 (Requires Dictionary from one of the other packages)	9,000

These packages augment existing packages. HP has solutions for MIS professionals that increase their productivity and effectiveness.

Multi-system Rapid applications

Bart Coddington/MPD

The Rapid processor is used for distributed applications written in HP Transact/3000 and/or Report/3000. It allows you to execute programs that were developed and compiled on another system.

The price of the Rapid processor has been reduced to $500 US, making distributed applications a great deal more feasible. This is a $3,000 reduction. Re-evaluate your customers' needs as the cost is now significantly less for a distributed network.

HP DS/3000 beats Wang's networking

Linda Korsan/IND

For system-to-system networking, HP DS/3000 wins hands down over Wang. DS/3000's superior services provide more problem-solving capabilities than Wang's offering.

When you are in a competitive situation against Wang, and the customer needs networking, *emphasize the strengths of DS/3000 and force Wang to demonstrate product capabilities.*

What does HP offer that Wang does not?

- *A wide variety of physical links*
  DS/3000 works locally with direct connection, and remotely with leased lines, dial-up lines, X.25 Public Data Networks, and satellite transmission. This wide range of price/performance alternatives allow customers to select the link best suited to their data traffic requirements.

  Wang does not support system-to-system dial-up or satellite communication.

- *Upper-level services independent of lower-level link*
  DS/3000 services are independent of the transmission medium, network topology, and geography. The same user-level software is used with all links. This allows applications to evolve naturally from locally distributed to remotely distributed. Applications are stable as they are more widely distributed or as the transmission medium is changed to meet changing cost or performance requirements.

  Wang's currently available service products are *different* for local system-to-system, local WangNet, and remote WangNet.

- *Remote data base, file, and peripheral access*
  With DS/3000, applications and interactive users can easily access information and peripheral resources throughout a network of HP 3000s. Wang does not provide equivalent facilities.

  While Wang has virtual terminal and network file transfer facilities, they are menu-oriented and much less flexible than DS/3000.

- *Program to program capabilities*
  DS/3000 allows truly distributed applications, in

which programs residing in different HP 3000s interactively exchange information with one another in a coordinated manner. Wang's VS Virtual Terminal Interface attempts to accomplish the same function by emulating a VS workstation. This makes distributed applications over Wang networks more clumsy, because remote applications must emulate a workstation.

- *HP DS/3000 is widely used*
  More than 4000 HP 3000s are running DS/3000 today, and the 1983 Data Decisions survey of data communications users rated DS *first* in ease of use. Wang was not included in the survey, due to the small number of installed VS networks.

When you are up against Wang in a networking situation, your greatest strength is account references and demonstrations of DS. Force Wang to demonstrate their product capabilities.

HP 2563A configuration update

Adrienne Kelly/CSY

Due to recent analysis of test data on high- and low-speed devices, CSY has determined that the HP 2563A 300 lpm printer should be configured as a *high-speed* device. This new information overrides the information in "HP 3000 Support for New 300 lpm Printer" (*Computer News*, December 1, 1984).

Also, please note that the 2563A has no restrictions on sharing a GIC with other devices, unless those devices have restrictions themselves (for example, the HP 7970E requires a dedicated GIC). This change should cause no degradation of performance on your customers' systems.

Few customers will be severely impacted by this decision. For most customers, particularly at the low end, all that will be required is to move the 2563A from a low speed to a high speed GIC. Because configurations tend to be small at the low end, there should be plenty of room on the high speed GICs to add a 2563A. In fact, many customers have configured their systems this way from the start.

There will be some customers who have fully loaded their high speed GICs (six devices maximum), but there is a good chance that these GICs contain some low speed peripherals. In this case, the CE should swap the 2563A with a low speed device to obtain the desired configuration.

Business Computers

With the 2563A configured as a low-speed device, there is a remote possibility of encountering system failures due to data overruns. Since the likelihood of this event is very small, CSY recommends that this change in configuration be made at the next PM. The account team may, however, decide to continue in an unsupported configuration with the customer's consent.

If the above solutions do not meet your customer's needs please contact your SMC representative. A TWX has already gone out to all SEs and CEs with this information. Your cooperation in resolving this matter is greatly appreciated.

HP 2563A supports Arabic on HP 3000 systems
Jim Skog/BOI

The HP 2563A line printer now offers special Arabic character sets for use with HP 3000 computer systems. These special character sets, Options S21 and S22, are available from Boise Division at $400 (US list). Both character sets have 98 printable shapes.

Arabic is a calligraphic language, meaning that each character within a word is connected. The shape of a character varies depending on the characters next to it, making it possible for a character to have several different shapes. Another challenge of the Arabic language is that the text is written from right to left, except inserted Latin words which are written left to right.

The HP Arabic solution utilizes a "contextual analysis" program which is a part of the HP 3000 spooling system. This program looks at the characters before and after the character to be printed and selects the correct shape to print. The HP 3000 Arabic solution is a sophisticated product offering. For information on specific software support considerations of the HP Arabic implementation of ASMO standard 449, please contact Victor Canivell, HPSE (COMSYS 1305).

Summary of Arabic line printing solutions:

HP P/N	Opt.	Description	Price
2563A	S21	Arabic Character Set	$400
2563A	S22	Arabic (High Density) Set	400
2608S	S21	Arabic Character Set	400

Note: Options S21 and S22 require a version of the HP 3000 spooler from HPSE Area South to print in contextual mode. These printers are supported in HP-IB and MTS interfaces only. System overhead is minimal for this application. All other printer options are valid. The HP 2608S S21 is a standard density character set. The 2563A S21 is a standard density and S22 is a high density (150 lpm) character set. (Character set upgrade kits are available.)

See "HP 3000 Goes Arabic" in November 15, 1983, *Computer News*, page 18.

HP 3000 IUG Conference to be held in Amsterdam
Dena Stein/SSC

Are you looking for an adventure? Present a paper at the HP 3000 International Users Group's Amsterdam Conference '85.

A call for papers has been issued for the March 31-April 5, 1985, conference to be held in Amsterdam, the Netherlands. The conference theme, "The Ultimate Challenge: Perfecting the Man-Machine Interface," comprises such issues as the ergonomic aspects of automation, user interfaces, data communications networks, and alternative I/O methods.

Deadline for submission of abstracts is *August 1, 1984*. Managers' travel approval in writing is required, and final papers will have to be submitted by December 31, 1984. For more information, contact Pam Tower at TELNET 125-4461 or at HP Desk 4700/11.

FINANCIALS

HP Pay Customer Profile #0000003

Martha Linenburger/FSO

Business type: Steel foundry

Geographic location: Northern California

Size: Approximately $10 million in sales

Reasons for purchasing HP Pay: Flexibility, security features, comprehensive feature set, interface to GA/3000, report writer, competitive price, single vendor solution.

The customer did not want to fund in-house development of a payroll system, yet wanted a package which was tailored to their needs. HP Pay offered the needed flexibility, while providing "off-the-shelf" price and convenience.

Payroll confidentiality is a major concern to this customer. Two hundred employees strong, the company handles payroll for 30 exempt employees separately from that of the remaining union employees. A separate payroll run is made by a senior clerk to assure the privacy of exempt employees. HP Pay provides the security features necessary to limit access of all confidential data to authorized personnel only.

Application of HP Pay: The customer is taking advantage of the interface provided by HP Pay to General Accounting/3000. In addition, the customer is using HP Pay to meet unique pension plan requirements specified by union contract.

Previous system: MCBA

Implementation time: Three months, March through May with time out for illness of key payroll clerk.

Why the competition lost to HP Pay: Limited feature set, limited support and training.

The customer wanted more from a payroll system than the limited feature set provided by the existing MCBA system. HP Pay software, along with HP training and support make a winning single vendor solution.

HP Field Team:

HP SR: Teresa Schaffer, San Ramon

HP CSR: Ken Smith, Brisbane

For additional information on this customer, please contact Martha Linenburger at FSO, 408-263-7500, ext. 5049.

DISTRIBUTION

Price changes for Distribution Management products

Rebecca Derrington/IRO

"Computer groups price changes effective May 1, 1984" in the May 15 issue of *Computer News* showed the prices for SFD/3000 (36401A) and its right-to-copy (36401M) as $0. The complete list of new prices for these distribution management products is shown below. Each of those product numbers must be ordered with an option, which depends on the processor type used. This is because we have "value priced" our products.

P/N /Option	Processor	Price
36401A (SFD/3000 must be ordered with an option)		$ 0
36401A Opt. 039	HP 3000 Series 39, 40, 42, IIIR, 30R, 33R	25,000
36401A Opt. 044	HP 3000 Series 44, 48	37,200
36401A Opt. 064	HP 3000 Series 64, 68	62,000

P/N /Option	Processor	No. of Copies	Price
36401M (SFD/3000 right-to-copy — must be ordered with an option)			$ 0
36401M Opt. 039	HP 3000 Series 39, 40, 42, IIIR, 30R, 33R	1-5	17,500
		6-15	12,500
		16-N	6,250
36401M Opt. 044	HP 3000 Series 44, 48	1-5	26,040
		6-15	18,600
		16-N	9,300
36401M Opt. 064	HP 3000 Series 64, 68	1-5	43,400
		6-15	31,000
		16-N	15,500

For a complete list of new prices for distribution management products, see "New value pricing for HP SFD/3000" (*Computer News*, May 1, 1984).

Distribution sales newsletter available

Rebecca Derrington/IRO

Information Resources Operation (IRO) produces a monthly Distribution Sales Newsletter for its distribution management products. It contains details about sales for the month, news about what's happening, both at IRO and in the distribution industry, and information to help you sell our HP products to distributors. Recent articles have covered features of HP SFD/3000 and OM/3000, cost justification, performance improvements, competitive analyses, success stories, trade shows, pricing policies, and much more. Distribution ASRs and CSRs have found it to be a great reference.

If you're interested in selling to distributors, send a COMGRAM to Kelly Lister at location D100, to have your name added to the distribution list.

Distribution Management brochure has been reprinted

Rebecca Derrington/IRO

The HP SFD/3000 Distribution Management brochure has been reprinted recently and is now available from the Literature Distribution Center (P/N 5953-7485). The list of HP applications sales offices on the last page was updated May 1, 1984.

HP System for Distributors
Applications Solutions the HP Way

Distribution Management

1984 outlook for distributors

Rebecca Derrington/IRO

A recent report by the US Department of Commerce Bureau of Industrial Economics called "1984 U.S. Industrial Outlook: Wholesale Trade" contains some fascinating statistics and summary information about wholesale distribution. It covers trends such as commodity line diversification, the effects of current problems, such as product liability, bankruptcy reform, the Multi-employer Pension Plan Act, inventory taxation, and business failures.

To give you an idea of just how large the distribution market is, the report predicts that merchant wholesalers' sales should approximate $1.2 trillion in 1984, about 6% greater than in 1983. Durable goods wholesalers' sales should reach $497 billion, up 5%, while nondurable wholesalers' sales should reach $716 billion, up 7%. The sales gains can be attributed to upward price changes during the year and higher consumers' disposable incomes.

For the long term, the report predicts that the wholesale distribution industry will experience a real growth in sales of 4.2% a year from 1981 to 1985, and 4.9% between 1986 and 1990. During the 1980s, the industry is expected to grow 43% in real terms.

The report also predicts that the share of merchant wholesalers' sales, as opposed to those of manufacturers' sales branches and offices, agents, brokers and commission merchants, will continue to increase, to 58% of wholesale trade sales by 1990. This will be based on improvements in productivity and management, which will include greater use of computer information systems, training and educational seminars for employees and clients, increased use of telecommunication systems, and improved financial management services. These methods will increase cost effectiveness and give merchant wholesalers a competitive edge.

To get your own copy of the complete report, send a COMGRAM to Kelly Lister at location D100.

GENERAL

Also in this issue
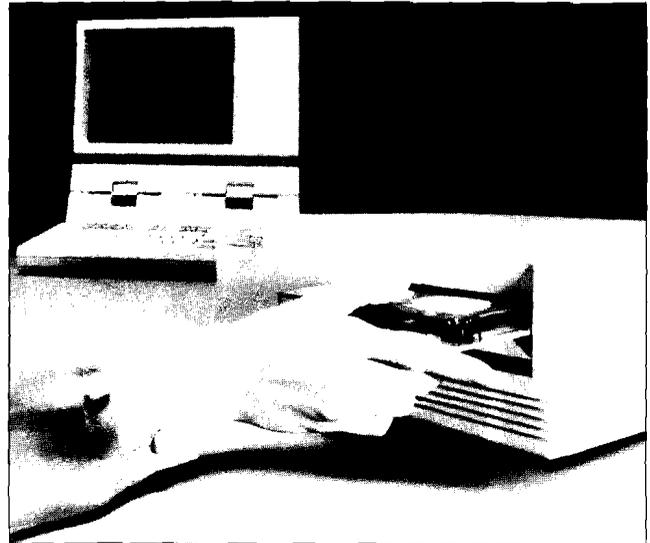
MASS STORAGE

Compact HP 9144A ¼" tape cartridge drive offers convenient, low-cost backup

Sandy Hansen/GLD

Backup on a large computer system using a ½" tape drive is routine. Backup on a smaller system is usually haphazard, using numerous floppies, one after the other if time or mood permits. But valuable data stored on a Winchester or other fixed disc only needs to be lost once for the absolute necessity of backup to be driven home.

Hewlett-Packard has designed a new ¼" cartridge tape drive to fill that need, providing a convenient, low-cost alternative to multiple floppies at less than one third the cost of a ½" tape drive. The HP 9144A, designed to back up HP fixed discs with capacities of up to 132M bytes using one or two of the 16M- or 67M-byte cartridges, ensures that data will be stored quickly and reliably.

Continuing the thrust toward small footprint computer products, the drive occupies about the same space as an in-basket. It can sit on the desktop, be packaged in a pod configuration or be mounted in a standard 19" rack.

Versatile applications for individual and multi-user systems

Both the individual workstation and small multi-user systems with data base applications such as accounting, engineering graphics, and other technical operations, need the backup protection offered by the cartridge tape drive. In addition to backup, the drive is also useful for software distribution and data interchange between similar HP systems.

HP reliability designed into the drive

Concerned with minimizing drive failures, Hewlett-Packard made several improvements to this tape drive product. An electro-mechanical servo control feature provides gentle acceleration and deceleration as the drive starts and stops, thus increasing both tape and drive motor life for better media and drive reliability.

Extensive internal diagnostics have been designed into the HP 9144A. The power on self test indicates that the drive is operational. If a problem does occur, the operator is alerted by a light on the front panel. Rear panel diagnostics indicate the actual field replaceable unit that failed. Quick isolation of failure and ease of repair means minimum downtime for servicing plus lower maintenance costs.

Automatically protects valuable data three ways

Reliability refers not only to the drive, but to data integrity as well. The HP 9144A protects the user's data three ways.

Read-after-write capability provides automatic data verification during the WRITE process. Any media problems are detected immediately during writing, not later when an attempt is made to read the data back.

Data reliability is ensured during the read process by EXCLUSIVE-OR error correction which uses data redundancy for automatic error detection and correction. This means that if data later becomes defective and you attempt to read it back, the drive has the capability, under most circumstances, of reconstructing the corrupt data.

Another contribution to data integrity is the built-in Media Monitor. Before the media usage begins to affect data reliability, a light flashes indicating that it is time to replace the tape. Media isn't replaced too soon, nor is there the risk of losing data on worn media.

Cartridge matches disc and application

Cartridges are available in two capacities, 16M and 67M bytes. Both are fully interchangeable in the tape drive and require no system reconfiguring or operator adjustments. The user can select the cartridge capacity to match the size of the disc or application. The 16M-byte version with 75% less tape than the 67M-byte cartridge is more appropriate for applications requiring frequent cartridge loading or unloading, such as personal I/O, software distribution or specific file searching. The 67M-byte version is an excellent match for the larger discs. 132M bytes can be backed up using only two cartridges. Fully compatible with existing cartridge subsystems built into HP discs, one drive can read data from a cartridge written on another drive.

Sixteen-track recording provides high density

The cartridge tape drive can store up to 67M bytes of data on a single four- by six-inch tape cartridge using a density of 10,000 bits per inch and a unique 16-track recording format. By comparison, a 2400 foot reel of ½" tape recorded at 1600 cpi has a capacity of about 40M bytes. The block oriented format allows individual files or records to be addressed in a similar fashion to discs. Through the use of a directory at the beginning of the tape, the drive can quickly move to the desired block rather than having to read through each file as do most tape formats. Search speed is 90 ips and read/write speed is 60 ips.

System support

The HP 9144A is currently supported on the HP 9000, Series 200 (BASIC, Pascal, and HP-UX), Series 500 (HP-UX), and HP 1000 Technical Systems. Fall support is planned for the HP 150 and the HP 3000 commercial systems. US list price is $3,500 (FBP $3,455) and there is a four to six week availability.

HP 9144A literature pack contains customer satisfaction questionnaire

Sandy Hansen/GLD

By its July 1 introduction, every SR, SE and DM should have received a literature pack giving all the scoop about the new HP 9144A. Included in the package is an introductory letter, a Sales Training Manual, and two copies of the flyer/data sheet — everything you need to know to get started selling. Also included is a questionnaire asking you to "Give us your input." We want to know the date the pack was received (to judge the effectiveness of our distribution), and your reaction to the literature (to judge its effectiveness as a sales tool). Please take a moment to fill out the form and return it.

Price increases for the HP 7906 and 7920

Mark Minne/DMD
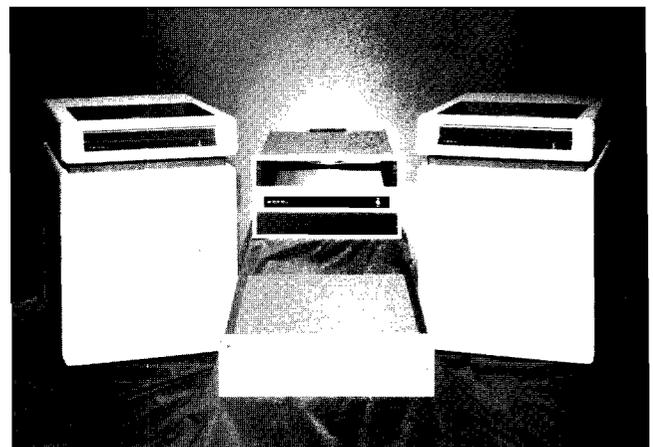
Disc Memory Division is raising the price of the HP 7906 (20M-byte disc drive) and the 7920 (50M-byte

disc drive). This price increase is due to the higher production costs associated with a lower order volume product. The prices have been increased on the models shown below.

HP P/N	Increase	New factory base price	New US list price
7906M	+$1,500	$18,500	$18,870
7906MR	+ 1,500	17,500	17,850
7906S	+ 1,500	14,500	14,790
7906SR	+ 1,500	13,500	13.770
7906H	+ 1,500	16,500	16,830
7906HR	+ 1,500	15,500	15,810
7920M	+ 2,700	21,700	22,130
7920S	+ 2,500	17,500	17,850
7920H	+ 2,600	19,600	19,990

PLOTTERS

Ordering media handling kit and cable for the HP 7550A

Peggy Wyman/SDD

Some of you have been wondering why an A3/B paper tray and catcher isn't included with the HP 7550A automatic sheet feed plotter.

Not all customers need large quantities of A3/B plots, so to keep the price of the HP 7550A as low as possible, SDD made the A3/B media handling kit an accessory.

An A3-size media handling kit for 297 x 420mm media can be ordered under model number 17526A, and a B-size media handling kit for 11" x 17" media can be ordered under model number 17525A. Both come with a media loading tray, a media catcher, and 50 sheets of A3-size or B-size plotter paper. The US list price is $160.

These accessories are listed as part numbers in the HP 7550A data sheet. They have been changed to accessory model numbers to facilitate coordination of shipment with the plotter.

Also, the cable to interface the HP 7550A to the HP 3000 system using RS-422 has been changed from P/N 07550-60200 to 17855A for the same reason. Please note this change, as it will not be indicated in the data sheet until next Spring.

Demo software helps sell plotters

Vic Graham/SDD

Plotter demonstrations are fascinating to watch. Paper movement, pen changes and impressive output provide the perfect opportunity to close a sale.

To help make these demos even more exciting, SDD has created a variety of plotter demo software that's available on PPL at $9 for a single disc (3½" or 5¼") or $18 for a double disc.

The matrix below lists available software. To simplify your job, we've combined several plotter models onto one disc.

Computer / Peripheral	HP 86/87	HP Series 200 Basic 2.0 Model 216	HP Series 200 Basic 2.0 Models 226/236	Apple IIe	IBM-PC/XT
HP 7470A Opt. 002 HP 7475A Opt. 002	07475-18001 5¼" Disc 07475-18002 3½" Disc For HP-85/7470 Only 07470-18001 (Cartridge)	07475-18004 3½" Disc	07475-18003 5¼" Disc	07475-18006 5¼" Disc RS-232-C	07475-18005 5¼" Disc RS-232-C
HP 7550A		07550-18002 3½" Disc	07550-18001 5¼" Disc		
HP 7580B HP 7585B HP 7586B		07586-18022 3½" Disc	07586-18020 5¼" Disc		
HP 7090A		07090-18020 3½" Disc	07090-18025 5¼" Disc		

HP plotter and IBM PC graphics software guide expanded

Jane Madden/SDD

The updated version of SDD's *Graphics Software Guide for the IBM PC and HP Graphics Plotters* is now available. The brochure has been expanded to include descriptions of 25 software packages (such as Lotus 1-2-3™), and mapping. The guide can be ordered through Corporate Literature under P/N 5953-9748.
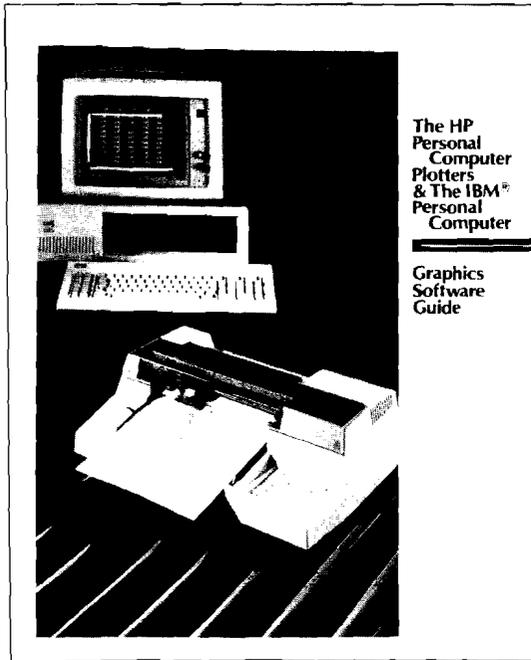
An expanded HP plotter/IBM PC graphics software guide is now available.

Lotus 1-2-3™ is a US trademark of Lotus Development Corporation.

Flatbed plotters reduced 60%

Craig Schmidt/SDD

San Diego Division's flatbed plotters, HP 9872C/T, 7220C/T, and 7221C/T, have been discounted 60%. This is a great bargain for your C/T customers such as lease/rental companies, OEMs, VEUs, GSAs, and educational institutions.
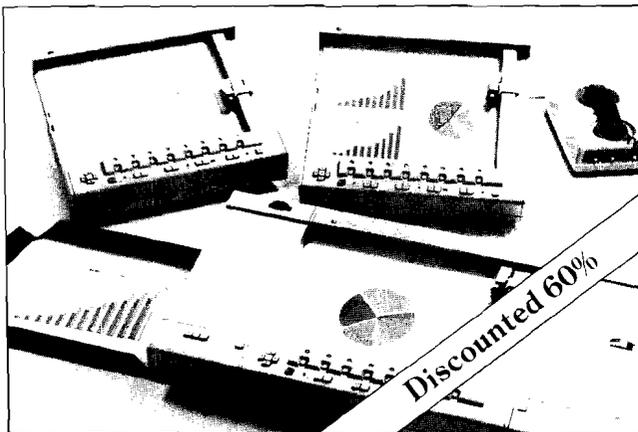
Orders cannot be cancelled and delivery must be taken within 60 days of the order date.

To order C models, you must override HEART*.

ID:	01	
Product Line:	30	
Description:	Graphics Plotter	
Marketing Division:	11	
Supplying Division:	11	
List Price: 7220C	$5,860	$5,800
	(US)	(FBP)
7221C	5,860	5,800
9872C	5,860	5,800
Discount:	60%	
QC:	01,02,03,04	

The T models are still on the Corporate Price List. Order them as usual, but don't forget to enter the 60% discount.

*To override HEART, please follow instructions in the OP Field Documentation.

Changes to the CE Subscription Service for drafting plotters

David Timberlake/SDD

SDD has made the following changes to the CE Subscription Service for the HP 758X series of drafting plotters. P/N 5957-3837 is now the HP 758X family. P/N 5957-3995, which was the HP 7585 subscription service, has been discontinued. All documents previously listed under this number are included in the HP 758X family subscription service, P/N 5957-3837. The following documents are included:

P/N 5957-3837 SDD CE HP 758X Plotter Family Subscription Service

P/N	Print Date	Title
07580-90001	December 1981	HP 7580A service manual
07580-90001	January 1982	Manual update B
07580-90001	March 1983	Manual update C
07580-90001	December 1982	Manual update D
07580-90003	March 1981	HP 7580A reference card
07580-90005	December 1981	Media recommendations for the HP 7580A
07580-90008	August 1981	HP 7580A programming guide
07580-90022	March 1983	HP 7580B service manual
07580-90022	August 1983	Manual update A/B/C
07580-90022	February 1984	Manual update D
07580-90024	March 1983	HP 7580B/7585B interfacing and programming manual
07585-90000	June 1982	HP 7585A service manual
07585-90000	December 1982	Manual update A/B
07585-90002	March 1983	HP 7585B service manual
07585-90002	August 1983	Manual update A/B/C
07586-90000	March 1984	HP 7586B service manual

SDD launches drafting plotter ad campaign

Lee Kufchak/SDD

To generate leads and increase product visibility, SDD has launched a new drafting plotter ad campaign.

Emphasizing ease-of-use, SDD's new HP 758X Drafting Plotter ad is aimed at CAD users in the AEC, mechanical, and electrical marketplace. Look for HP 758X ads appearing in 13 publications over the next few months: *Design News, Computer Aided Engineering, Machine Design, Computer Design, Electronics, Electronic Design, Digital Design, Building Design & Construction, Design Graphics World, Automotive Engineering, Civil Engineering, Computer Graphics World,* and *Systems & Software.*

Hewlett-Packard drafting plotters...
so easy to use,
they almost run themselves

hp HEWLETT
PACKARD

SDD's new drafting plotter ad campaign should provide you with many new leads.

Additional promotion

Postcard decks are another way SDD is promoting drafting plotters. Proven effective, postcard decks produce high quality leads which, like all ad-generated leads, are forwarded to District Managers for distribution to the field.

With our aggressive advertising campaign, SDD expects to provide you with many new customers. As always, SDD is working to give you the graphics edge.

PRINTERS

Prices reduced on HP 2680A, 2685 and options

Rich Suyehira/BOI

The HP 2680A laser printer price has been reduced by 25%, effective May 11, 1984. The US list price is being reduced from $93,150 to $69,950, or a decrease of $23,200. This is only $12,000 more than two HP 2619A, 1000 lpm impact line printers, yet offers significantly more performance and capabilities.

We've been able to make such a significant price reduction due to decreases in manufacturing costs and by eliminating special promotional programs. This price reduction will allow you to close those price-sensitive customers that you've been working on and to go back to those prospects that you've been unable to move forward in the sales cycle.

This 2680A price reduction has been passed through to the HP 2685 print station. The US list price has been reduced from $164,000 to $140,800, for a 14% price reduction.

In addition, new package options have been added to make it easier to sell added features of the laser printer. For the 2680A, these options include Option 500, Forms Design Package, and Option 501, Graphics

Package. The 2685 print station now offers Option 503, Graphics Package. These packages consist of the following:

HP 2680A Option 500
(Forms Design Package, US list $15,250)
Opt. 062	Variable Density Print
Opt. 525	Vacuum Splice Table
36580A	IFS/3000
36581A	IDS/3000
2648A	Graphics Terminal
13232N/M	Cable

HP 2680A Option 501
(Graphics Package, US list $11,750)
Opt. 060	Graphics firmware/Memory Mgmt
Opt. 520	Replaces 256K bytes with 1M-byte memory bd.
36583A	Printer Graphics Support Software

HP 2685 Option 053
(Graphics Package, US list $14,550)
Opt. 060	Graphics firmware/Memory Mgmt.
Opt. 062	Variable Density Print
Opt. 065	Printer Graphics Support Software (36583A)
Opt. 520	Replaces 256K bytes with 1M-byte memory bd.
Opt. 525	Vacuum Splice Table

These new bundled options also offer a 20% discount over the cost of the individual options and products.

The new price and options are on the July 1 price list.

HP 2680A monthly maintenance costs

Rich Suyehira/BOI

A new set of maintenance options have been established for use with VDP (Variable Density Print) on the 2680A laser printer:

K Rotations	Basic Level			HP PM without VDP Installed			HP PM with VDP Installed		
	Opt.	BMMC	SMMC	Opt.	BMMC	SMMC	Opt.	BMMC	SMMC
0 - 125	Base	$460	$ 580	U21	$ 280	$ 350	U31	$ 493	$ 616
125 - 200	U02	310	400	U22	605	760	U32	788	985
200 - 275	U03	610	770	U23	885	1,110	U33	1,084	1,355
275 - 350	U04	900	1,130	U24	1,165	1,455	U34	1,678	2,098

The basic level is always ordered on a maintenance agreement. Options U02, U03, and U04 are added on top of the base if the customer is printing more than 125,000 drum rotations (two 8.5" x 11" pages per drum rotation).

Example: A customer is printing 300,000 pages per month or 150,000 drum rotations. On SMMC, the customer would pay $580 plus $400, Option U02, for a total of $980 per month.

If the customer does not order a U2X or U3X option, the customer changes their own print drum and developer. In this case, the customer must buy their print drums and developer, along with other consumables, through HP's CSO. A tool kit must also be purchased by the customer to assist in performing the above functions.

If the customer wants HP to change the print drum and developer, Option U2X or U3X must be ordered (these options are ordered in addition to the basic level options). Only one of either Option U2X or Option U3X is ordered. The U2X option is ordered if the customer does not have VDP installed. Option U3X is ordered only if VDP is installed in the laser printer.

Example: A customer prints 300,000 pages per month and does not have VDP installed.

Base	$580
U02	400
U22	760
	Total $1,740

If the customer has VDP installed and is printing 300,000 pages per month, Option U32 would replace Option U22.

Base	$580
U02	400
U32	985
	Total $1,965

Included in the cost of the U2X and U3X option is the print drum and developer. When a customer orders one of these options, HP supplies and changes the print drum and developer. Since HP changes the print drum and developer, a customer tool kit need not be purchased. The customer must continue to buy the other consumables through HP's CSO.

Note: Usage levels above 350,000 rotations are expected to be very rare. In those situations, contact your local CE organization.

Networks/Peripherals

Laser Printer Special Interest Group formed

Rich Suyehira/BOI

A Laser SIG has been organized as a subgroup of the HP 3000 IUG. This new organization is an extremely effective method for HP's laser printer customers to share information among themselves. At the IUG meeting in Anaheim, a member agreed to organize a contributed library and another member agreed to publish a newsletter. Your laser printer customers can contact the group's chairman:

> Isaac Blake
> Kaibab Industries
> 4602 East Thomas Road
> Phoenix, AZ 85018
> Phone: 602-840-5555

Anyone interested can join this group, including HP SRs and SEs. The newsletter will keep you abreast of information being exchanged within the group, as well as keep you up-to-date on what your customers are learning from the SIG.

How to find leads for the HP 2685A

Tom Old/BOI

We hear many questions about how to find leads for the HP 2685A. What kind of customer would use the Laser Print Station? I know that I have to call "high" in the organization, but how do I find who the right people are?

We asked Scott Wald how he sells 2685As in the Chicago area (note: last year Scott sold 6 print stations and a total of 15 HP 2680s). Scott gets a great many leads from *The Directory of Top Computer Executives.* This can be ordered from Applied Computer Research, P.O. Box 9280, Phoenix, AZ 85068, phone: 602-995-5929.

Scott said that this report is divided by geographic location, company, the computer system used, the executive in charge and the phone number. How accurate is the data? Scott says about 90 percent — not bad for a first call. Where did Scott find this publication? In a public library. If you can't find it at your library, it can be ordered for $200 a year. This $200 annual fee includes quarterly updates.

Revised firmware and upgrade kit available for the HP 2602A printer

Dennis Hoff/VCD

The HP 2602A performance problems caused by firmware bugs have been corrected.

The new firmware is now available for customers with a 2602A printer with serial prefix numbers below 2419A. This firmware will correct the bugs that have been present in the 2602A. The corrected problems are:

- HP-IB 120/150/125 Bus Timeouts
- HP Word shadow print failure
- Correction of intermittent printing problems of some special characters on the printwheel.
- Sub and superscript over striking problem with WordStar ".

Upgrade kits will be available to customers with the HP-IB timeout problem free of charge. If a customer would simply like to purchase kits for other reasons, they are available from CPC for $75.

The upgrade kits are now available with these kit product numbers:

Serial — 02602-67803
HP-IB — 02602-67804

The new firmware will be installed in all units with a serial prefix of 2419A or greater from the factory. VCD expects that all units shipped after July 2, 1984 will be shipped with the latest version (-05).

In addition to the bug fixes, the new firmware will support the new international HP 150 keyboards and printwheels. These new printwheels are listed in the latest issue of the *Computer Users Catalog* from CSO, P/N 92264A-H (French Canadian, Danish, Norwegian, Swiss, European Spanish, Dutch and Latin Spanish). All wheel part numbers, old and new, that are available for the 2602A printer are listed on the printer data sheet.

The old firmware will not support the new printwheels at all, but if you are not experiencing one of the problems listed, there is no need to upgrade.

WordStar " is a registered trademark of MicroPro International Corporation.

New sheet feeder for the HP 2934A dual-mode printer

Erin Greene/VCD

The HP 29340S Sheet Feeder for the HP 2934A Dual-mode Printer offers both worlds: data processing speed and paper handling with letter-quality printing. In fact, this automatic sheet feeding capability opens the door for sales into the modern day office environment.

The HP 2934A/HP 29340S combination provides an excellent all-around one-printer solution for those who need letter-quality printing as well as data processing speed and multipart forms capability.

Although the demand is there, few dual-mode printers with sheet feeders are available. Now you can offer your customer an exceptional dual-mode printer at a competitive price, and you can beat your competition to the punch with a sheet feeder as well.

When installed on the HP 2934A Printer, the HP 29340S automatically feeds, positions, and ejects single sheets of paper. Printed pages are properly collated from first to last, ready for distribution or mailing.

The sheet feeder's adjustable bin accommodates a variety of US and European paper widths from 7" to 12" (17.8cm to 30.5cm). So, your customers can handle spreadsheets or special memos in addition to standard size sheets. Or they can use the manual paper slot to hand-feed an occasional odd-size or horizontal sheet up to 14" (35.6cm) wide without readjusting the paper bin.

The sheet feeder is a mechanical device that can be installed by the user. It is attached to the printer by means of two safety latches that make it easy to switch between cut-sheet applications and tractor-feed applications. The printer automatically searches for the paper to determine which paper path is being used, which makes the changeovers even more simple.

The HP 29340S operates with WordStar™ on the HP 150. HP Word support is forthcoming.

The HP 29340S Sheet Feeder is now on the corporate price list at a competitive $650 US list price.

WordStar™ is a US registered trademark of MicroPro International Corporation.

Boise Division Specials — under new management

Steve Berube/BOI

Ever miss out on a sales opportunity because the customers wanted their HP 2680s rack-mounted, painted green or something else nonstandard?

Take heart, friends! Boise Division has revived its Specials Engineering group and will try to address these and other specials opportunities relating to Boise products. We will investigate and quote hardware, firmware and software specials.

Contact your usual SMC representative at the Sales Center for details.

HP Word support for new printers

Jay Young/OPD

HP Word already supports a wide range of printers for office use, from the letter quality daisy wheel printers to the high-speed, high-resolution laser printers with full graphics, fonts, forms and logos capabilities.

Because HP Word handles its own spooling, major modifications to the HP Word software are required in order to support new printers.

Networks/Peripherals

HP Word does *not* currently support either the HP 2934A dot-matrix printer, or the HP 2686A laser printer.

The plans for supporting these printers are as follows:

- *HP 2932A/2934A Dot Matrix Printers*

  These printers will be supported in a fix release of HP Word scheduled for last quarter of 1984.

  The 2934A will be supported at all three speeds. It will be supported only as a tractor-fed printer in this release. Graphics will not be supported on this printer.

- *HP 2686A Laser Printer*

  This printer will be supported in an upgrade release of HP Word, scheduled for first quarter of 1985. It will be supported as an attended (slaved or ported), or as an unattended printer in the same way as HP Word currently supports the HP 2687A. Only the 9600 baud RS-232 interface will be supported.

  HP Word and the Interactive Office products offer an ideal office systems solution for the departmental work-group. Support of these two new printers will offer even more flexibility to your customers in choosing their office configurations.

Also in this issue

TERMINALS

Software compatibility on the HP 2392A

Dave Breuer/RTD

The HP 2392A Display Terminal was designed for use with a wide variety of both character and block-mode software applications. In fact, the 2392A is fully VPLUS/3000-compatible and will fit in any VPLUS environment. This level of compatibility allows the 2392A to be the ideal replacement terminal for the HP 2622A, 2382A, and 2621B.

To achieve this high level of compatibility and HP quality, the 2392A has been subjected to the most extensive testing ever performed on an HP terminal product. Internal testing of the 2392A was performed at fifteen HP systems and applications divisions. In addition, external testing was conducted at fourteen major HP customer sites.

The results, especially those from the customer test sites, show that the 2392A will provide compatibility for customers with software applications currently using the 2622A, 2382A, and 2621B terminals. All customers who tested the 2392A were truly impressed, both with its design and functionality.

COMPUTER SUPPLIES

Introducing HP Design Plus system furniture

Jim Kinney/CSO

The first in a series of custom designed furniture is now available from CSO. Designed by HP, this new line of furniture offers a striking blend of strength and clean design. Each piece is built to blend in color and style with our current and future computer products. In addition, this well-built furniture also offers custom features such as cantilevered top design for more leg room and a convenient cable management system.

Quality construction — Sculptured aluminum feet and top supports, steel side panels and a durable laminated pearl gray top are a few of the features that make Design Plus tables an excellent, lasting value.

Easy assembly — Design Plus system tables are shipped in "knocked down" form. No special tools are required to put them together — the component parts snap together by hand. The Design Plus system support stand and mobile minirack come pre-assembled.

Here's a brief description of the Design Plus system furniture:

P/N	Description	Price (US list)
92211R	Mobile minirack system cabinet	$550
92214A	29.5" Transport terminal table	390
92214B	44.3" Mobile system table	440
92214C	59" System table	495
92214J	90-degree corner turn	175
92214P	Universal support stand	275

These are the first of the new HP Design Plus system furniture products. More will be introduced in the near future.

An important point to remember is that CSO pays the freight to your customer's site. Many furniture vendors do not provide this service.

Phone ordering for your customer is easy. See CSO fast phones in the next column.

For more details on this new furniture and our standard furniture, see the Summer 1984 *Computer Users Catalog*, P/N 5953-2450(D).
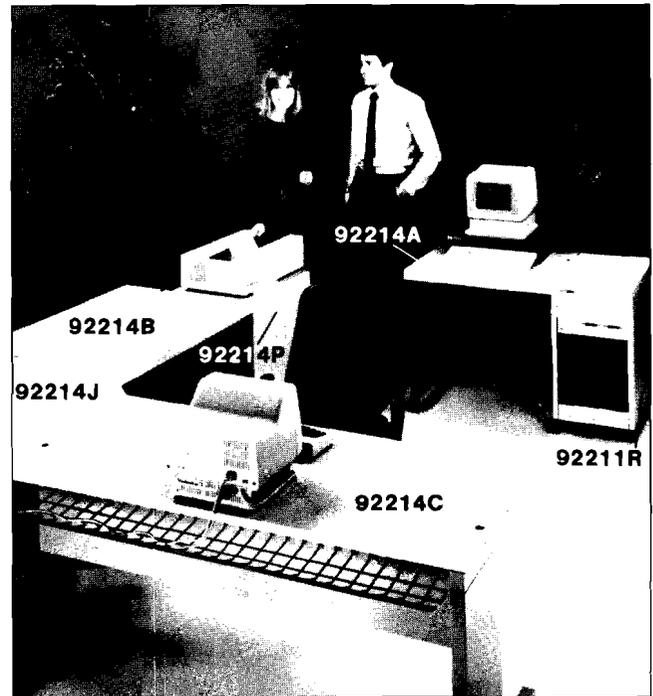

CSO DIRECT ORDER

CSO Fast Phones — the easy, direct way for customers to order supplies, accessories, media, furniture and software.

Location	Telephone Number
United States	800-538-8787
California	408-738-4133
United Kingdom	0734-792868
	0734-792959
France	(6) 928 32 64
Belgium/Luxembourg	(02) 762 32 00
Switzerland	(057) 31 22 54
	or 31 22 59
West Germany	07031-142829
	07031-223133
The Netherlands	020-470639
South Africa	802-5111
	53-7954
	28-4178
Canada	
Toronto Local	416-671-8383
Ontario	1-800-268-6982
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Sweden	08-7502027
	08-7502028

Announcing two new interface cards for the HP Series 200 line

HEWLETT PACKARD