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COMPUTER SYSTEMS NEWSLETTER

For HP Field Sales Personnel

HEWLETT hp PACKARD

Vol. 2, No. 11
Apr. 15, 1977

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21. APR. 1977

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HP Computer Museum
www.hpmuseum.net

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AMD DIVISION NEWS

Division News

9600 Point-of-Contact

By: Tom Freed/AMD &
Joe Schoendorf/DSD

The recent transfer of the 9600 measurement components from DSD to AMD is now completed. Effective immediately, AMD is your point of contact for sales and service support of the existing 96XX product line.

AMD is actively supporting the 9603R and 9611R measurement and control systems and all instrumentation described in the technical data book HP 5952-8506, dated 9/76.

Your contacts at AMD are:

Dick Crepeau, X2427: ESR, SSR
Harry Haayer, X2433: Neely
Larry Sanford, X2425: MSR, CSR, International
Dick Jablecki, X2660: Product Support Engineer
Diane Morales, X2420: Order Processing

Answers to Your Questions

By: Paul Accampo/AMD

Question:
What is the state of our demo capability worldwide? Who has adapters, test boards, the right software, etc? And who does not? What has been done about the do-nots?

Answer:
Jim Severs (AMD) has sent a twx asking who still needs adapters and accessories. With recent deliveries to Orsay and Orlando, all demo sites should have at least one board to demo, and all should have software released in November. By April 15, *Jim* will furnish promotion kits and software for running an HP 1000 system.

****

Question:
What happened to our TESTAID Users' Group? Is there to be one in Europe?

Answer:
Our TESTAID Users' Group is forming and will hold its first meeting on May 4 & 5. *Theo Papatheodorou* (BBN) is the organizer of the European branch; however, its first meeting will be later this year when there are more users.

****

Question:
Where is the device library update for TESTAID II customers? How did we get committed to supply updates in the first place?

Answer:
Through an omission on our part, the new device library was prepared, but never shipped to the TESTAID II customers. We are in the process of officially updating all customers. The device library originally supplied for TESTAID II had a number of problems. Since we reworked all models for TESTAID III, it is easier to update everyone and support a single library. The library documentation is now common to both TESTAID II and III.

****

Question:
What mechanics exist for updating the field on the installed base of the DTS-70? How long do we need to do it (if it all)? How do we determine which are useful reference sites, and which are not?

Answer:
The following is a list of installed DTS-70's. Most are not useful references yet, because they have not had sufficient time to get into production. *Call the Field Engineer before using any references.*

Account	*FE*
Abbot Labs, Inc.	Roger Jones/Richardson
Actron Industries	Bruce Snyder/No. Hollywood
Daconics Inc.	Bob Payne/Santa Clara
EMD	Claude Rocourt/Orsay
FORSCHUNGSGESELLSCHAFT FUER	Karl Ryngebrant/Stockholm
General Dynamics-Pomona Division	Greg Michels/Fullerton
General Electric Co.	Jack Ferguson/Syracuse
GNT Automatic A/S	Gerd Troglauer/Copenhagen
Hendrix Corporation	John Lands/Lexington
Hughes Aircraft Co., Tucson	George Bowden/Phoenix

Hughes Aircraft Co., Culver City	Bruce Snyder/No. Hollywood
Israel, Ministry of Defense	Avi Ashat/Tel-Aviv
Rockwell International	Gary Lee/L.A. Airport
Vadic Corporation	Bob Payne/Santa Clara

****

Question:
How will AMD monitor the success of the AMD Field Sales Force in leading the team selling concept in order to give appropriate individual recognition and visibility at higher management levels?

Answer:
The AMD field sales engineer should document the situation in writing and send it to AMD (copy anybody desired at local level). AMD will insure that *Paul Ely, Doug Chance,* the appropriate CSG National Sales Manager and the appropriate IPG managers are made aware of the team selling effort. . . . .(*Tom Freed*/AMD)

****

Question:
What, if anything, can be done to allow the AMD FE to quote ROM prices on our "standard specials"?

Answer:
Your office manager will be receiving a packet of "Internal AMD Price Lists." These lists will cover 9500, 9580, and 85XX standard specials. A cover letter will be attached giving blanket approval of the prices to be used for "BUDGETARY PRICING ONLY", which must be stated on the quote. The price lists will have a validation period, probably a quarterly basis, at which time AMD will update the list content and/or prices. . . . .(*Tom Freed*/AMD)

Sales Aids

Sales Aid

By: Tom Freed/AMD

Hopefully the following new sales can help you penetrate accounts in your area. Prior lists have been given in Vol. 1, No. 9, October 15, 1976 and Vol. 2, No. 7, February 15, 1977. Just contact your AMD RSE for further details.

9571

GNT Automatic
Hughes (2)
EMD (2)
Abbott Labs

9580

Sperry Univac
CII-Honeywell

8542

Ford Aerospace
Fugitsu

9500

Grumman

Product News

To All CSG Salespersons: HP 9580 with the HP 1000

By: Dawson Mabey/AMD

If you didn't make it to AMD's seminar in January, you may not realize that the *new* HP 9580 Automatic Test System is now available for sale! Based on the HP 1000, using RTE III, the 9580 can provide your customer with new microprocessor-based switching and complete analog and digital capabilities. A number of orders have been received, and the first system shipped in December.

Contact the AMD salesperson in your office for details, and remember . . . . . every 9580 sales includes an HP 1000 order!

You Need a PROM Kit for TESTAID III

By: Eric Isacson/AMD

When you sell TESTAID III on the HP 1000 system, you must order the AMD PROM kit containing microcode. The product no. is 91073A, and the price is $1000.

TESTAID II FASTRACE II Obsolescence

By: Eric Isacson/AMD

Due to the availability of TESTAID III and FASTRACE III in DTS-70 and 9580 systems, TESTAID II and FASTRACE II are being obsoleted. Effective immediately AMD cannot accept new orders for TESTAID II or FASTRACE II. This includes HP 91075A and all its options and HP 9510D option 070 thru 074, inclusive.

TESTAID II and FASTRACE II will continue to be available as specials but only to duplicated, previously delivered capabilities. Contact your RSE for quotations.

HP 1000 Tests 40% Faster than 9640A for Remote Analog Measurement

By: Peter Palm/AMD

New tests conducted at AMD recently have shown the increased speed of the 21XE Computer in handling remote analog measurements. The following table shows the analog throughput rates for the 2100A/S, 21MX-M and 21MX-E using RTE-II. RTE-III should be similar since the drivers are the same and tests were run with no other RTE activity.

Cable Length		Maximum Analog Input Throughput Rate (points/sec) Via			Computer Mainframe
Meters	Feet	High-Level Multiplexer	Low-Level Multiplexer Solid-State	Relay	
LOCAL*					
3.66	12	45,000-2100	8000-2100	125-2100	Same for 21MX, 21XE & 2100A Computers
REMOTE					
		2000	1600	125	21MX
		2500	2000	125	2100A/S
		2950	2360	125	21MX-E
180	600				
		1800	1440	100	21MX
		2250	1750	100	2100A/S
		2600	2080	100	21MX-E
360	1200				
		1600	1280	100	21MX
		2000	1500	100	2100A/S
		2200	1760	100	21MX/E
1200	4000				
		1100	880	100	21MX
		1500	1000	100	2100A/S
		1600	1280	100	21MX-E
1600	5400				
		770	620	100	21MX
		1000	750	100	2100A/S
		1100	880	100	21MX-E
2200	7300				
		460	370	100	21MX
		600	500	100	2100A/S
		660	530	100	21MX-E
3000	10,000				

*9603R-200, 9611R-200 or 2313B Subsystem

BOISE DIVISION NEWS

Product News

Can I Get a Special Option with the 7260A?

By: Alic Rakhmanoff/BOISE

Many times we have had customers who have connected the 7260A to non HP-computers such as IBM, Univac, Burroughs, DEC. . . and they required special characters either for 7260A commands or for transmitting data or status. This can easily be done by changing the standard characters used with the 7260A. For example, instead of using Control- Y character to have a single pick command, you can have Control-W if it is what your customer needs.

This type of special option can be offered to your customer for around $150 for the first 7260A unit and around $60 for the following similar units.

Each special needing a particular ROM may result in a different price, which will be confirmed after we have received your customer's requirements.

Sales Aids

Multiple Printer Sales Discounts on HP 3000

By: John Freeman/BOISE

Effective March 15th, all HP printers are discountable when more than one printer is sold on an HP 3000. Any unshipped orders 5 days prior to March 15th and in-house orders after March 15th will be eligible. The discount schedule also applies to add-on printers to existing HP 3000's, as explained below:

Multiple Printer Discounts on New HP 3000 Orders:

1. If only one printer is sold with an HP 3000, NO discount applies.
2. If more than one printer is sold on an HP 3000, all printers are subject to the following discount:
   a. All drum printers (2613A 300 lpm, 2617A 600 lpm, 2618A 1250 lpm) receive a 5% discount.
   b. All dot matrix printers (2607 200 lpm) receive a 6.5% discount.

NOTE: This discount applies only to the option 300 orders sent to Boise and does not include the GSD-supplied interface for the printers.

Discounts on multiple printers on new systems will be good until October 1, 1977.

Add-On Printers to Existing HP 3000's:

1. The purpose of the discount is to supply the customer with multiple printer output that will enhance the efficiency of the data center either by second printer backup when one unit is under repair or faster turn around for short output jobs while one printer is tied up by long production jobs.
2. A direct mail campaign will take place, so that before April 1st, all existing HP 3000 users will receive a "Multiple Printer on HP 3000" flyer with a letter explaining the discounts available. The add-on campaign will only last until July 1, 1977. So be sure to contact your existing HP 3000 customer base to explain these opportunities.
3. All drum printers sold as add-ons receive the 5% discount. All dot matrix 2607A printers sold as add-ons receive the 6.5% discount.
4. Any add-on orders must include the HP 3000 serial number and the existing printer model and serial numbers in the Special Instructions Section of the order to qualify for the discount.

NOTE: Add-on cut-off date is July 1, 1977; cut-off for multiple printers on new systems is October 1, 1977.

COMPUTER SERVICE NEWS

Product News

Communicator Update

By: Bernice Alexander/CSD

As promised in the February 15th issue of the *Newsletter* here is the new set of policies and procedures for the COMMUNICATOR.

The following letter and new order form were included with the mailing of Issue 12 of the COMMUNICATOR. They should be self-explanatory.

HP employees should use the same order form supplied in the COMMUNICATOR. Employee price is list less 40% starting with a quantity of one.

Please note that a separate order form for Software Subscription customers is not necessary unless additional copies are requested. In that case, an HP approval section is required and billing will occur to the customer's contract.

HEWLETT hp PACKARD

COMPUTER SERVICE DIVISION · 974 East Arques Avenue, Sunnyvale, California 94086 · Telephone 408 735 1550

Dear COMMUNICATOR Subscriber:

During the last year the average number of pages in the COMMUNICATOR has increased substantially. Because of inflation, normal costs associated with production, printing, and distribution have also increased. These two factors combined force Hewlett-Packard to make a decision between significantly increasing subscription prices or reducing costs without eliminating meaningful content. We think we have accomplished the latter.

With the next issue, the COMMUNICATOR will become *three* separate publications, each with its own subscription price. These are:

Part Number	Description	Base Subscription Price
5951-6111	COMMUNICATOR 1000	$48.00
5951-6112	COMMUNICATOR 2000	25.00
5951-6113	COMMUNICATOR 3000	48.00

Each of these three publications cover software status information, software updates, tips, new documentation, etc., exclusively for HP 1000, HP 2000, or HP 3000 Systems.

Here is how the change will work:

1. Software Service Contract subscribers will receive only the publication(s) covering the system(s) under contract.
2. For direct subscribers we do not have sufficient information to assign a system preference. We will therefore send you all three documents until your subscription expires. Renewal will be under the new terms. If you do not need all three documents you can help us reduce costs by returning the attached preference notice.

At the same time, with the next issue you should see other changes such as:

- √ an address correction card
- √ an easier to use and understand order form
- √ the ability to order back issues, subject to availability

We sincerely hope that the COMMUNICATOR has been and will continue to be a valuable tool for you. We welcome your suggestions and will try to answer any questions you may have on how to improve content and delivery.

Sincerely,

Bernice Alexander

Bernice Alexander
COMMUNICATOR Subscription Supervisor

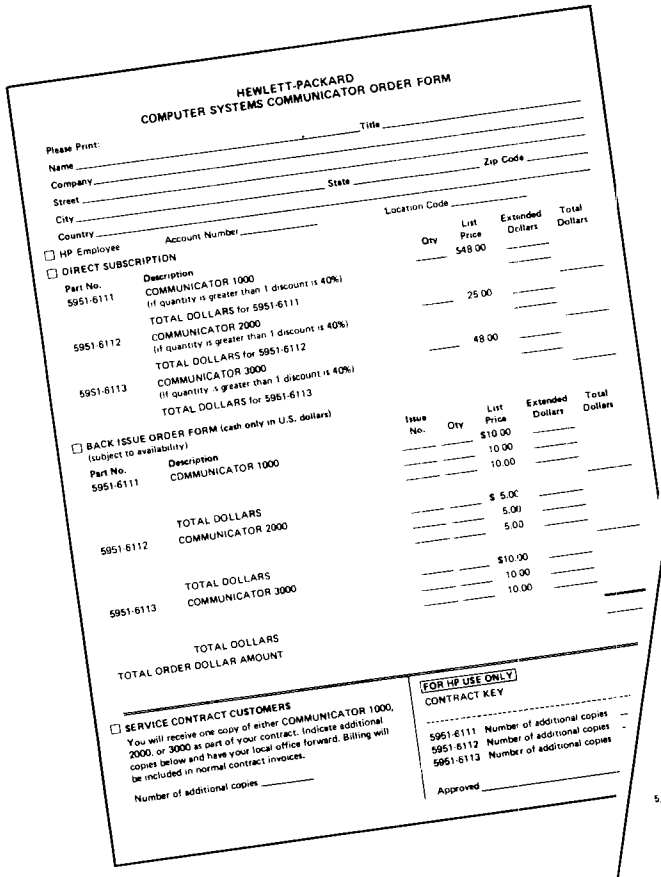
FOR DIRECT COMMUNICATOR SUBSCRIBERS ONLY

I do not need all three COMMUNICATORS, please send me the publication I have indicated below.

Part No.	Description
5951-6111	COMMUNICATOR 1000
5951-6112	COMMUNICATOR 2000
5951-6113	COMMUNICATOR 2000

Attach a copy of your
COMMUNICATOR mailing label.

RETURN TO: Hewlett-Packard Company
Computer Systems COMMUNICATOR
P.O. Box 61809
Sunnyvale, CA 94088
U.S.A.



HEWLETT-PACKARD
COMPUTER SYSTEMS COMMUNICATOR ORDER FORM

Please Print:
Name _____ Title _____
Company _____
Street _____
City _____ State _____ Zip Code _____
Country _____ Location Code _____
☐ HP Employee Account Number _____

☐ DIRECT SUBSCRIPTION

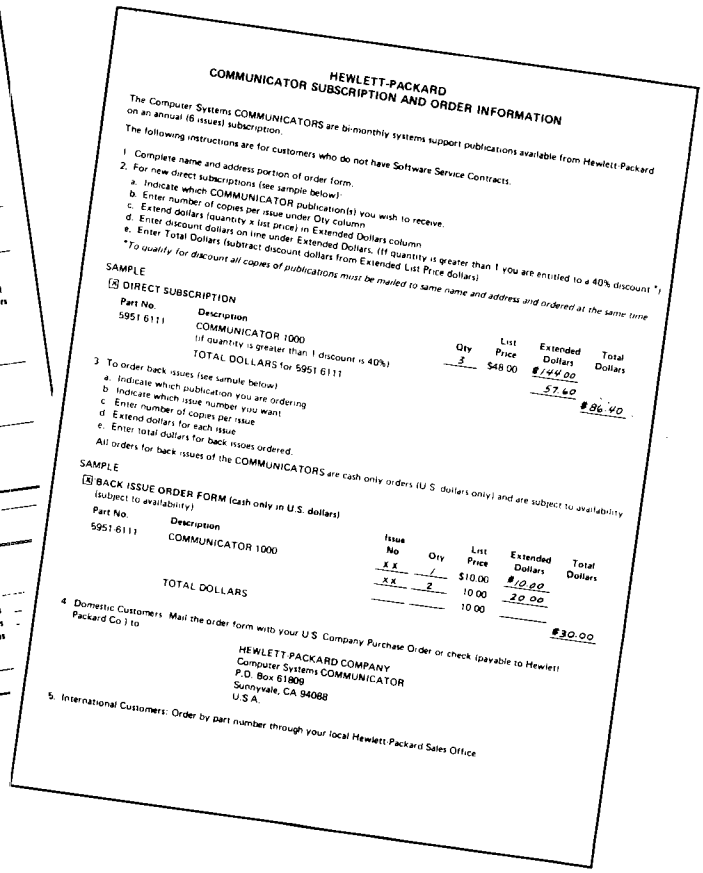
Part No.	Description	Qty	List Price	Extended Dollars	Total Dollars
5951-6111	COMMUNICATOR 1000 (If quantity is greater than 1 discount is 40%)	____	548 00	_____	
	TOTAL DOLLARS for 5951-6111				_____
5951-6112	COMMUNICATOR 2000 (If quantity is greater than 1 discount is 40%)	____	25 00	_____	
	TOTAL DOLLARS for 5951-6112				_____
5951-6113	COMMUNICATOR 3000 (If quantity is greater than 1 discount is 40%)	____	48 00	_____	
	TOTAL DOLLARS for 5951-6113				_____

☐ BACK ISSUE ORDER FORM (cash only in U.S. dollars) (subject to availability)

Part No.	Description	Issue No.	Qty	List Price	Extended Dollars	Total Dollars
5951-6111	COMMUNICATOR 1000	____	____	$10 00	_____	
		____	____	10 00	_____	
		____	____	10.00	_____	
	TOTAL DOLLARS					_____
5951-6112	COMMUNICATOR 2000	____	____	$ 5.0(	_____	
		____	____	5.00	_____	
		____	____	5.00	_____	
	TOTAL DOLLARS					_____
5951-6113	COMMUNICATOR 3000	____	____	$10.00	_____	
		____	____	10.00	_____	
		____	____	10.00	_____	
	TOTAL DOLLARS					_____
	TOTAL ORDER DOLLAR AMOUNT					_____

☐ SERVICE CONTRACT CUSTOMERS
You will receive one copy of either COMMUNICATOR 1000, 2000, or 3000 as part of your contract. Indicate additional copies below and have your local office forward. Billing will be included in normal contract invoices.
Number of additional copies _____

FOR HP USE ONLY
CONTRACT KEY
5951-6111 Number of additional copies _____
5951-6112 Number of additional copies _____
5951-6113 Number of additional copies _____
Approved _____



HEWLETT-PACKARD
COMMUNICATOR SUBSCRIPTION AND ORDER INFORMATION

The Computer Systems COMMUNICATORS are bi-monthly systems support publications available from Hewlett-Packard on an annual (6 issues) subscription.

The following instructions are for customers who do not have Software Service Contracts.

1. Complete name and address portion of order form.
2. For new direct subscriptions (see sample below):
   a. Indicate which COMMUNICATOR publication(s) you wish to receive.
   b. Enter number of copies per issue under Qty column.
   c. Extend dollars (quantity x list price) in Extended Dollars column.
   d. Enter discount dollars on line under Extended Dollars column.
   e. Enter Total Dollars (subtract discount dollars from Extended List Price dollars).
   To qualify for discount all copies of publications must be mailed to same name and address and ordered at the same time.

SAMPLE

☒ DIRECT SUBSCRIPTION

Part No.	Description	Qty	List Price	Extended Dollars	Total Dollars
5951-6111	COMMUNICATOR 1000 (If quantity is greater than 1 discount is 40%)	3	$48.00	$144.00	
				57.60	
	TOTAL DOLLARS for 5951-6111				$86.40

3. To order back issues (see sample below):
   a. Indicate which publication you are ordering.
   b. Indicate which issue number you want.
   c. Enter number of copies per issue.
   d. Extend dollars for each issue.
   e. Enter total dollars for back issues ordered.

All orders for back issues of the COMMUNICATORS are cash only orders (U.S. dollars only) and are subject to availability.

SAMPLE

☒ BACK ISSUE ORDER FORM (cash only in U.S. dollars) (subject to availability)

Part No.	Description	Issue No	Qty	List Price	Extended Dollars	Total Dollars
5951-6111	COMMUNICATOR 1000	X X	1	$10.00	$10.00	
		X X	2	10.00	20.00	
	TOTAL DOLLARS			10.00		$30.00

4. Domestic Customers: Mail the order form with your U.S. Company Purchase Order or check (payable to Hewlett-Packard Co.) to:

HEWLETT-PACKARD COMPANY
Computer Systems COMMUNICATOR
P.O. Box 61809
Sunnyvale, CA 94088
U.S.A.

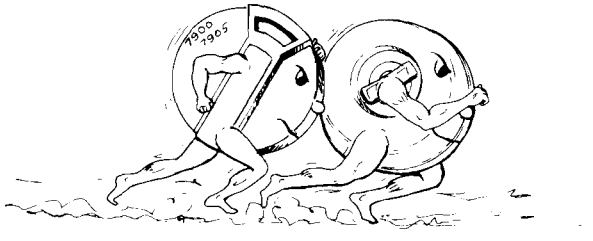
5. International Customers: Order by part number through your local Hewlett-Packard Sales Office.

DISC MEMORY NEWS

Sales Aids

Cartridges vs. Packs

By: Dick Byhre/DMD

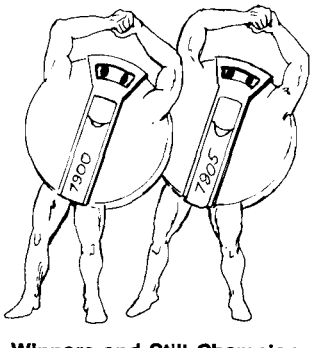


Here are four good reasons why Cartridge media are more popular than Pack media:

1. Entry level cost of Cartridge drives are lower than Pack drives.
2. Pack media are 3 to 10 times more expensive than Cartridges.
3. Cartridges are easier to store and handle than Packs.
4. On 7905 type drives, you don't have to keep a copy of the operating system on each Cartridge as you do with Packs.

7900 & 7905 Competitive Summary

By: Dick Byhre/DMD



Winners and Still Champions

Since their introduction, the 7900 and 7905 have been the price/performance leaders over similar discs offered by DEC and DG. For the small to medium size computer system, you can't buy a better disc in the 5 to 30 megabyte range.

F Is for Fixed

DEC recently introduced a double capacity version of their RK05 which brought it up to 5 megabytes, but added the stipulation that you can't remove the cartridge. To denote this, DEC added an F on the title which now reads RK05F.

Later This Year

DEC has announced a new cartridge disc, the RK06, to arrive some time in the third quarter this year. DEC will be manufacturing the cartridge which includes two platters and hub to be top loaded in the new drive. This is not the famous Winchester technology which includes the heads and spindle. Note the media prices in the following table.

Hanging in There

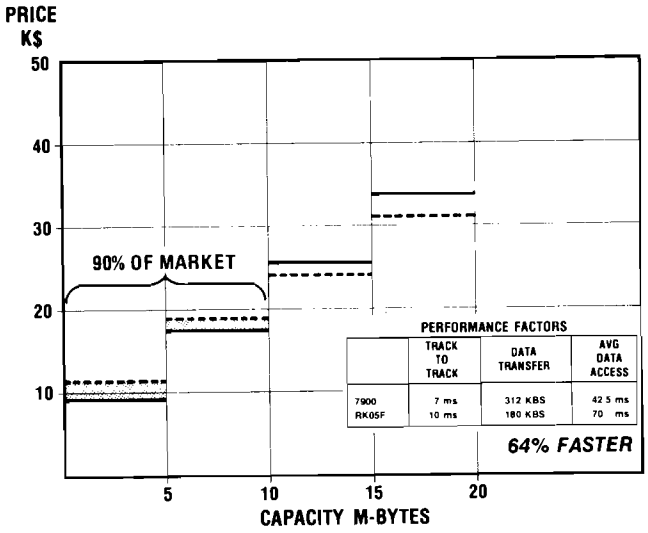
DG is still using two well-proven DIABLO Disks with their systems. Note their performance compared to the 7900 series. We run circles around them.

How They Stack Up

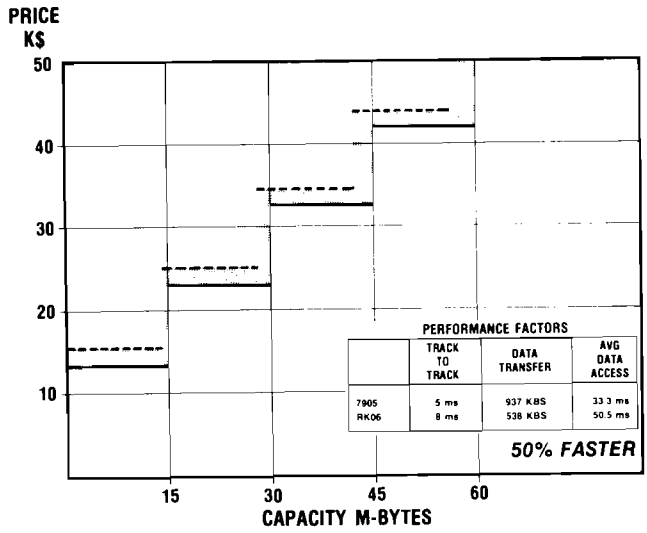
SPEC	7900	7905	DEC RK06	RK05F	RK05	DG (DIABLO) 4234,5,6	DG (DIABLO) 4237
CAPACITY	5 MB	15 MB	14 MB	5 MB	2.5 MB	10 MB	2.5 MB
T to T	7 ms	5 ms	8 ms	10 ms	10 ms	8 ms	15 ms
DATA XFER	312K	937K	538K	180K	180K	312K	195K
AVG DATA ACCESS	42.5 ms	33.3 ms	50.5 ms	70 ms	70 ms	50.5 ms	90 ms
DRIVES PER CONTROLLER	4	8	8	8	8	4	4
MASTER	9K	13.5	15.5 / 108	11.3 / 81	9.9 / 81	12.5 / 168	10.9 / 96
SLAVE	8.3K	9.5	9.5 / 78	6.5 / 54	5.1 / 39	9.5 / 116	6 / 50
MEDIA COST	125	180	249	X	99	200	200
FIRST SHIP	10/72	75	9/77	3/72	1/77	73	73

Bananas for Bananas

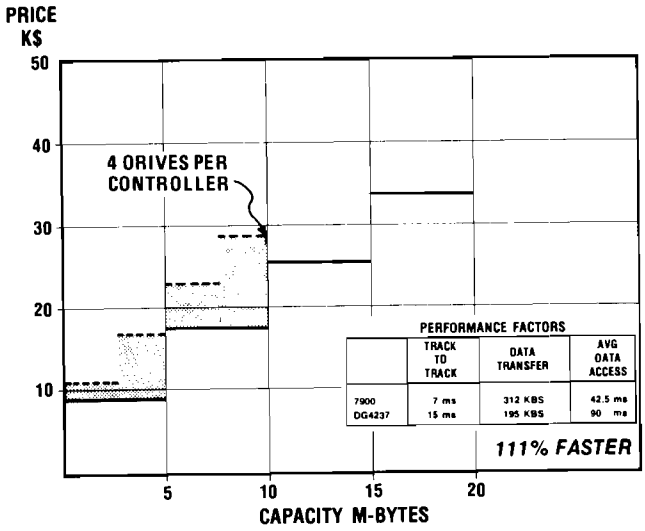
7900 vs. RK05F



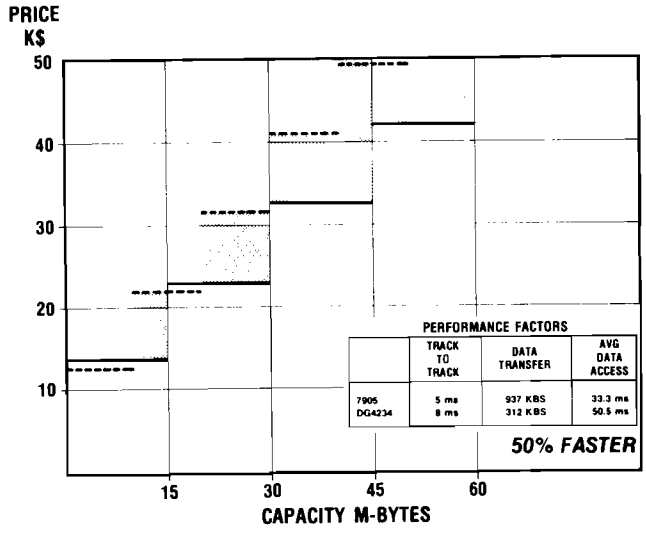
7905 vs. RK06



7900 vs. DG4237



7905 vs. DG4234,5,6



Service Costs Compared

Drive	BMMC Master	BMMC Slave
7900	103	—
7905	95	62
RK06	108	78
RK05F	81	54
RK05	81	39
DG4234	168	116
DG4237	96	50

DATA SYSTEMS NEWS

Division News

9600 Point-of-Contact

By: Tom Freed/AMD &
Joe Schoendorf/DSD

The recent transfer of the 9600 measurement components from DSD to AMD is now completed. Effective immediately, AMD is your point of contact for sales and service support of the existing 96XX product line.

AMD is actively supporting the 9603R and 9611R measurement and control systems and all instrumentation described in the technical data book HP 5952-8506, dated 9/76.

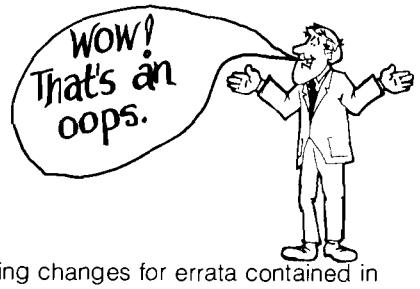
Your contacts at AMD are:

Dick Crepeau, X2427: ESR, SSR
Harry Haayer, X2433: Neely
Larry Sanford, X2425: MSR, CSR, International
Dick Jablecki, X2660: Product Support Engineer
Diane Morales, X2420: Order Processing

Product News

HP 1000 Sales Training Manual — Volume II

By: Bill Stevens
and Van Diehl/DSD



Please make the following changes for errata contained in your HP 1000 Sales Training Manual—Vol. II. The WOW! man is not a perfect proof reader.

Page 4 Model 31 prices. Should read "31,500 or 36,500, 61,700 and 62,700".

Page 7 Bottom of page. Should read "12741A High Performance Memory 32K byte".

Page 7 Additional memory. Should read "... 64K, 128K or 192K bytes of additional memory" instead of "... 32K, 64K or 96K bytes..."

Page 11 First line. Should read "consisting of 128K bytes of Memory".

Page 18 The chart should be as below:

	# OF DIFFERENT DATA BASES OPEN ON THE WHOLE SYSTEM	# OF SIMULTANEOUS USERS PER DATA BASE
MODE 1 (inquire only)	No Limit	7
MODE 2 (non-exclusive addition and deletion of records)	4	7
MODE 3 (exclusive addition and deletion of records)	No Limit	1

Page 23 Model 80/81 system price should read "61,700/62,700".

Page 36 For computation applications paragraph. Should read "(... 52K bytes ...)".

Loader ROM New Part of Flexible Disc Subsystem

By: Van Diehl/DSD

In response to requests from field sales personnel, the Flexible Disc Loader ROM (HP 12992E) is now included in the 12732A Flexible Disc Subsystem. Please update your HP 1000 configuring guide to reflect this change.

Since we don't expect any customers will want the loader ROM without also wanting the subsystem, the 12992E ROM will *not* be orderable as a separate line item.

Sales Aids

Systems Are Cheaper

By: Frank Jackson/DSD

In the last issue we compared disc-based HP 1000 System purchases versus the same configurations as Component buys. The following Model 20 and 21 (RTE-M) analysis completes the HP 1000 line comparisons. Provided the customer is buying a standard HP 1000 configuration it is to his advantage to order a completely checked-out and fully integrated system.

Systems sales spell satisfaction!

2173A HP 1000 Model 20
vs.
Component Buy

2645A	Terminal	$ 3500
-007	Adds Minicartridge	1600
-030	Deletes Standard I/F	-160
-001	128 Char Set	100
-013	5 Blank Cartridges	90
13260B	Adds Asynch Card to Terminal	325
2113A	Computer	6850
2102B	Memory Control	600
13187A	16K Memory Module (2)	3200
12892B	Memory Protect	500
12991A	Power Fail Recovery	600
12992C	Terminal Loader	100
12539C	Time Base Generator	350
29421A	Desk Cabinet	1600
12966A	Terminal I/F	750
24396F	Diagnostics on Minicartridge	450
93723A	Racking Service	500
13304A	Firmware Accessory Board	300
	Installation (average price)	210
	Sum of Components	$21,465
	System 2173A	$21,000

Unbundling Analysis

		QTY→	LIST	1	5	15	50
a.	OEM BUYER	COMPONENTS	$21465	$18245	$17377	$16459	$15071
		SYSTEMS (2172A)	21000	18480	17220	15330	14700
		Δ =	485	(235)	157	1129	371
b.	VEU	COMPONENTS	21465	21465	21465	19335	18035
		SYSTEM (2172A)	21000	21000	21000	18060	17640
		Δ =	465	465	465	1275	395

NOTES: 1) A Δ which is (Δ) indicates that components are less expersive than Sys.
2) Component buyers do not get a configured system. If a configuration is required it will add an average of $300 to installation cost.
3) O.E.M. comparison without installation except quantity 1.
4) Operating system software price not included in component price.

FOR COMPARISON PURPOSES ONLY — DO *NOT* USE FOR QUOTING.

2174A HP 1000 Model 21
vs.
Component Buy

2645A	Terminal	$ 3500
-007	Adds minicartridge	1600
-030	Deletes Standard I/F	-160
-001	128 Char Set	100
-013	5 Blank cartridges	90
13260B	Adds Asynch card to terminal	325
2113A	Computer	6850
2102B	Memory Control	600
13187A	16K Memory module (2)	3200
12892B	Mem Protect	500
12991A	Power Fail Recovery	600
12992C	Terminal Loader	100
12539C	Time Base Generator	350
29402B	Cabinet	1150
-120	Power Control module	550
12966A	Terminal	750
24396F	Diagnostics on minicartridge	450
92723A	Racking Service	500
13304A	Firmware Accessory Board	300
12903C	Rack slides for CPU	150
	Installation (average price)	220
	Sum of Boxes	$21,725
	2174A System	$22,000

Unbundling Analysis

		QTY→	LIST	1	5	15	50
a.	OEM BUYER	COMPONENTS	$21725	$18574	$17577	$16644	$15236
		SYSTEM (2174A)	22000	19360	18040	16069	15400
		Δ =	(275)	(786)	(463)	575	(164)
b.	VEU	COMPONENTS	21752	21752	21752	19575	18255
		SYSTEM (2174A)	22000	22000	22000	18920	18480
		Δ =	(245)	(248)	(248)	655	(255)

NOTES: 1) A Δ which is (Δ) indicates that components are less expensive than Sys.
2) Component buyers do not get a configured system. If a configuration is required it will add an average of $300 to installation cost.
3) O.E.M. comparison without installation except quantity 1.
4) Operating system software price not included in component price.

FOR COMPARISON PURPOSES ONLY — DO *NOT* USE FOR QUOTING.

HP-IB Seminars Scheduled for Southern Region

By: Neal Kuhn/DSD

George Stanley, the Instrument Group's active talker, will present several HP-IB seminars in the Southern region during May. The all-day seminar is a comprehensive overview of HP-IB and includes actual case histories with cost and payback information, a live demonstration showing how to configure an HP-IB system, and a thorough discussion of system controllers.

The seminar schedule is as follows:

May 16 & 17—Huntsville, Alabama
May 18 —Atlanta, Georgia
May 19 —Oak Ridge, Tennessee
May 20 —Greensboro, North Carolina

In most instances, the local instrument field engineer is handling the seminar arrangements, but the sessions are open to calculator and computer customers as well.

George has presented the HP-IB seminar to more than 1200 customers in the other regions, and it has proven to be a popular success. . .generating lots of follow-on business. Over 20% of the attendees have asked to be contacted by an HP field engineer, and over 30% referred HP to other people in their organization.

So, take advantage of this opportunity to educate your customers. . .and invite them to learn more about the benefits of HP-IB.

Training News

HP-IB Training Course Revised

By: Tom Hall/DSD

Because 95% of the people attending the HP-IB Seminars stay for both modules, we have decided to restructure the course. The new course will be a *four* day module covering both HP-IB basic concepts and programming under RTE, and is called "HP-IB In A Computer Environment". The course number is 22980**B** and the tuition is $400.00. It will replace the 22980A and 22981A modules on the recently published Computer Systems Group Training Schedule which covers through August.

I would like to stress that the new course contains the same amount of material as the previous two courses plus additional lab exercises. The new course material including data sheets, student workbook, slides and instructor guides, will be available by April 25th. All previous part numbers are being obsoleted.

HP 1000 Model 20

Datapro Report on IMAGE

By: Van Diehl/DSD

Printed below is a comparison of IMAGE with IDMS and TOTAL. Note that IMAGE is the only minicomputer software package to receive the software *"Honor Roll"* from Datapro. And, none of the other packages support QUERY. . . .HP 1000 strikes again!!

Minicomputer Data Base Management Systems

COMPARING THE LEADING MINICOMPUTER DATA BASE MANAGEMENT SYSTEMS

System	IDMS	IMAGE	TOTAL
Report number	M12-272-101	M12-472-101	M12-132-101
Vendor	Cullinane Corporation	Hewlett Packard Co	Cincom Systems, Inc
Current number of users	175 worldwide	Over 300	Over 1000
CONFIGURATION Minicomputers supported	DEC PDP-11/45, -11/70, Univac 90/30	HP 3000 Series II, HP 1000 and 2000 Series	DEC PDP-11, Harris Series 100 and 200, IBM System/3, NCR Century Series, Varian V70 Series
Operating systems	IAS (DEC), OS/3 (Univac)	MPE II or C (HP 3000), RTE II or III (HP 1000 and 2000)	All associated operating systems
Minimum memory requirements	128K bytes (Univac), 256K bytes (DEC)	48K words (HP 3000), 32K words (HP 1000), 32K words (HP 2000)	6-10K bytes
DATA BASE FEATURES Data base organization	Hierarchical, network	Network	Network
Conformance with CODASYL Committee specifications	Yes, including 1973 Data Definition Language and 1975 Data Manipulation reports	CODASYL-type DBMS in function but not in syntax	Partially, includes some of data manipulation spec's. in 1975 CODASYL COBOL Journal of Development
Application languages	COBOL, Assembler, FORTRAN, RPG II	COBOL, SPL, FORTRAN, BASIC, RPG II	COBOL, FORTRAN, Assembler, RPG II
Data base languages	DDL, DNL	Schema, Query	DBDL, DML
Access methods supported	BDAM	Serial, DAM, chained, calculated	BDAM, DAM
Data base security	Password protection and subschema	Data base, data set, data item; user classes and password	None
System accounting facilities	Automatic logging of system statistics	MPE II has an accounting facility	None
RECOVERY FEATURES Checkpoint/restart	Utilities supplied	Utilities supplied	Utilities supplied
Data base integrity	Via prohibitive access	*Logging, dump, and restore*	*Logging, dump, and restore*
OTHER SYSTEM FEATURES Concurrent batch/on-line	Yes	Yes	Yes
Concurrent application program access	Yes	Yes	Yes
Inquiry/retrieval facility	No	Yes, QUERY	No
Report generator	RPG II (Univac)	RPG II	RPG II
Data dictionary support	User-defined	None	None
Telecommunication interfaces	ICAM (Univac), DECNET (DEC)	NCCP	Depends on computer system
PRICE (basic system, no options)	$15,000 (DEC license), bundled with system (Univac)	$2,500 (IMAGE 1000), $10,000 (IMAGE 3000), $1,000 (QUERY 3000)	$13,500 (Varian) to $30,000 (NCR)
COMMENTS	This product is called DBMS-11 by DEC and DMS/90 by Univac, it is also available for IBM 360/370 and Univac Series 70 computers	IMAGE 1000, for HP Series 1000 and 2000 systems, is a subset of IMAGE 3000	Sales and support by Cincom or computer maker, depending on the system, also available for IBM 360/370, Honeywell Series 200/2000, and other larger computers

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DATA TERMINALS NEWS

Division News

Big Changes In Sales Development

By: Carl Flock/DTD

We are expecting your support group to better meet your requirements. Here is who to call at DTD:

Sales Development Engineer	Region Supported
Steve Berman	NSR
Rich Ferguson	ESR
Carl Flock	All regions
Eric Grandjean	HPIC, CSR (HPSA/Cup.)
Tom Lee	MSR-E, MSR-W, SSR
Francis Marc (at Grenoble)	HPSA

Tom Lee Joins Sales Development

By: Carl Flock/DTD

Data Terminals welcomes *Tom Lee* to Sales Development. In a move to better meet your needs, we have convinced an experienced field S.E. from Neely Santa Clara to join our team. *Tom* comes with a wealth of Terminal, Systems and sales knowledge. He will apply his experience to the support of Midwest-West, Midwest-East and Southern Sales Regions.

The 2645A Helps Burt Lancaster Be Successful! (It Can Help You Too!)

By: Rich Ferguson/DTD

Yes sir, folks, the 2645 terminal proves its macho and goes to Hollywood! It is one of the star performers in the newly-released movie, "The Cassandra Crossing", starring *Burt Lancaster* and *Sophia Loren*.

In the movie, *Burt* demonstrates the power and flexibility of the 2645A by doing data entry and retrieval into a data base of world diseases. Using the terminal, he deftly controls the fate of 1000 people on a train. The fact that none of the passengers ever got to their destination should not be construed as a reflection on our terminal, just *Burt*!

Our thanks to *Alfredo Zingale* (Milano) for the sneak preview photo he obtained while the movie was in the making in Italy.

Little Ol' DTD Grows Up!

By: Rich Ferguson/DTD

All you Terminal Tigers out there have really been doing a bang-up job! We really have to thank you so very much for your support of our fine product line. I guess it goes to show that you guys know a good product when you see one and certainly, it's obvious to see that you have been selling the heck out of the 2640 terminals.

We are really pleased to publish a copy of a press release which announces delivery of the 10,000th 2640-Series product. It went to Amdahl Corporation in Sunnyvale.

To all you Terminal Tigers out there, congratulations and thanks again for your great selling efforts. Now, do I hear 20,000th?

SUNNYVALE, Calif., February 28—The 10,000th cathode-ray-tube data terminal produced by Hewlett-Packard (HP) has been delivered to Amdahl Corporation here, a manufacturer of high-performance, general-purpose computers for industry and business data processing.

In a ceremony, John A. Young, HP executive vice president, presented the milestone terminal, an HP 2645A, to Dr. Gene M. Amdahl, founder and chairman of the board, and Eugene R. White, president of Amdahl Corporation.

The Sunnyvale-based computer firm purchased the HP 2645A terminal as part of an HP 1000 computer system that will perform data entry, computation and analysis of semiconductor devices used in Amdahl's large-scale and high-speed computer systems.

A product of the HP Data Terminals Division located in Cupertino, the HP 2645A is a microprocessor-controlled display terminal that offers flexibility in data communications with teletypewriter compatibility, multipoint polling and speeds up to 9600 baud. Other features include simplicity of operation through user-defined soft keys, up to 12 kilobytes of display memory and increased editing capability. Optional fully integrated cartridge tape transports provide 220,000 bytes of mass storage allowing the 2645A to batch information and to perform on a stand-alone basis many operations normally requiring connection to a computer.

The success of HP's first 2640 Series CRT terminal, introduced in late 1974, resulted in the formation of a separate division in 1975 within HP's Computer Systems Group. Since then the division has developed a host of intelligent terminals with semiconductor processor and memory for use with HP or other computer systems in data access, timesharing and data entry applications in business, industry and education.

Dr. Gene M. Amdahl, board chairman of Amdahl Corporation takes delivery of an HP 2645A display terminal, the 10,000th to be produced by Hewlett-Packard. Looking on are John A. Young, HP executive vice president (left) and Eugene R. White, president of Amdahl Corporation.

Product News

Performing Print Operations From A 2640B

By: Eric Grandjean/DTD

We would like to clarify a point which is apparently not well understood.

- You cannot send control sequences to the 13349A printer subsystem from a 2640B terminal. The 2640B will replace all escape control and non-printable characters with blacks or spaces.

  Also—

- The only source of data possible is the display memory (if you want to print from a CPU, you first transfer the data to the terminal and then you trigger a print with Esc 0.)

  Also—

- The printer will print the entire memory contents from home position to the last character on 80 column paper. In format mode, it will faithfully reproduce print data in the correct fields, and for most printers eject a blank page at the end of data.

- It's simple and foolproof!

  BUT NOW—

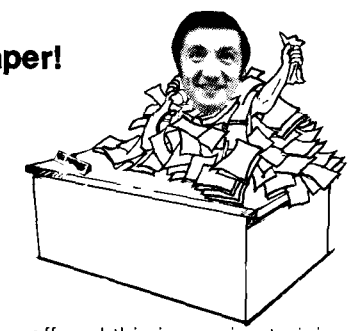
- If you need complete printer control or direct printing from CPU—or up to 132 column printouts, switch to the 2645A and you can do it all!

Please refer to the 2640B Reference Manual, P/N 02640-90110, Section IV, for complete details.

Sales Aids

A Mountain Of Paper!

By: Rich Ferguson/DTD



Little did we know when we offered this in-service training course just how successful it would be. The class offers hands-on lab experience on the 2645 terminal. The benefit of all of this is simply that you can learn at your own pace in

the convenience of your own office or home, as the case may be. The response to our previous announcement of the class is unbelievable, to say the least!

Looking at the response on a region by region basis, we see that our friends on the east coast are surging ahead of the other regions with their overwhelming response and desire to learn more about the 2645 product line. Needless to say, all of that "tickles us pink" here at the Division. When you send in your request form, a personalized instructor will be assigned to you. We will let you know who it is via letter when your course is sent to you.

If you missed the article in the last issue, use the application to the right and send it in to Data Terminals Sales Development. Go get 'em, Terminal Tigers!

TO: Data Terminal Division
Sales Development
Bldg. 43, Cupertino
Attn: Carl Flock

Please send me my personal copy of the DTD In-Service Training Course for 2645A terminals.

NAME _____

OFFICE _____

SIGNATURE _____

GENERAL SYSTEMS NEWS

Product News

What's A Series I?

By: Ross Hunt & Dave Sanders/GSD

On April 18 GSD will introduce a computer with HP 3000 processing power, versatility, and reliability; yet it will only cost *$75,000*. The HP 3000 Series I; a compatible, upgradable and lower cost extension of the family of HP 3000 systems.

This two-bay system contains an HP 3000 Series I CPU, 128K-bytes of core memory, the new 7920A 50 megabyte disc Subsystem, the 7970E 1600 bpi mag tape, an asynchronous terminal controller, the new 2640B CRT system console and table and the fundamental operating software which includes MPE-C operating system, SPL, EDIT, Debug/Trace, FCOPY, SORT and the Compiler Library. For a complete list of standard and optional hardware and software see table on following page.

Why a Series I?

Series I is the result of an innovative approach taken by GSD to answer our customers demand for an HP 3000 for less than $100,000. To fill this need an integrated engineering and manufacturing program was initiated to reclaim and reutilize proven mainframe components returned to GSD when a Pre-Series II customer upgraded to a Series II. We modified these components to include a new printed circuit CPU backplane and card cages for enhanced reliability and serviceability and added a 7920 disc for significantly improved performance. The result is an HP 3000 Series I. By our calculations this system is 85% new manufacture and includes HP's standard 90-day warranty.

The Spirited Series I Team

Improved Performance, How Much?

Series I performance is very similar to a minimum configuration Series II and significantly better than ISS-only based pre-Series II's. Our tests have shown:

- up to 7 or 8 terminals, Series I throughput is better than a 128K Series II with the same peripherals.
- up to 7 or 8 terminals, Series I is ½ second to 1 second slower in response time.
- Series I throughput can be improved by 10% to 50% by only running one job stream at a time instead of two or more.
- Series I has between 12% and 50% better performance when compared with ISS-only based pre-Series II's.

What about Software?

With the exceptions of KSAM, APL and other Series II (MPE-II) future enhancements Series I and Series II software are the same. With the introduction of Series I we are also introducing INDEX/3000, which provides an indexed sequential file management capability for the HP 3000 Series I (INDEX/3000 is also supported on Series II). This product makes it possible for the programmer to create and maintain disc files whose records can be accessed by the value of a single key. INDEX/3000 provides the user with the functional capabilities found in R'ISAM, an unsupported software capability used by some installations. INDEX/3000 is callable from RPG, COBOL, FORTRAN, and SPL. The user interface is identical to R'ISAM when called from RPG; when called from COBOL, FORTRAN, or SPL, the interface is similar (but not identical) to KSAM/3000. KSAM/3000 is only available on HP 3000 Series II systems since it is integrated internally into MPE-II, the Series II operating system. Utilities exist in KSAM/3000 to convert all INDEX/3000 files and R'ISAM files to KSAM/3000 files if the installation upgrades

to a Series II and acquires KSAM/3000. All users of HP 3000CX or pre-CX systems can add INDEX/3000 to their systems if they desire.

When to Start Selling, What's the Availability?

Now. We are quoting 8 weeks availability but if early delivery is required please contact us for assistance.

The following is the schedule of events:

		Date
1.	Pricing Approval Week of	2/14
2.	Introduction and Support Plan to Field Week of	3/21
3.	Series I on CPL	4/1
4.	Manufacturing Release Week of	4/11
5.	Computer Systems Newsletter Article Introducing Series I	4/15
6.	Literature Available Week of	4/18
7.	Press Release	4/18
8.	Introduction	4/18
9.	Limited Customer Shipments	4/25
10.	North American NPT Tour Begins	5/2
11.	Series I Appears in Computer Advances, First in May issue of Datamation	5/16

For more information a complete introduction support plan has been sent to each RSM and DM.

Remember, the Series I operation is limited to North America–U.S. and Canada.

Gook Luck and Good Selling, Series I has begun/The CX Rides Again.

TABLE 1. HP 3000 Series I
Product Number: 32420A
Price: $75,000
BMMC: $615

Hardware

Standard Hardware:

3000 Series I CPU & Input/Output Processor (including decimal & extended Precision Floating Point Micro-programmed Instructions)

128KB Core Memory

50MB Disc (one 7920A)

7970E 1600 bpi Magnetic Tape Drive

2640B System Console

16-Port Asynchronous Terminal Controller

Multiplexor Channel (880KB/Second)

Selector Channel (1.9 MB/Second)

Two System Bays & System Table

System Options:		Price	BMMC
-103	103 Modem Control	$1,240	6
-110	103/202C Modem Control	$2,480	12
-124	Replace 2640B with 2762A	$1,245	30
-130	Replace 1600 bpi Tape With 800 bpi	−$2,625	−9
-300	Expanded I/O Capability (Adds 10 more I/O Slots)	$2,725	11

Software

Standard Software:

MPE-C

SPL/3000

EDIT/3000

DEBUG/TRACE/3000

FCOPY/3000

SORT/3000

Compiler Library

Software Options:		Price	BMMC
32235A	Data Base Mgmt/3000 (Image & Query)	$11,000	$40
32207A	INDEX/3000	2,000	10
32206A	Data Entry Library (DEL/3000)	1,500	10
32213B	COBOL/3000 (Containing both Versions B & C)	4,500	20
32104C	RPG/3000	4,500	20
32111B	BASIC/3000 (Compiler & Interpreter)	4,500	20
32102B	FORTRAN/3000	4,500	10
32900A	SIS/3000 (SIS & SAS Combined)	9,500	35
32205B	Scientific Library	1,000	10

Series I Peripheral Expansion

16 Interactive Terminals (CRT or Printer with Keyboard)

1 Card Reader (600 CPM)

1 Card Reader/Punch (Read 175 CPM; 27-40 CPM punch)

1 Paper Tape Reader (500 cps)

1 Paper Tape Punch (75 cps)

2 Line Printers (200, 300, 600, or 1250 lpm)

7 Additional 50 megabyte Disc Drives (Maximum of one controller)

3 Additional Magnetic Tape Units (800 or 1600 bpi)

1 Calcomp Plotter Interface

1 Programmable Controller

2 2780/3780 Emulation Subsystems

Erratum

By: Ross Hunt/GSD

In my March 15 article "Good News For Your Pre-Series II Customers", a typographical error slipped through which erroneously stated our position on DEL support for Pre-Series II machines. DEL is supported and the design problem in FORMAINT *has been* corrected. I apologize for the inconvenience and confusion.

ISS Discs Still Available

By: Ed North/GSD

There are still a few ISS discs available from GSD for HP 3000 systems. The price is $11,500 for an add-on drive and $21,500 for a drive with controller. There are approximately 25 60HZ drives and 15 50HZ drives available for immediate delivery.

These drives should be especially attractive to those customers with ISS-based systems. Forty-seven megabytes can be added for $11,500. However, if a customer wishes to add 7920's, a selector channel and 7905/7920 controller must also be purchased ($8.2K) if the system does not presently have this equipment. BUT HURRY. When these drives are gone, you won't be able to order any more.

Sales Aids

At Last! The HP 3000 Contributed Library

By: Brenda Mapp/GSD

- What's in the HP 3000 Contributed Library?
- Why doesn't the field receive a copy of the HP 3000 Contributed Library as it is updated? . . . Why must we order?
- Should our 3000 customers and 3000 Users' Group Members know more about the nifty utilities and programs in the Library than the field?

This is a very small sample of the types of questions asked by field personnel. To answer these questions and to accommodate your requests, a copy of the HP 3000 Contributed Library was distributed to HP North American, European & ICON Sales Offices which have HP 3000 demo systems. The 1600 bpi tape was sent to the attention of the HP 3000 Demo System Managers at the following offices:

ESR	SSR
King of Prussia	Atlanta
Lexington	Richardson
Paramus	Houston
Rockville	High Point
CSR	**MSR**
Toronto	Cleveland
Montreal	Dayton
	Farmington
NSR	Rolling Meadows
Santa Clara	
Fullerton	

The HPSA and ICON distribution of the same tape is being handled by GSD's Sales Development Group and sent to the following offices:

Europe	ICON
Germany—Frankfurt	Japan
Germany—Boeblingen	South Africa
France—Orsay	Australia
England—Winnersh	Singapore
Italy—Milano	Caracas, Venezuela
Belgium—Brussels	
Netherlands—Amsterdam	
Sweden—Stockholm	
Denmark—Copenhagen	
Austria—Vienna	

This special distribution of Volume I of the library, released in October 1975, and Volume II, released this month, will also be distributed by the HP 3000 Users' Group to all HP 3000 installations which have a "site" membership in the Users' Group. Special documentation containing abstracts and indexes of programs from Volume I and II accompanied each tape.

For installations that are not members of the HP 3000 Users' Group, the library will continue being distributed by individual volumes. A complete Volume I, which includes the VOL I Software Catalog and Index, a magnetic tape, and extended documentation, is orderable by using part number 36995-10901 for an 800 bpi library, or 36995-11901 for a 1600 bpi library. The part numbers for Volume II will be announced in the next issue of the Computer Systems Newsletter.

If you have any questions regarding the software or documentation, please give me a call at (408) 249-7020 X2728 or send me a COMGRAM.

General Systems Division Current Literature List

By: Jerry Epps/GSD

Stock No.	Code	Description	Date Published
2000 Computer Systems			
5952-5595	BR	The HP 2000 Computer System (Management oriented)	9/76
-5566	DS	SDE/2000 Source Data Entry	1/76
-5579	DS	FCOPY/2000 File Copy Utility	3/76
-5574	PL	Price/Configuration Guide	9/76
-5592	DS	Subsystem Data Book	9/76
3000 Series II Computer Systems			
5952-5584	FL	HP 3000 Series II Flyer	4/76
-5597	DS	APL/3000 Data Sheet	10/76
5953-0501	BR	HP 3000 Series II (Sm. Co. Mgt. Bro.)	2/77
-0503	BR	Technical Summary—Series II	2/77
-0506	DS	KSAM/3000 Data Sheet	12/76
-0507	BR	Total Solution APL	2/77
-0515	PL	HP 3000 Series II Configuration/Price Guide	2/77
HP 3000 Series I Computer Systems			
5953-0505	BR	Series I Brochure	3/77
-0518	PL	Series I Price/Configuration Guide	3/77
Education			
5952-4450	DS	Student Information System SIS/3000	10/75
-4522	AB	HP Educational Users Group	10/75
-4554	BR	Instructional Systems for Health Sciences Education	1/74
-4598	DS	Instructional Dialogue Facility (IDF)	10/75
-4599	DS	Instructional Management Facility (IMF)	10/75
-4600	DS	HP Math	10/75
-4620	DS	Timeshared Graphics for Tektronix Terminals	8/74
-4647	AB	HP Math	10/74
-4658	DS	Student Assignment System (SAS/3000)	10/75
-5461	AB	GED - General Education Development Curriculum	9/72
-5535	BR	Computer Solutions for Elementary/Secondary Schools	6/76
-5536	BR	Computer Solutions for Colleges/Universities	7/75
-5537	FL	On-Line Data Processing and Higher Education Mean. . .	10/75
-5559	DS	College Information System CIS/2000	8/75
-5569	FL	On-Line Data Processing Systems for Education Mean	10/75
5953-0513	FL	From Grade School to Grad School	3/77
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5952-4407	AN145-5	Educational Problem Solving	12/71
-4411	AN145-9	Computer Science Laboratory (Calif. State Univ.)	10/75
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-4415	AN145-13	Computer-Assisted Instruction	11/72
-4423	AN145-21	Small College	4/74
-4424	AN145-24	Community College	3/74
-4506	AN145-23	Educational Consortium	4/74
-4507	AN145-22	Timesharing Computer Network	4/74

CODES

AB = Application brief
AN = Application note
BR = Brochure
DS = Data sheet
FL = Flyer
PL = Price list

An Update on SPSS

By: Ralph Manies/GSD

The January 1977 issue of the *HP 3000 Users' Group Newsletter* contained a review of the Baltimore International Meeting. At the Baltimore meeting, *Dr. Norensberg* spoke about a project the National Economics Research Association (NERA) had underway to convert SPSS (Statistical Package for the Social Scientist) to the HP 3000. Seems the Users' Group Newsletter has again stirred some interest, and there have been several inquiries regarding the status of *Dr. Norensberg's* project.

Put very simply, *Dr. Norensberg* is no longer with NERA, and as far as we know, SPSS conversion is not active at NERA. *Dr. Gary Anderson*, Library Chairman for the HP 3000 Users' Group, is working on a statistical package which may be applicable to users' thinking about SPSS. You might ask your customer to write for more information to:

Dr. Gary Anderson
Department of Biostatistics
School of Public Health
University of Washington
Seattle, Washington 98103.

CE CORNER

Customer Engineering Support

By: Ray Johnson/GSD

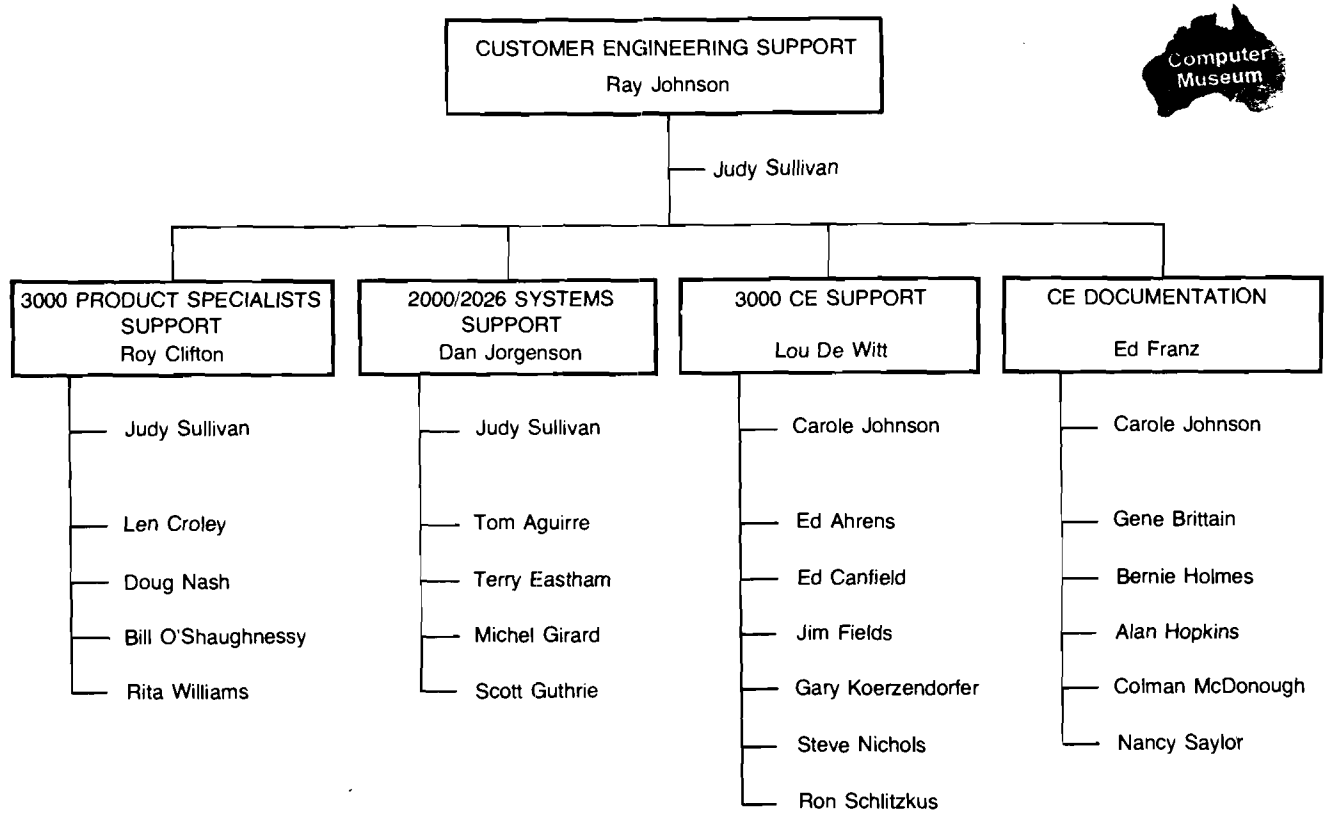
So that you might have some chance to understand our organization in Customer Engineering Support, I have included our latest organization chart.

I would like to take this opportunity to formally introduce two people who are new to GSD who appear on this chart.

Roy Clifton joins us from Neely Fullerton and will manage our Product Specialist Support Group. *Roy* has been with HP since 1972 and has had support responsibility in the field for 2000 Time Share, RTE's and 3000's. His recent 3000 Series II field support experience will be valuable as we continue to upgrade our Product Specialist training and participate in the supportability design aspects of new GSD products in development.

Carole Johnson has joined our group to assist with the significant secretarial task. *Carole* joined HP in June of 1975 and has worked at DSD Order Processing prior to joining us here at GSD.

Additionally, to improve the effectiveness of supporting our CE's in the field, *Ed Franz's* CE Documentation Group will be moving from *Ilene Birkwood's* MARCOM department to our CE Support Group, effective March 15, 1977. This organizational change will provide the CE Documentation Group with a direct communication line to the CE Support functions and activities, and improve our ability to plan and implement mutual goals for supportability of GSD products now in development.



HP GRENOBLE NEWS

Division News

Successful European NPT

By: Francis Marc/HPG

During the March New Products Tour, DSD was represented at the outset by *Stu Kagan* and *Richard Schoenhair.*

They introduced some attractive and competitive items as:

RTE-M	Flexible discs
1000 Systems 20/21	7920 disc drive
Fast 16K memories	

They are now available and will help you exceed your quota!

Richard Schoenhair **demonstrating the RTE-M possibilities at MILANO (Italy)**

A part of the attentive audience at ORSAY (France)

In-Depth Terminal Training Class

By: Francis Marc/HPG

During the last week of March, ten field engineers attended the first European training course.

It was given at Grenoble by *Carl Flock*, from Data Terminals Division, and covered every aspect of the 264X's, with extensive "hands-on" lab sessions.

This course is of particular benefit in answering questions related to terminal compatibility with non-HP systems.

We plan to run more sessions and will give more details and tentative dates in the next issue of Computer Systems Newsletter.

HPG Terminals UL Listed

By: Peter Stuart/HPG

It took a lot longer than we thought but we have finally made it. The 3070A and 3071A are now listed by Underwriters Laboratories, Inc. under the following classifications:

1. Electronic Data Processing Equipment,
2. Office Appliances & Business Equipment.

Shipments of units with the UL approval sticker on the rear of the units will start within two weeks. Thanks for your patience. For our next new products, we will start the approval process earlier to avoid any problems from delays.

CS GROUP NEWS

CSG Hosts Largest Sales Product Training Class To Date

By: Bob Lindsay/CSG

The largest group to-date of newly-hired CSG field salespersons is now half-way through their Computer Systems Sales Product Training Course.

Back Row: Bruce Adams, Gary Kirwan, Paul Miller, Mark Wechsler, Wendi Brubaker, Jerry Scott, Scott Tilton, Carl Mandley, Jon Paulson, Roger Jones, Jim Schindler.

Middle Row: Pam Stevenson, Dick Raymond, Marjorie Clark, Monty Love, Diamond Skinitis, Barry Klaas, Pam Barker, Roy Onyett.

Front Row: Chuck Erickson, Dave Rowan, Mark Lukowski, Dale Gross, Dick Brown.

Not Shown: Paras Traganos, Roy Gunther, Bryan Brademan, Anne Klenke, Roger LeBold, Rick Ellinger, Bob Craig, Dan Mulhaney, Gil Livingston, John Hughes, Russ Edwards.

During the weeks of March 21st and 28th these thirty-five eager students were exposed to one day of training from Computer Systems Group staff, seven days from a large number of General Systems Division staff on the HP 2000 and HP 3000 product lines and one day on the products of Data Terminals Division.

Shown above is *Dick Brown* (right, Sales Representative–Richardson) presenting a handsomely engraved plaque and desk clock combination to *Barry Klaas* (GSD). *Barry* also received a standing ovation at the Mid-Term Dinner for his outstanding efforts in organizing the GSD sales training program for this class.

The class will complete their four weeks and two days of Sales Product Training with a two-day visit to Boise on April 14 and 15 before returning to the Bay Area for eight days exposure to the Data Systems Division product line and markets, plus a half-day each with Disc Memory Division and AMD.

WELCOME TO THE CSG FIELD SALES FORCE, GANG!

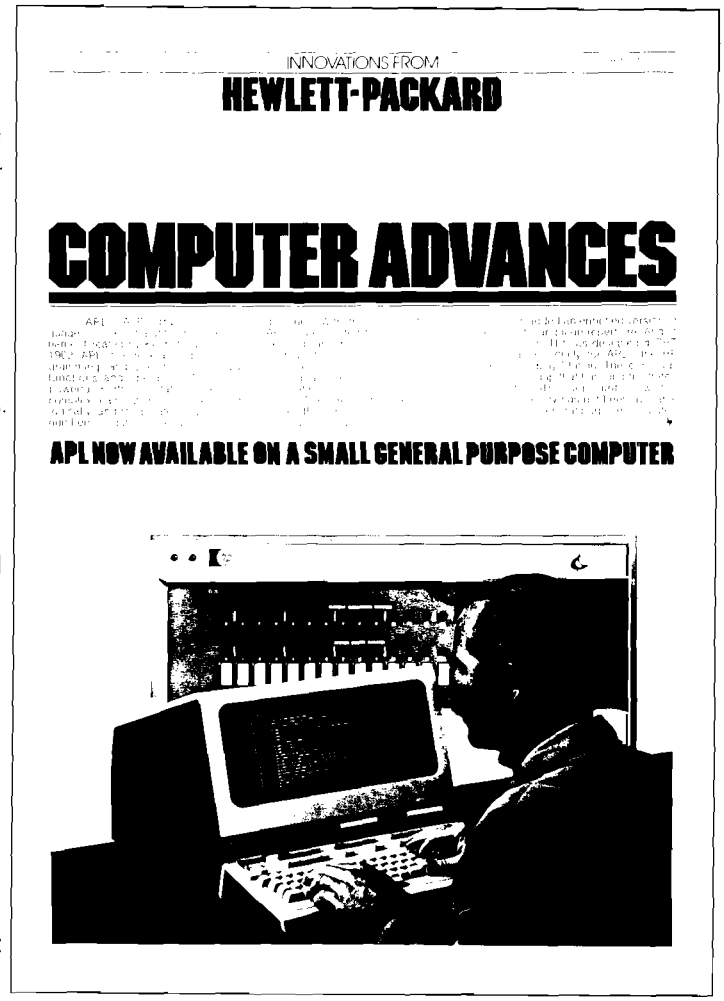
Response Cards from Computer Advances

By: Linda Schefter/CSG

Response cards have been pouring in from the APL issue of "Computer Advances." You saw it in the January *Computer Design* and *Datamation*. Thirty-five thousand others also received it in a direct-mailing.

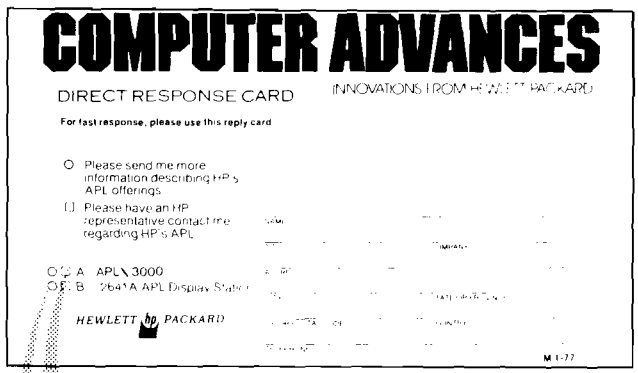
These cards request either 1) More literature or 2) A call from an HP representative.

As long as readers keep those cards and letters coming, we'll make sure they are promptly forwarded to your offices.


INNOVATIONS FROM
HEWLETT-PACKARD

COMPUTER ADVANCES

APL NOW AVAILABLE ON A SMALL GENERAL PURPOSE COMPUTER


COMPUTER ADVANCES

DIRECT RESPONSE CARD

INNOVATIONS FROM HEWLETT-PACKARD

For fast response, please use this reply card

O Please send me more information describing HP's APL offerings

O Please have an HP representative contact me regarding HP's APL

O A APL\3000

O B 2641A APL Display Station

HEWLETT hp PACKARD

M 1-77

The following items were sent in response:

A. "TOTAL SOLUTION APL" 5952-5596
B. "2641A DATA SHEET" 5952-9973

This issue of "Computer Advances" is perfect for APL direct mail campaigns. You can request more copies by mailing the handy coupon below.

Mail To: Vic Kirmes
Literature Distribution Center
Bldg. 9B, Palo Alto

Please rush me _____copies of "Computer Advances" featuring APL (#5953-0843 22)

Name: _____ HP Sales Office: _____

COMPUTER SYSTEMS NEWSLETTER

HEWLETT-PACKARD COMPUTER SYSTEMS GROUP
11000 Wolfe Road; Cupertino, California 95014 USA

Bob Lindsay/CS Group - Editor

Address content inquiries to:
PAT LEMMON/AMD — Editor
LILLIAN BLANKINSHIP/BOISE — Editor
BARBARA BAXTER/DMD — Editor
DELIE BARTLETT/DSD — Editor
SONI HOGAN/DTD — Editor
CAROL BUDKOWSKI/GSD — Editor
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TOM FREED/AMD — Technical Editor
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