

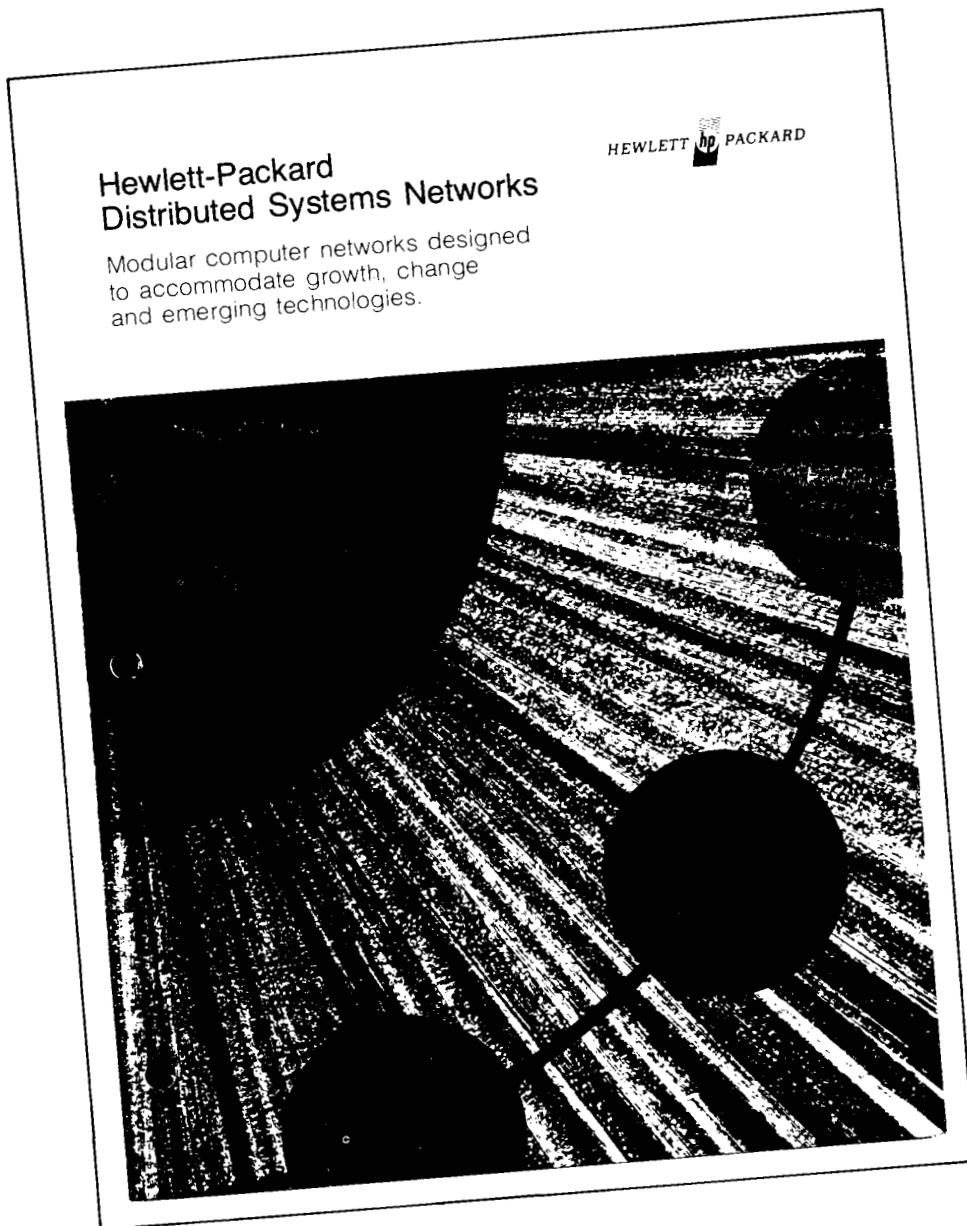
COMPUTER SYSTEMS NEWSLETTER

For H/P Field Sales Personnel

HEWLETT  PACKARD

Vol. 3, No. 1
Nov. 1, 1977

DSD Announces DS/1000



HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

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BOISE DIVISION NEWS

Product News

HP 2631A/35A Advertising Hits the Streets

By: John Whitesell/Boise

The introductory ad (shown on pages 4 and 5 of this issue) for the 2631A and 2635A appeared in the October 3rd issue of *COMPUTERWORLD* and *ELECTRONIC NEWS*. It also is appearing in the October issues of *DATAMATION*, *INFO-SYSTEMS*, and *ELECTRONICS*. We'll be running the same ad again in November. Also in November, *COMPUTER ADVANCES* and *MEASUREMENT/COMPUTATION NEWS* will feature the 2631A/35A in *DATAMATION*, *COMPUTERWORLD*, *ELECTRONICS*, and *ELECTRONIC DESIGN*.

Starting soon, watch for buckets of leads in your mailbox!

263X Print Samples

By: Steve Davis/Boise

BOISE Division will soon be sending 2631/35 consignment units to the field. Included with each consignment 2631A will be a tape cartridge for demonstrating the 2631A with a 2645A CRT.

In addition to being a useful demonstration aid, the tape also provides you with the capability of mass producing print samples on the 2631. Print samples are produced by depressing soft key "f8" on the 2645A when the tape cartridge is in place.

Until the demo units arrive at your sales office, we'll be glad to provide you with print samples. Just call us.

After your demo unit has arrived, you can make your own print samples by simply touching a soft key on the 2645. Print samples are a powerful sales tool, and we're making it easy for you to get them whenever you need them!

Discounting the 2630 Family

By: Steve Richardson/Boise



As discussed in the 2631A/35A Field Training Manual, we offer an attractive discount policy for the 2631A and 2635A. Let's review:

The 2631A and 2635A are Type 6A products on the Computer Systems Purchase Agreements. When your customers sign one of these Agreements, they can combine all Type 6A and 6B equipment to compute their quantity level. They then use the appropriate discount schedule for each type of product to compute their actual discount.

In addition, if you have a system OEM or VEU with a contract, you can get a discount on the 2631A in accordance with the number of functional units they have signed for. This is to be consistent with our line printer discount strategy.

We think your customers will find our discount policy very attractive. We hope it will help you sell lots!

GOOD SELLING!

2631A/35A Ribbon Cartridge Number

By: Chuck Ulfers/Boise

For your customers who want to order replacement consumables (ribbon cartridges and print heads) for their 2630 family products, the part numbers and prices are as follows:

Ribbon Cartridge

P/N 02631-60060	Quantity 1	\$ 15.00 each
	Box of 6	\$ 72.00 (\$12.00 per cartridge)
	Box of 12	\$126.00 (\$10.50 per cartridge)

Print Head

P/N 0950-1576	\$165.00
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You might want to order replacement consumables for your sales office demo units also.

All these products should be ordered from the Computer Service Division.

Hard copy made easy.

With the help of a high-speed microprocessor, Hewlett-Packard combines exceptional performance and convenience in a new low-cost printer and printing terminal.

The HP 2631A printer and HP 2635A printing terminal with alphanumeric keyboard are the first members of a new Hewlett Packard family of hard copy terminals.

Each machine was designed to give you a number of high-performance features. And both can support a variety of interfaces, including RS232 and CCITT24, to fit into systems made by HP and other manufacturers.

Bi-directional printing increases throughput. Both printers zip along at 180 cps in both directions, depending on your line layout. The microprocessor chooses the quickest path, and increases the speed even more by suppressing leading and trailing blanks.

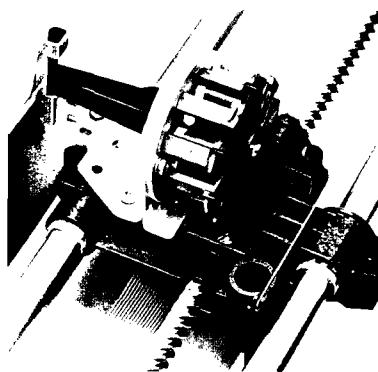
High-speed slew for columnar data. When the microprocessor senses more than ten blanks in a row, it slews the print head at 45 inches per second to the next print position.

Three ways to print. The Character Compress/Expand Modes let you print more data on a page and emphasize points with headlines and titles. You can get as many as 132 characters on an 8-inch line, or 227 on a 14-inch line.

High-quality print, with six copy resolution. A 7 x 9 dot matrix (versus the usual 7 x 7) gives you clear, crisp printouts, right down to the sixth copy and meets the 128-character USASCII standard. And the extra two dot rows allow true underlining and descenders without character blurring.

Programmably interchangeable character sets. The HP 2631 can be made to print alternate character sets without reconfiguring the printer.

Long-life cartridge ribbon for a clean change. With a life span of at least 10 million characters, this innovative drop-in cartridge takes the mess and trouble out of ribbon changes.



Self-test for quick status checks. One key tells you if the printer is ready to go. If it isn't, the self-test feature helps you isolate the problem, reducing the time and cost for repairs.

Run everything under program control. All the features described and more can be programmably controlled. The software can take you in and out of the various modes. Or you can make a change yourself using one of the front panel switches or keys.

In a network or as part of a stand-alone system, HP now makes it simple to get the hard copy you need. If you'd like to see our printer or printing terminal in action, call the Hewlett-Packard sales office listed in the White Pages and ask for a computer systems representative. Or send us the coupon.

Long lasting, quick change print bead saves service calls. The 9 wire print head is conservatively rated at a 100 million character life-span. It's also self-aligning. When you finally replace the head, you can do it yourself in a couple of minutes.

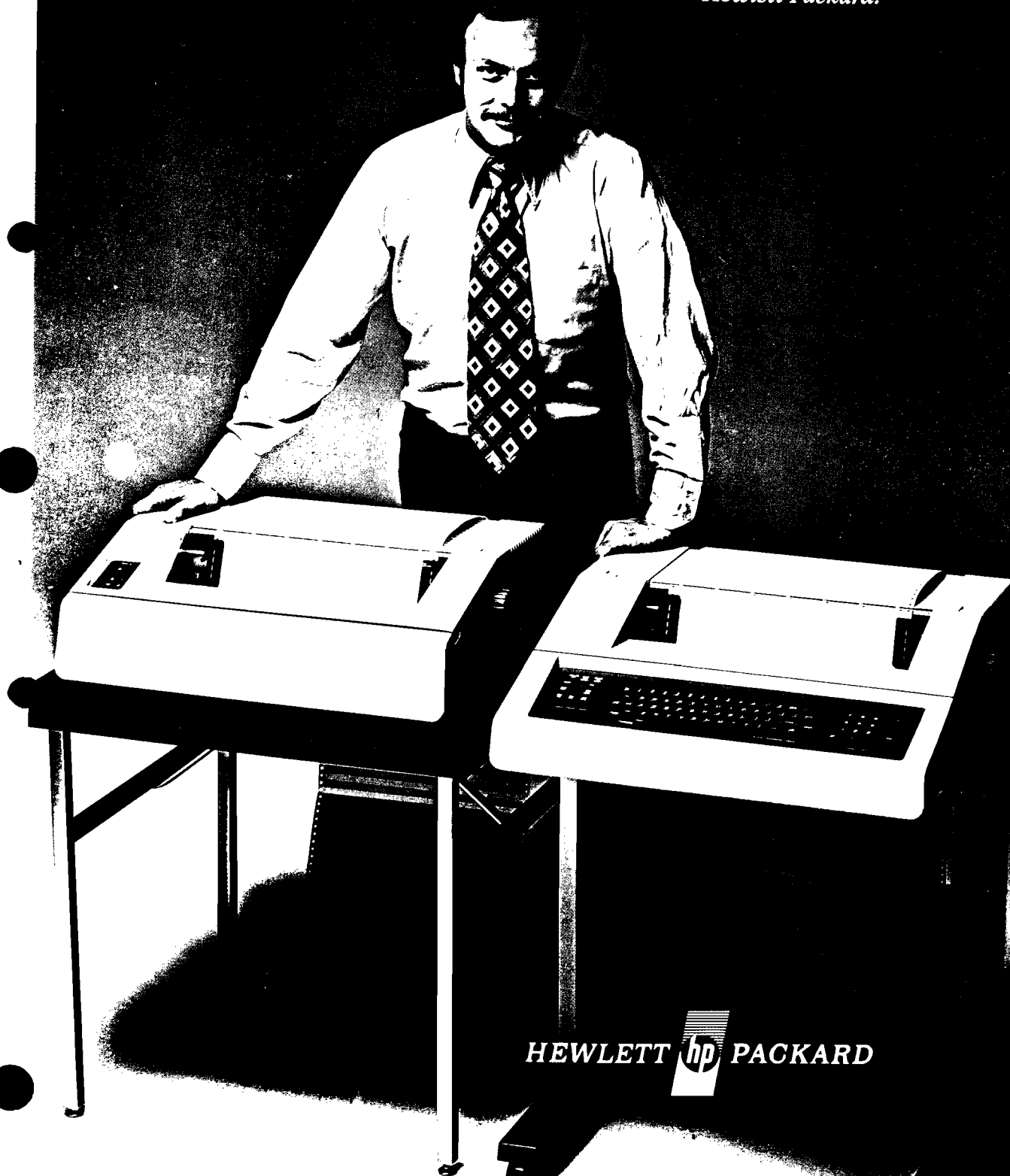
Yes, I'm interested in your new
 Printer Printing Terminal.
 Have your representative contact me.
 Send me more information.
 Send me OEM information.

Name _____ Title _____
 Company _____
 Address _____
 City/State/Zip _____
 Phone _____

Mail to: Bill Murphy, Marketing Manager, P.O. Box 15,
 Dept. 000, 11311 Chinden Blvd., Boise, Idaho 83707

46701HPB2

*Fast, efficient
and economical;
the new printer and
printing terminal from
Hewlett-Packard.*



HEWLETT  PACKARD

2630 Family Duty Cycle

By: Larry Andrews/Boise

The purpose of the duty cycle specifications in the 2631A and 2635A data sheets is to help the customer choose the right printer for the application. Unfortunately, the present specifications are somewhat vague, in that they refer to duty cycle and print time per day. What is much more important to the customer is total output per day. A total of 1.6 hours of printing per day (the specification in the data sheets) results in about 1 million characters per day, or 250 to 300 pages of output at average print densities.

The data sheets will be changed at the next printing to refer to characters and pages per day, not duty cycle or hours per day. In the meantime, explain to customers that 1.6 hours per day assumes maximum print speed of 180 characters per second, and results in about 1 million characters per day. In most applications where the 2630 family seems to fit, duty cycle will not be a problem.

Used Equipment

By: Steve Davis/Boise

Boise still has a few items of used equipment available at significant savings:

Product	Options	Serial Number	Sales Price
13182A	001/888	(1 available)	\$ 5,145.00
13193A	STD/888	(2 available)	230.00
13196A	001/888	(1 available)	460.00
2752A	STD/888	1302A-04462	1,600.00
2752A	STD/888	1302A-06160	1,600.00
7970E	150/007/888	1606A-02048	5,645.00
7970E	165/020/888	1631A-02810	8,050.00

All quotes should be made "subject to prior sale". Before transmitting your order, contact Boise Division Order Processing to insure that the unit you desire is available.

Each order should specify the serial number of the unit and should also specify option 888 (designating used equipment).

In addition, Santa Clara Division has a used 12986A subsystem which is available at a low, low price. The serial number of the subsystem is 1620F-00648, and it includes options 421, 422, 423, and 424.

If you're interested in this OMR subsystem, call Al Dunn at Santa Clara Division for pricing and availability.

DISC MEMORY NEWS

Product News

Multi-CPU Access of Disc Drives— How Does it Work?

By: Jon Bolt/DMD

As you may know, DMD now offers multi-CPU access of up to eight 7905 or 7920 drives. By using our 13178B multi-CPU interface kit (one kit for each CPU), up to eight 2100/21MX type CPU's can be interfaced to our 13037B disc controller; *and*, the controller can be connected to as many as eight disc drives (see configuration guide).

Unfortunately, the sophistication of this capability is often underestimated. The control mechanism is not merely a switch that connects one CPU to one drive, and then disables remaining CPU's from accessing other available drives. Transactions between one CPU and one drive will not "hog" the disc controller's ability to service other CPU's or drives. The key to appreciating the beauty of our multi-CPU capability lies in understanding the routines our controller executes in polling the CPU's and servicing drives.

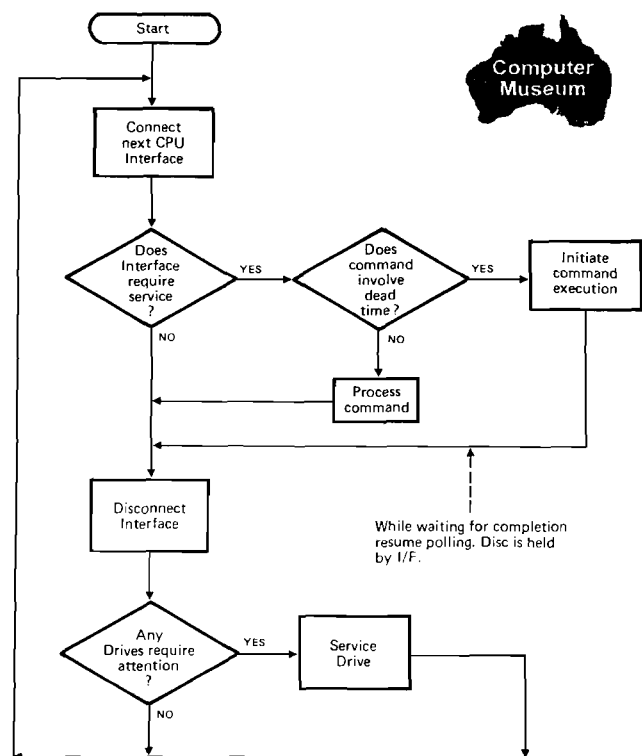
Basically, the controller cyclically polls the CPU's to determine those that require service. Should a CPU require service, the controller connects that CPU to the drive it desires, processes the CPU's command, then resumes polling. If the currently polled CPU requires no service, then the controller proceeds to poll the next CPU in the sequence (after first servicing any drives requiring attention). The beneficial feature of this "operating system" that allows optimal use of processing time lies in the controller's ability to resume polling and servicing CPU's or drives while certain "dead" time commands are being executed on a particular drive.

Suppose that upon being polled, a CPU requires that a specific drive execute a "seek" command (a "seek" command causes the heads to move to a specified location on a disc surface). Of course, the mechanical process of moving the heads to the proper location requires an excessive amount of time (25 milliseconds, average) from an electronics reference frame. Instead of wasting precious

processing time while waiting for completion of head positioning, the controller disconnects the busy drive and, while the "seek" is underway, resumes polling and servicing activities of other CPU's and drives. During the time the "seek" is occurring, access to the busy drive by other CPU's is prohibited. Once the "seek" is complete, the controller re-connects the proper CPU with the now available drive, and continues processing. Optimal use of time is achieved.

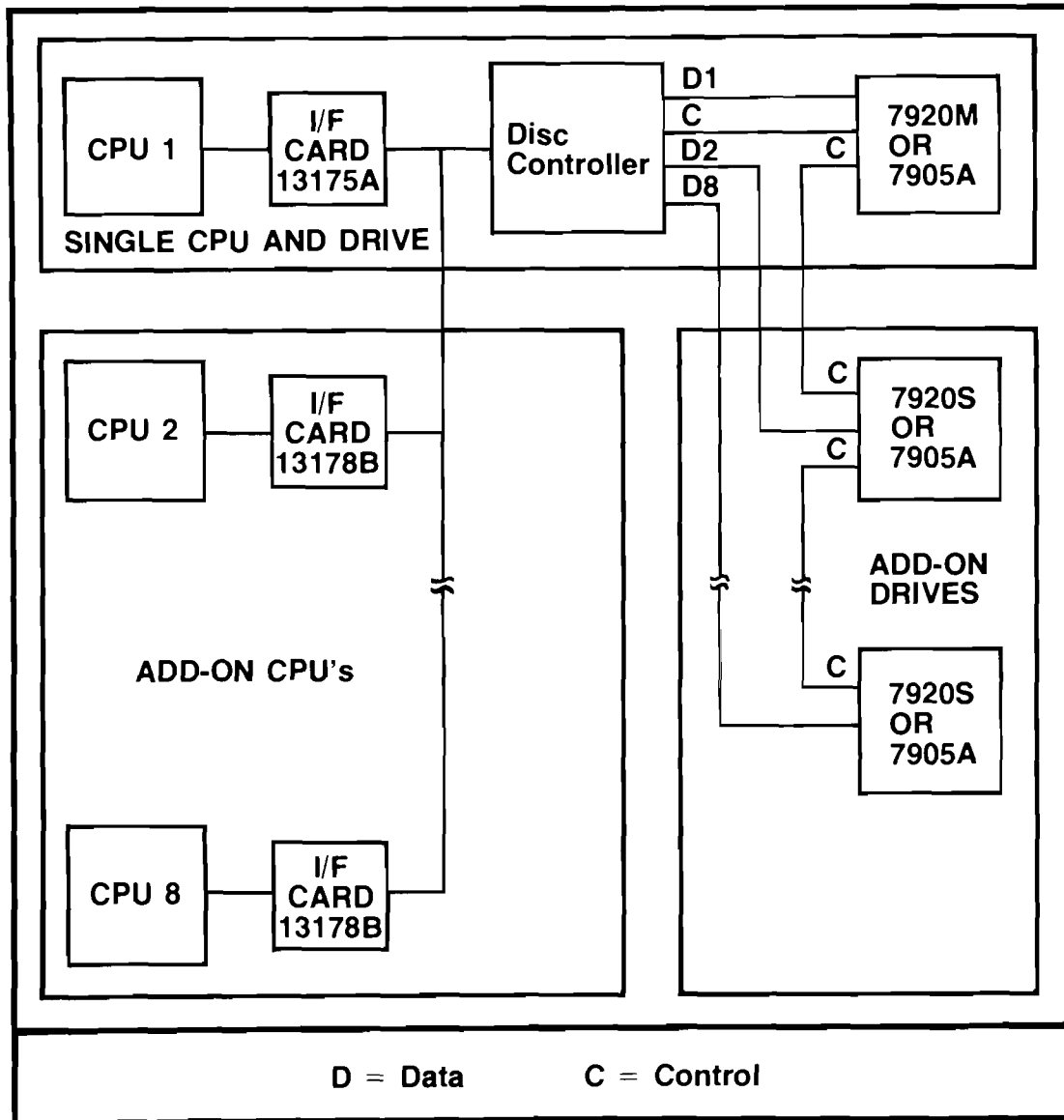
Other commands requiring excessive mechanical execution times will also cause the controller to resume polling. For convenience I call these "dead" time commands. The flow-chart shown illustrates the basic polling loop routine.

Controller Polling Routine



As you can now see, our multi-CPU system is not just a switch. It is designed to make maximum use of available time. Remember, if you've already got a 13037B controller with a 7905 or 7920 drive, simply purchase a 13178B for each additional CPU (up to 7 additional CPU's). Please refer to the appropriate HP Software Operators Manuals to determine those controller features that are utilized by particular operating systems. In any case, all of the features described above may be utilized by the talented OEM wishing to take advantage of these capabilities.

Possible Configurations



Special Length Cables

By: Jon Bolt/DMD

In reference to the article "Cable Fable" in the Sept. 15 CS Newsletter, two additional bits of information may be useful.

First, the maximum cumulative length of all sections of multi-unit cable spanning from the controller to the last drive of the daisy chain is 74 feet. If only one drive is used with the controller, the single cable length must not exceed 74 feet.

Second, the length of cable desired should be indicated under the "description" section of the purchase order.

GOOD SELLING!

DATA SYSTEMS NEWS

Product News

Announcing DS/1000!

By: Bill Stevens/DSD

DS/1000 is here. It works. And it provides a generation's leap in networking technology . . .

- from memory-based satellites and disc-based centrals in star networks to generalized nodal networks.
- from a market for intra-plant (or intra-lab), resource sharing networks to a distributed data processing marketplace for networks between labs, between plants and outlying warehouses and between related real-time processes located in different geographic regions.

In short, DS/1000 facilitates the integration of instrumentation, computation and operations management tasks in functional areas such as manufacturing, quality control, distribution and research and development. At the same time DS/1000 also serves to integrate these tasks with data processing functions such as production scheduling, order processing and accounting on HP 3000 Series II systems operating with DS/3000 software.

DS/1000 is built upon a software and firmware package which provides an integrated set of high-level network facilities and procedures for HP 1000 (or 21MX) computer systems. These facilities and procedures support network resource-sharing, distributed data file management, communication between application programs, and the coordinated distribution of processor workloads to other HP 1000 (or 21MX) computer systems and/or to HP 3000 Series II systems.



Reprinted below is the DS/1000 Press Release as it appears on page 3 of the Distributed Systems/1000 Sales Training Manual—Volume 1 (Product Summary). This single page highlights the exciting innovations and powerful capabilities of this product.

The DS/1000 Press Release

More Power for Computer Networks Linking HP 1000s, 3000s

With the introduction of HP Distributed System/1000 Software and Firmware (DS/1000), the variety of configurations possible by interconnecting networks of HP 1000 Computer Systems now is virtually without restriction, while at the same time intercommunications are possible at a higher level than ever before. Interconnections between HP 1000 and HP 3000 Series II Computer Systems are implemented for the first time.

Entirely new to computer networking is the DS/1000 nodal addressing scheme, with store-and-forward capability at each HP 1000 System in the network. Now, as one node in the network, any HP 1000 can address any other HP 1000, using store-and-forward facilities to communicate through any nodes that may intervene. Thus the network can readily be configured as a star, a ring, a string, or a combination of these. Multiple nodes can share links, reducing cabling or line costs. And networks can be reconfigured without impact on previously-written application programs, since node addresses remain valid and accessible.

For the first time, networks can be formed not only with HP 1000 Systems using disc-based RTE-III operating systems, but now also with HP 1000s using the recently-introduced memory-based RTE-M operating systems; indeed, the two may be freely mixed in a single network.

New with DS/1000 also is provision for high-level network communications between HP 1000 and HP 3000 Series II Computer Systems. One HP 1000, while networked to an HP 3000 can simultaneously support connection to other HP 1000s in the DS/1000 network. The HP 1000 console can also be a virtual terminal with full access to the power of the 3000.

Also new with DS/1000 is a microcoded driver of such speed that it allows concurrent servicing of multiple communications lines from HP 1000s, removing the previous limit of two concurrently-active lines.

Remote command processing is possible between DS/1000 network nodes, including unattended remote nodes. Remote operations, in general, use the same commands as local operations, after specification of the remote node. Special and powerful network-oriented operator commands are also available to the network user. Blocks of data can be transferred, program to program, from 1000 to 1000 or between 1000s and 3000s, with a few, simple,

high-level calls, so the user is freed to solve application problems rather than communication problems.

The HP 1000 at any node can access records in remote files on other 1000's, or on a remote HP 3000, using simple calls. Remote file access call sequences, with DS/1000, are almost identical to local calls, with an extension to identify the address of the remote system; it could be an HP 1000 or HP 3000 Series II. Whole files may be transferred between 1000 Systems with simple, high-level calls, however.

DS/1000 supports I/O to remote HP 1000s and scheduling of programs in remote nodes. Standard FORTRAN read/write statements can be used. The peripheral resources at any DS/1000 node are therefore at the disposal of the others, via the interconnections. This includes I/O devices such as printers and plotters, making it possible to plan networks so as to use peripherals with maximum loading and minimum duplication.

Network communications on hardwired or modem-based DS/1000 connections are protected by the use of VRC/LRC/DRC parity checking. Blocks of data, on receipt, are checked for parity vertically, horizontally, and diagonally. Such an error-checking method can be efficiently implemented in microcode, while preserving extremely high line integrity. Hardwired communications between HP 1000s and HP 3000s employ cyclical redundancy checking (CRC-16).

With the hardwired serial interface, DS/1000 interconnections operate at 60k bytes per second up to 600 feet and at 3k bytes per second at 10,000 feet. With full-duplex modems, asynchronous operation is up to 1800 bps, while synchronous operation is to 19.2k bps. Hardwired connections between HP 1000 and HP 3000 Series II Computer Systems operate at 250k bytes per second up to 1000 feet, and 125k bytes per second at 2000 feet.

Earliest applications of DS/1000 networks are expected to be in the integration of instrumentation, computation, and operations management tasks in manufacturing. Here HP 1000 Systems, optimized for prioritized real-time response, now can be connected more easily and more flexibly in networks to measure, control and centralize the reporting of large numbers of dispersed and interrelated processes. These same capabilities are often needed in large R&D laboratories, where experimental data generated at many computer-automated local test stations may now be more easily stored and correlated by networking.

PRICE AND DELIVERY — U.S. single-quantity list price for DS/1000 Firmware and Software to form one network link between two HP 1000s is \$6200. Additional network links, similarly, are \$3700 each. The enhancement to link an HP 1000 to an HP 3000 Series II System is \$500. First customer deliveries are expected in December.

By now all of you should have received your DS/1000 binder. If you have not already done so, all of us at DSD actively encourage you to read the DS/1000 Field Training Manuals (Volumes I and II). They comprise your primary source of product information and training on DS/1000. During the upcoming Regional Sales Meetings, there will not be a DS/1000 training session as such. Rather, it will be assumed that you have already read the Sales Training Manuals, and the presentation will focus on the importance of various DS/1000 features in different network applications and on questions and answers. Don't be put off by

the apparent length of the Manuals. They have a layered architecture analogous to the product they describe. It is hoped that these layers contain almost all the information you will need to proceed through the various levels of the sales process successfully.

With the introduction of DS/1000 and of the Hewlett-Packard Distributed Systems Network (HP-DSN), of which DS/1000 is a part along with DS/3000 and DS/2026, you have a number of new sales aids. They are summarized below:

Sales Aid Summary

Sales Tool	Description	Target Audience	Ordering Information
Hewlett-Packard Distributed Systems Networks management overview folder	Full-color "foldout" piece that describes and positions the total HP-DSN concept. Sells the fundamental benefits of HP networks to management, and illustrates our unique capability to combine HP 1000, HP 2026 and HP 3000 Systems in a single network. Concludes with a large chart showing all major HP systems in an example network.	Chief Executive Officers, MIS managers, other influential decision-makers for a company or division.	Ordered as literature number 5953-0883(22) form Corporate Literature Center.
DS/1000 Customer Videotape	Color videotape selling the concept and benefits of a DS/1000 network to manufacturing management. A spokesman takes the audience on a "factory tour" and demonstrates component testing, final assembly testing and Factory Data Collection applications. How an in-plant network can be part of a larger HP-DSN structure also is illustrated. (Approx. 18 minutes.)	Company or division management described above, plus Manufacturing Managers and Network Managers.	Order as Part Number 90650D (cassette) via IOS, Bldg. 18, Attn: Cris Bonetta. Price \$25 through Oct. 31; \$30 from Nov. 1 and thereafter.
DS/1000 Demonstration Software	Software developed for applications demonstrated in the DS/1000 videotape. Demo package includes source code, transfer files and hard-copy documentation explaining how to use it. Available on either 800 bpi tape or 1600 bpi tape.	Same customer audiences as DS/1000 videotape, plus programmers and other implementers.	Mag tape and documentation may be ordered for \$25 each from Jane Seligson, DSD Technical Marketing. Part No. 22999-90144 is 800 bpi; Part No. 22999-90145 is 1600 bpi tape.
DS/1000 Sales Brochure	Two-color, 12-page brochure summarizing customer benefits of DS/1000. Describes new technical features (generalized architecture, store-and-forward operations) and shows complete listing of operator commands and program calls. Four pages are devoted to typical network configurations and applications. The primary selling piece for DS/1000.	Company, Division Manufacturing Managers, Network Managers, and others needing a basic description of DS/1000.	Literature number 5953-0884(22). Order from Literature Center.
HP 1000 Overview Brochure	This full-color brochure, the lead-in selling piece for HP 1000 Systems, has been updated to include DS/1000 and other new products.	All.	New literature number for the revised brochure is 5953-0885(22). Order from Literature Center.
HP RTE Software Brochure	This two-color brochure, the primary product information piece for all 21MX and HP 1000 software, has been updated to include DS/1000.	All.	New literature number for the revised brochure is 5953-0888(22). Order from Literature Center.
DS/1000 Data Book	This 20-page data book contains all relevant technical data on DS/1000. Content includes DS/1000 software-firmware, interface and communications cables, modem interface, RJE and environmental and product support specifications.	All customers who need technical data.	Literature number 5953-0868(22). Order from Literature Center.
DS/1000 Ordering Information	A 2-page guide with a price summary diagram and other information needed to determine pricing and configuration for DS/1000 networks.	All HP and customer people who need price/configuration information.	Literature number 5953-0886(22)D. Order from Literature Center.

The DS/1000 Color Videotape features a professional actor and is of very high quality. We hope that it will be particularly effective in helping you to sell DS/1000 networks . . . especially into manufacturing applications. Therefore, we are sending every CSG District Manager in the world a free copy of the videotape! Your DM should have his by mid-November.

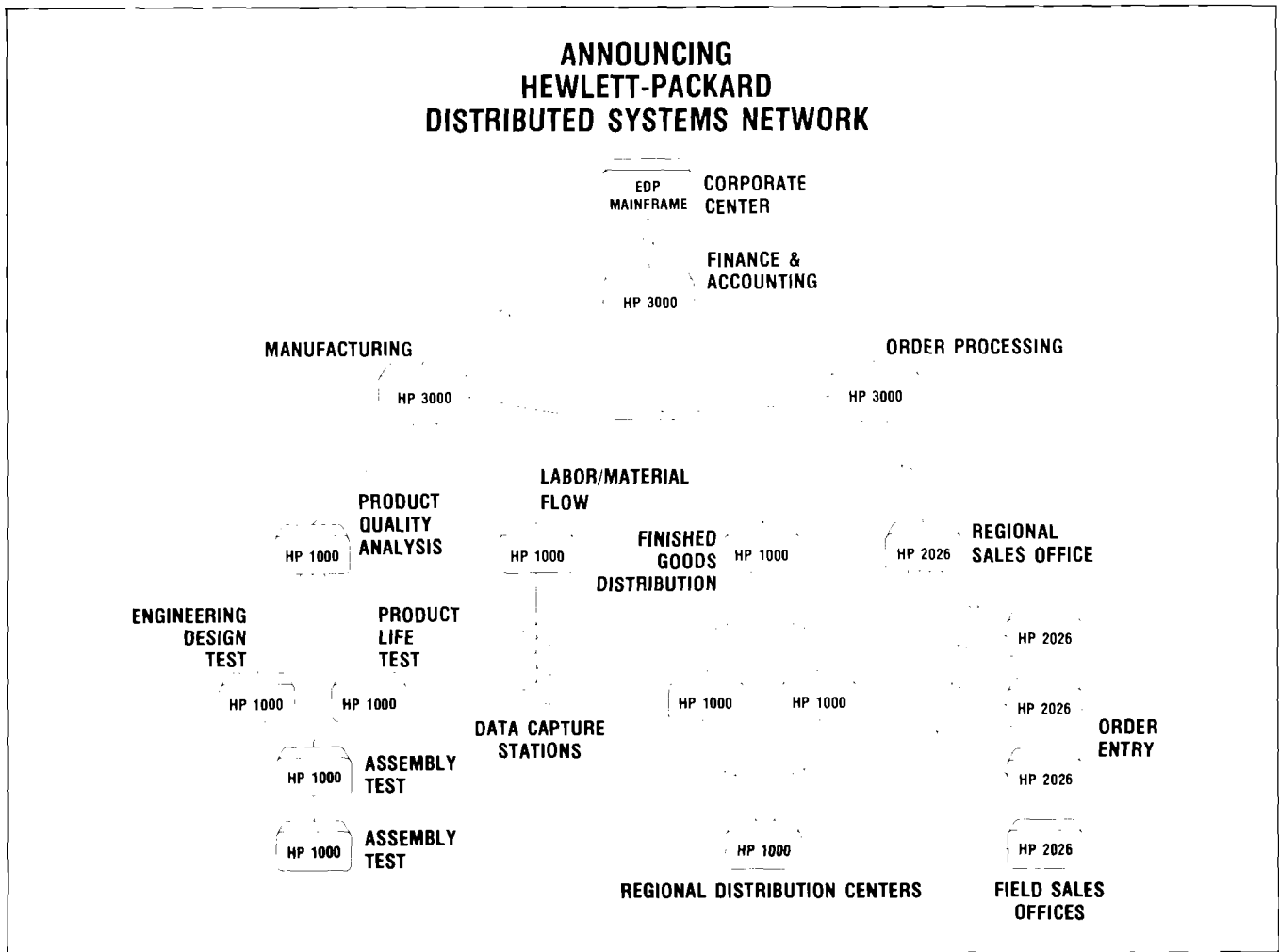
All DS/1000 related literature, from the HP-DSN management overview folder to the DS/1000 Technical Data Book and the DS/1000 Programmers Reference Manual, features the same nodal network graphic shown on the cover of this Newsletter. The intent is to develop a strong product identity.

DS/1000 was introduced to the North American press in a session that included a talk by a Price Waterhouse consultant on the management challenge of distributed data processing, the introduction of DS/2026, and, significantly,

the announcement of the Hewlett-Packard Distributed Systems Network (HP-DSN). The weekly trade press should have already hit the street with coverage; coverage by monthly publications should occur throughout November. The European press announcement is targeted for the first week in November. Press announcements elsewhere are expected in November.

HP-DSN is a family of network products integrating applications on HP 1000's, HP 3000's and HP 2026's. HP-DSN is also a philosophy of distributed data processing. And, finally, HP-DSN is a set of design objectives for orderly, transitional growth into the future . . . growth which includes accommodation of certain international and industry standard interfaces and protocols by HP-DSN products. Your DS/1000 Sales Training Manual contains further information . . . as will an article in the next CS Newsletter.

GOOD LUCK SELLING!



New Versions of 21MX M-Series Computers

By: Dave Carver/DSD

Two enhanced versions of the 2108 and 2112 computers are available for sale as of the November Corporate Price List. The new 2108B and 2112B feature the same enhanced power supply that is already available in the E-Series computers. The new supply will not be implemented in the 2105 computer. The new B models are expected to provide significant reliability and supportability improvements over the 2108A/2112A, and you should sell these advantages aggressively and encourage your customers to begin ordering the B version as soon as possible. However, since some customers may have difficulty making the change in November, we will continue to accept orders for the 2108A/2112A for a limited period of time.

It is my objective to take the 2108A/2112A off the price list after January, 1978. This should give your customer adequate time to evaluate the B versions and make the necessary documentation changes, etc. that will allow incorporating the B version into his product line. If this time frame is unsuitable, contact me at Data Systems Division.

Pricing and Ordering Information

The 2108B and 2112B are priced exactly the same as their A counterparts, and are compatible with the same accessories, *except for* Powerfail Recovery Systems and Memory and I/O Extenders. The 2108B/2112B work only with 12944B/12991B Powerfail Recovery Systems, and only with the 12979B I/O Extender. All other A model accessories are compatible.

Model	Price
2108B	\$ 5,300
2112B	6,200
12944B	600
12991B	600
2124C	15,500
2125B	20,000

DISComputers

Only the 2108B and 2112B will be available in DISComputers effective November 1. Those customers who need a 2108A or 2112A will have to order by the pieces. The new DISComputers have been labelled 2124C and 2125B. All DISComputer prices and options remain the same.

Availability

Our plan is to have the same delivery on the 2108B/2112B as was previously available on the 2108A/2112A. Consult the DSD availability schedule before quoting.

Competition

DECNET Rides Again

By: Joe Schoendorf/DSD

The following article is excerpted from the September 5th issue of *Electronic News*:

THE DRUG SCENE — A press conference scheduled for Wednesday by Walgreen's drug store chain, to introduce a computer communications network, was canceled last week when the DECnet software crashed 17 times during a 24-hour test period. Called Intercom, the system was to tie Texas Instrument terminals at some 100 branch drug stores to a **DEC PDP 11/70** at the chain's Chicago headquarters. The stores were never brought on line, because a terminal 40 feet away couldn't get through the network. Walgreen's is confident the problem will be resolved, but DEC hasn't pinned itself to a deadline . . .

HP Tackles The Big Blimp

By: Bill Manak/DSD

Congratulations to that certain salesman in the Neely Region who must recently sold "5" HP 1000 systems to an OEM that specializes in automated warehousing. The five systems will ultimately direct and monitor a warehousing system for the world reknowned blimp flier who frequently overshadows area football stadiums on weekend afternoons and other sporting events. As the story goes, the OEM's client specifically requested HP computers in his system as his experience with all computer manufacturers hardware proved HP's to have the highest reliability (by X2 over you know who). Our hats are tipped for a job well done in selling HP 1000 Systems and landing another OEM account.

Sales Aids

DS/1000 Color Sales Video Tape

By: Bill Burger/DSD

We have just completed a high quality color video tape on DS/1000. Complimentary copies are being distributed now to all District Managers in the U.S. and Canada, and to most countries worldwide.

The DS/1000 video tape has been designed for sales presentations and customer seminars, and can serve as a companion to the DS/3000 video tape.

It consists of a conceptual presentation of Distributed Processing in general, and DS/1000 in particular, using a manufacturing environment as the background. A "Tour Guide" (professional actor) takes you on a plant tour discussing why distributed processing of DS/1000.

Additional copies of the DS/1000 video tape may be ordered as part number 90650 at \$30 each (as of November 1).

Use this new tool to introduce your customers to the benefits of distributed processing—the HP Way!

SELL DS/1000.

HP-IB Slide Presentation Kit

By: Don Rowe/DSD

Want to tell your customer about HP-IB? Want to learn more about HP-IB? If so, see your DM. All DM's were recently sent a letter that describes an excellent set of 35mm slides on the topic of HP-IB. They were done by *George Stanley* (Instrument Group) and include both computers and calculators as controllers. They are definitely intended for use in customer presentations.

Over 30 sets were distributed to various offices worldwide and the letter tells who to contact in your region when you want to use a set. Also, the same letter was sent to all Instrument and Calculator DM's so you might consider a joint presentation to really show HP's range of capabilities.

ATS Training for 1st Half FY'78

By: Bill Mohr/DSD

The following courses will be given on the dates indicated:

Course #	Title	Location	Dates
92703B	TODS-C	AMD	11/8 -11/11
92780A	HP-ATS	DSD	12/12-12/16
92780A	HP-ATS*	DSD	1/16- 1/20
92781A	ATLAS**	DSD	1/23- 1/27
92780A	HP-ATS*	DSD	2/6 - 2/10
92720A	ASA (8580)	DSD	2/13- 2/17
92722A	TODS II/III	DSD	2/22- 2/28
92728A	8580 Maint.	DSD	3/1 - 3/14
92727A	8542 Maint.	DSD	3/8 - 3/21
92700B + 001***	9500D + TODS	DSD	3/13- 3/20
92780A	HP-ATS*	DSD	3/27- 3/31
92781A	ATLAS***	DSD	4/3 - 4/7

* This course requires formal RTE training or equivalent knowledge and experience as a prerequisite. The current two-week RTE class or course number 22966B (Introduction to HP 1000) to be offered bi-weekly commencing January 9th will suffice.

** This course requires 92780A (HP-ATS) training as a prerequisite or equivalent knowledge and experience in RTE and Test System Programming.

*** This is the last time this class will be taught.

RTE-M Manual Package—92827A

By: Mark Fowle/DSD

Van Diehl's Newsletter article of October 1, 1977 "New RTE Manual Package—", did not include the product number for the RTE-M manual set. Order by part number 92827A, at \$150.

LOCUS History Master Volume I

By: Melanie Van Vliet/DSD

The Data Systems LOCUS has been collecting user-contributed software since 1966. This comprehensive collection of 649 programs, consisting of subroutines, utility packages, compilers, assemblers and drivers reflects the progression of operating systems and peripherals that have been developed for the HP 2100/21MX product line.

We have noted that irrespective of operating system or peripherals, the bulk of the LOCUS can serve as an invaluable reference for developing special and general purpose software. The thousands of hours of analysis, design and programming remain as exemplary guidelines for future applications.

For the first time LOCUS will be offered in its entirety as a complete historical reference library, called the LOCUS HISTORY MASTER, Volume I. See contents list below for details. The availability of the LOCUS MASTER is a prelude to the future as it preserves the past, and paves the way for the upcoming direction of the LOCUS. Until the next publication of the program catalog, all programs in the LOCUS will remain available on an individual basis and on this basis all programs will be revised and updated as usual. The LOCUS HISTORY MASTER WILL NOT BE UP-DATED The publication of the next LOCUS Program Catalog will include only software that can be used on the HP 1000. Software on the HISTORY MASTERS that is not HP 1000-oriented will be obsoleted, and withdrawn from individual sale.

The LOCUS HISTORY MASTER Volume I is set up to run with a RTE Operating System. We encourage every sales office to order the LOCUS HISTORY MASTER. It is a valuable sales tool and an exceptional reference.

LOCUS HISTORY MASTER VOLUME I. Contents:

- Complete Documentation for 22002 thru 22682-***70 (includes 95 Microfiche in Porta Fiche II Carrying Case)
- 1 Binary Relocatable Access Program SDLS4 on Paper Tape
- 1 Binary Relocatable Access Program SDLS4 on Mini-cartridge
- 1 LOCUS HISTORY MASTER USER'S GUIDE
- 2-2400 foot reels of Sources (22002 thru 22682-***70)

ORDERING INFORMATION:

The LOCUS HISTORY MASTER has part numbers 22000-14050 (800 BPI) and 22000-14051 (1600 BPI). Each version is sold to customers for \$550. For your own use in the field, the LOCUS HISTORY MASTER is available at cost. To order, please transmit an Internal Order on HEART to the Computer Service Division (5005).

Whatever Happened To . . . ?*By: Jane Seligson/DSD*

If you are one of the many frustrated souls who has been searching for one of the old 2100 computer pocket guides, bad news. They have been retired to the realm of the brontosaurus. The old 5951-4423 contained such an excessive amount of obsolete material it had outlived its intended usefulness. There is no stock left of this publication.

The following manuals, all currently available, contain the meat of the old pocket guide:

- | | |
|-------------|--|
| 5950-3765 | 21MX-E-Series Computer Technical Reference Handbook including I/O Interfacing Guide (perfect for your own OEM engineer). |
| 02116-9014 | Assembly Language Reference Manual |
| 02116-9015 | FORTTRAN Language Reference Manual |
| 02116-9072 | ALGOL Language Reference Manual |
| 92065-90001 | BASIC Language Reference Manual |

Is there going to be a successor to the old 2100 pocket guide? Yes, but not a direct replacement. Work has begun on a 6-volume set of books that will contain all HP 1000 System software publications in a handy 7 × 9 inch format size. The first volume, titled "RTE Programming Support Software" will cover languages and both RTE and RTE-M

Editor. We expect this publication to be available January 1 with the part number 5950-3780. The others will follow approximately two months apart thereafter until all 6 are complete. A separate part number for the full set will be announced later in '78. All can be ordered from Data Systems.

See You in Cleveland?*By: Linda Siener/DSD*

DSD and GSD will be co-sponsoring a booth at the American Production and Inventory Control Society (APICS) convention in Cleveland on November 2, 3 and 4. The theme of this booth will be "Computer Systems for Manufacturing" and will show DS/3000 and DS/1000.

DSD will be demonstrating products for instrumentation (HP-IB), operations management (data capture and the 3070), and measurement and control (2240) on the HP 1000. GSD will be demonstrating the manufacturing control software capabilities of the 3000. Several 2648's will be used and also the new line printer, the 2631. If you've been wanting to show your customer HP's excellence in these areas, or would like to show them HP's tools for manufacturers, it would be ideal to bring them to this conference.

If you have any questions, give me a call at DSD x3360.

See you in Cleveland?



DATA TERMINALS NEWS

We Need You!

By: Eric Grandjean/DTD

You have recently seen a couple of articles in the DTD Newsletter which have undoubtedly raised your interest. You probably thought, "Gee, Aah,, Ooh . . ." (or whatever three or four-letter word you normally use) "That's exactly what I needed to know to sell those 100 terminals to Joe Wizbang!"

We would like to start a new section of the Newsletter devoted to non-standard applications. To do it, with any kind of credibility and success, requires that *you* (FE's and SE's) tell us about them. You will, of course, get all the credit for it and become world-famous at the same time.

Our expert editing staff will do the final checking and/or editing. Needless to say, your report does not need to be a novel; however, it should contain enough technical data to allow someone else to walk to a prospect and be able to say . . . "We have done it, and it works!"

Each report should contain the following information:

For End Users

- System description, configuration
- Software name and level; driver
- How the terminal is used; configuration
- Operating parameters
- Special software or hardware and whether available for other customers (contributable)
- HP contact—Customer contact (if any)
- Special application
- Special modification

A couple of hours of your time per month is all we need from you.

Please make sure that your customer has no objection to releasing this information for our HP internal Newsletter! We don't have to use their name.

Your reports can be mailed directly to *Soni Hogan* in Cupertino, to DTD Grenoble, or DTD YHP.

Sales Development Lineup

By: Carl Flock/DTD

Here's who to call at DTD:

Sales Development Engineer	Region Supported
<i>Carl Flock</i> (at Cupertino)	Manager
<i>Steve Berman</i>	NSR-South
<i>Sarv Thakur</i>	NSR-North
<i>Bill Swift</i>	ESR
<i>Eric Grandjean</i>	CSR, HPIC
<i>Tom Lee</i>	MSR-E, MSR-W, SSR
<i>Francis Marc</i> (at Grenoble)	HPSA-Manager
<i>Richard Franklin</i> (at Grenoble)	UK, Netherlands, Belgium, Denmark
<i>Maurice Poizat</i> (at Grenoble)	Germany, Spain
<i>Christian Graff</i> (at Grenoble)	Italy, Sweden, Norway, Finland, Switzerland
<i>Hideki Gushima</i> (at YHP)	Japan

Lockout Spec

By: Rich Ferguson/DTD

In many sales situations, there exists keen competition from other vendors. Wouldn't it be nice to have one feature that nobody else has that can be used in almost any application that you can think of? Just think of all the sales that you could make with a feature like that. Well, folks, you got it! It's called "AUTO PLOT." When you're in a competitive situation against any other alphanumeric terminal, you can provide your customer the ability to plot any kind of tabular data he wishes. No, you don't need a computer or computer software to do this. What could be simpler from the customer's point of view?

You just type in your data or read it in from cartridge, press two buttons, and boom! You've got a plot automatically scaled and easy to read for any application that you can think of. Use the 2648 AUTO PLOT feature as a lockout spec against the competition. No one else has it except you.

Where Is My Graphic Cursor?

By: *Eric Grandjean/DTD*

In a way very similar to the "Green" key—"Space" key sequence to find where you currently are on cartridge tapes, you can interrogate the 2648A to find out what is the current X, Y position of the graphic cursor!

What you do is press the "Control" key while pressing the "G Cursor" key. That will toggle a special display on the left hand top corner of the screen. Press these keys again (or the return key) to resume normal operation.

The special cursor position display will appear whether or not the graphic cursor itself is on display (Magicaboo!).

Need Custom or Extension Cables?

By: *Sarv Thakur/DTD*

We have had a number of queries recently regarding cable lengths and fabricating custom cables. Most of the answers can be found in the 2640 Cabling Application Brief and 2645 and 2648 Reference Manuals—Section 7-26 through 7-38 (Data Communications Cabling). Feel free to consult these documents liberally. In addition, the following points should help answer some further questions:

- EIA Standard RS232C recommends a maximum distance of 50 feet between modem/computer and terminal/first terminal in multipoint environment.
- There is no industry standard pertaining to maximum distance from modem/computer to terminal in current loop. We recommend 1000 feet. Some users have tried 2000 feet without experiencing significant problems.
- Signal quality and noise immunity may suffer when cables longer than standard DTD lengths are used.
- GSD Extension Cables 30062-60006/60009/60012 may be used with all wires disconnected except pin 2, 3 and 7, plus a couple of extra wires for future expandability. However, extension cables in general are very noisy.
- Composite Video Cable (13232L) can be extended by using a commercially available standard RF coaxial cable with a BNC adapter.

Versatec Hardcopy

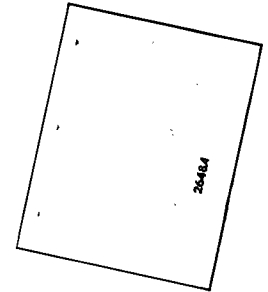
By: *Rich Ferguson/DTD*

In a previous issue, we discussed the Versatec Model 1640 for graphics hardcopy. In that article, it was mentioned that

if the Model 1640-8 was ordered for multiple terminal support, remote hardcopy request was not supported. This was in error. With eight terminals, remote hardcopy request is indeed supported. If there are any questions, call your Sales Development contact.

A Best Seller?

By: *Eric Grandjean/DTD*



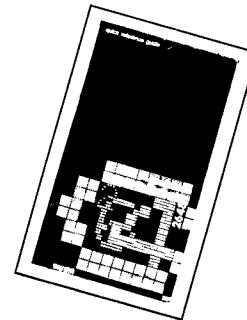
The cover is light brown and its title is "2648A Graphic Terminal Reference Manual," P/N 02640-90002. The authors are *Dwayne Murray* and *Mike Caldwell* from the DTD Technical writers team.

This brand new edition features the 2645A as well as the 2648A terminals. It contains more than 10 major sections covering such things as DISPLAY MEMORY AND TERMINAL CONTROL FUNCTIONS, TERMINAL GRAPHIC FUNCTIONS, DEVICE CONTROL, DATA COMMUNICATIONS, STATUS, INSTALLATIONS, APPLICATIONS, etc., etc.

It has been designed to answer at least 95% of all conceivable questions related to the terminal itself, and how to use it.

The Reference Manual is highly recommended by your Cupertino, Grenoble and Tokyo Sales Development teams for your every day reading.

Crystal-clear descriptions with lots of examples and illustrations will give you and your customers hours of enjoyable and educational reading.



Order your copy through your normal channels for speedy delivery. While you are at it, you could also order our brand new 2645-48A QUICK REFERENCE GUIDE—P/N 02640-90004, an ideal companion designed to fit in your suit pocket, hand bag or brief case.

GOOD READING AND GOOD SELLING!

GENERAL SYSTEMS NEWS

Product News

2631/2635A Support on HP 3000

By: Chosen Cheng/GSD & Larry Andrews/Boise

- The 2635A Printer/Terminal from Boise will be supported as an optional system console.
- The 2635A Printer/Terminal will be supported as a hard copy session terminal and will be available from Boise.
- The 2631A Printer will be supported as a local printer and will be available from Boise.

Currently GSD does not support the 2631 or 2635 on the HP 3000. Support for each of these peripherals is planned for early calendar '78. Your field comments and 3000 User's Group inputs have indicated definite customer interest in each of these products, and we anticipate a positive impact on your sales opportunities.

The 2635A cannot be ordered today as a system console. It has been tested as system console (Terminal type 10; no parity; 1200 baud) on a limited basis and these tests indicate there are a few limitations:

1. During system initialization the first character of each line is an extra garbage character; the garbage character is not printed once the system is up.
2. During system initialization the terminal prints a back slash (\) in response to Control-H (H); once the system is up, the terminal prints a backspace on the same line in response to Control-H.

Once supported, the garbage character will not print, Control-H will produce a line feed so backspaces occur on the next line, and the console will operate at 2400 baud.

The 2635A will be supported as a session terminal in hardwired and modem-acoustic coupler connections. Preliminary hardwired tests (Terminal type 10; no parity; 2400 baud) indicate that the backspace is printed in response to Control-H. Once supported, Control-H will produce a line-feed so backspaces occur on the next line.

We have not tested modem connections to date.

The 2631A Printer will be supported as a local printer interfaced to the Universal Interface (UI) and configured similar to 2613/2617 Printers.

Hope this gives you the information you need to advise your customers and build your sales presentations. Feel free to contact us if we can be of help.

Curriculum Project Update

By Carol Budkowskii/GSD

In May, 1972, HP entered the computer curriculum publishing business in response to a need recognized among our users for this type of material. You will find this material unique in one respect, that is, it assumes that students have the use of a BASIC computer system and can write and execute their own programs in BASIC. The authors of the material are educators . . . well known for their work in computer curriculum and for accomplishments in their academic fields as well.

Each curriculum module covers a standard or enrichment topic, which contributes towards a fuller understanding of the subject. Whenever possible, the computer is used to develop ideas and concepts which are either impossible or very difficult to explore without the computer. The associated computer programs are, in most cases, compatible with all HP systems. Supplementary books are also available in the following subject areas:

Secondary Schools—

mathematics, ecology, Project SOLO computer topics, social science,

Secondary or College—

physics, environmental science,

University—

physics, business, economics, and,

Programming Aids—

INQUIR and PILOT reference manuals, COBOL/2000 workbook, computer graphics (three dimensional projection).

HP will continue to support the production of curriculum material proven to be of use to a majority of our users. To receive more information about these and other curriculum products, write to:

The Scientific Press
The Stanford Barn
Palo Alto, CA 94304

When Do I Need a Software Agreement?

By: Pete Van Kuran/GSD

This is a question we hear a lot at GSD these days; so here is a checklist that will help you decide:

1. Does the customer want Plan I software support?

- a. For new Plan I orders, a *Software Agreement is required and must be signed by the customer before an order can be transmitted* to GSD. The Software Agreement number must appear in the special instructions section of the T1 order and in the "P Purchase" field of the S1, support order.
- b. For existing customers, a Software Agreement must be signed by the customer wanting full support upon expiration of the current BMMC Contract. Then a 12-month Software Support order (HP22823A with appropriate options) must be entered with SUPPORT ONLY" in special instructions.

2. Does the customer want the prepaid option? (Option 002)

The key to deciding if a Software Agreement is needed is to look at the discount schedules. If the customer qualifies for the larger software discounts, then he must sign the Agreement to receive them. If he does not sign an Agreement, the best discount he can receive is the discount allowed in his hardware Purchase Agreement. Note: A customer cannot purchase hardware on his old agreement and software on the new. He must purchase both under the old agreement or sign both a new hardware and software agreement. *Remember to have the customer sign the Agreements before you transmit the order!* And include the Software Agreement number in the special instructions section of the order.

3. What if I don't have a Software Agreement for my customer to sign?

All domestic sales regions and HPSA (as of November 1) have agreements approved for use. The East and Middle Eastern areas of HPSA will only offer the pre-paid plan (Option 002) with the hardware discount schedule; and, therefore, do not need an Agreement.

The 2026 System: Data Entry and Data Communication . . . Is That All There Is?

By: Dick Baumann/GSD

No Way! As most of you know, the HP 2026 system is good for fast data entry and data communications to other 2026 systems or larger central computers. The 2026 has been doing these two things for HP under the name of "COMSYS" for years.

But the 2026 can do much more than just data entry and data communications. Here is a list of some of the other 2026 features, any one of which can run concurrently with data entry:



- SORTING
For example, a 10,000 record file of 50 characters per record can be sorted in less than 13 minutes.
- PRINTING
Besides being able to print anything that might be entered via terminals, a printing capability allows "standard-label" and other report files to be handled. Watch for some neat capabilities in this area next NPT Tour.
- BATCH UPDATE OF DATA FILES
Of course data files stored on disc can be updated "on-line" via the 2026 terminals. But perhaps more important in a distributed network is the capability to take a (transmitted) file of "changes" and update 2026 disc files in a batch mode. You get *both* capabilities on the 2026.
- REFORMATTING
Perhaps data being entered via the terminals is needed by other applications or computers—but in a different form or format. The 2026 supplies a general purpose reformatting utility that can change the order of fields, delete fields, or insert literals to create new fields.

So . . . if anyone asks what the 2026 system can do between the time data is *entered* and the time it is *transmitted*, the answer is "plenty"!

In the next issue we'll talk about what we can do in the data entry phase using DEAL, our own super applications language. Anyone's data entry system can do things like right justification, checking for all numeric fields, and the like. We can do much more. The HP 2026 is not a "general purpose solution" but there are many more capabilities there than you think! Take a look at it and see for yourself.

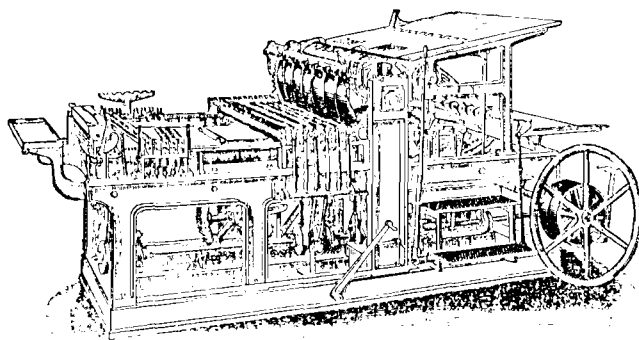
Education Program Survey Hot Off the Presses!

By: Carol Budkowski/GSD

Last Spring, an installation survey was issued to our Educational User's Group site representatives throughout the world. The purpose of the survey was to get users to share software information. Our assessment resulted in a 65% return with 27% of this total contributing user programs and program libraries. Even though this information is far from representative of the entire scope of users' activities, there is enough data here to be of use to most of you. To receive your free copy of these results, write to *Carol Budkowski*, HP Educational User's Group, General Systems Division, 5303 Stevens Creek Blvd., Santa Clara CA 95050.

Good Press for the HP 2026

By: Dick Baumann/GSD



Have you seen the September *Computer Advances* article on the 2026? It ran in the September 19 issue of *Computerworld* and it is in the September issue of *Datamation*. In addition, *IDC (International Data Corp.)* gave us a nice write-up in their August 1977 *Datcomm Advisor* newsletter. Both of these articles concentrated on the benefits that HP has realized from its COMSYS network. There is lots of activity now with the HP 2026. Interest has been building steadily and good press like this promises to bring us many FY'78 orders.

Series I + OEM = PAYOFF

By: Phil Wajs/CSR & Jon Jacobson/GSD

The August 15, 1977 issue of the *CS Newsletter* testified to the fact that 75% of Series I sales are going to OEM's. Now *Phil Wajs*, of Montreal, relates the following example on how OEM's using Series I's could help you increase your sales.

Phil's Story:

We met with a software house in Montreal at an HP 3000 seminar. The principals of the company had extensive experience in implementing systems on *DEC* computers, yet they were genuinely interested in the capabilities of the HP 3000.

Working very closely with the software house, *Peter Halpin*, also of Montreal, put on a very impressive demo to a wholesaler of vacation tours. Using *IMAGE/QUERY* they demonstrated HP 3000 Series I capabilities for use in tour bookings, airline and hotel reservations. The tour people were impressed at the ease in establishing the database which convinced them that such a system could be installed before their next tour season. Seventeen prior vendors had failed before the HP 3000 demo; at this point the software house went to work, spending the next four months developing a vacation travel booking system supported by *IMAGE/QUERY*, *COBOL*, *SPL*, & *DEL*. When the HP 3000 Series I arrived it was installed in two days at which point the travel people began entering tour, airline and hotel information.

The results from the installation of the system have been outstanding! The travel booking application, to aid in telephone queries by travel agencies, is currently supporting 10 terminals with 4 more on order. The application, written in *SPL*, is currently providing one to two-second response time per terminal. The tour agency has found they are now able to handle twice the number of bookings with half the staff needed prior to the system installation.

The advantage to an OEM sale was realized almost immediately, when another travel wholesaler purchased an HP 3000 Series I within one week following a demonstration of the first installation. Their order was shipped only five weeks from the order date. The software house is now overwhelmed with interest from other travel agency wholesalers. They are currently organizing seminars and demos with the help of the HP sales office in Montreal.

As an additional note:

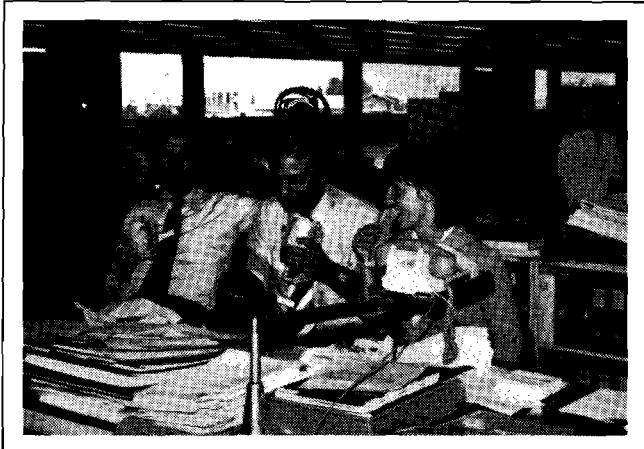
This could become a very typical story. The Flexibility and pricing of the Series I allows an OEM to gain an entry now, with the advantages of the entire HP 3000 family later on.

HP GRENOBLE NEWS

Division News

In Bulk News of a Busy September

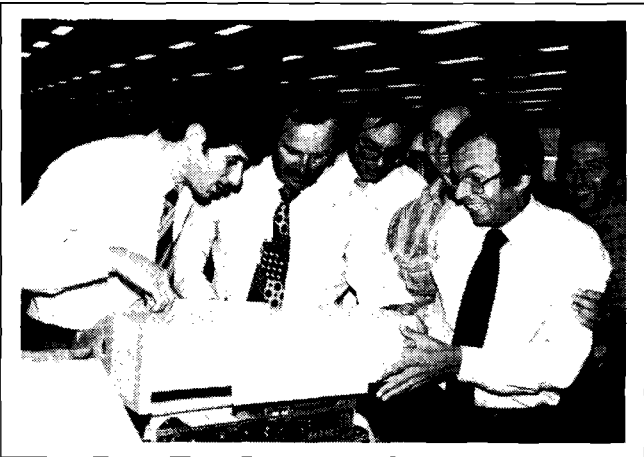
By: Francis Marc/HPG



Pierre Ardichvili, Francis Marc, Catherine Clay

We deserved the halo!

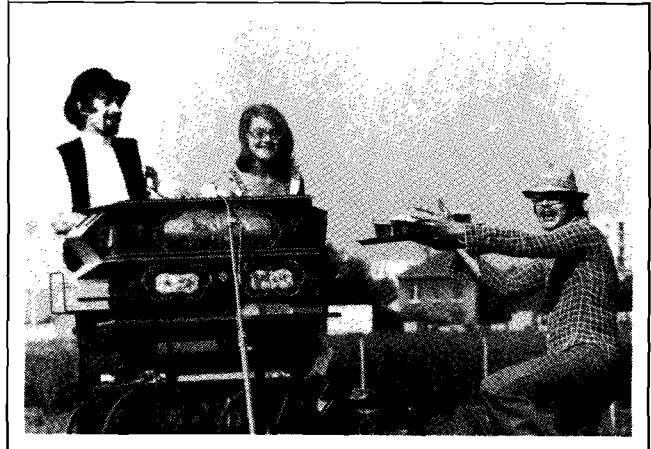
Not only we finalized our FY '78 targets almost on time, but also started the meals cost cutting down.



Joël Seton, Eric Grandjean, Christian Graff

The very first 2631 in Europe . . .

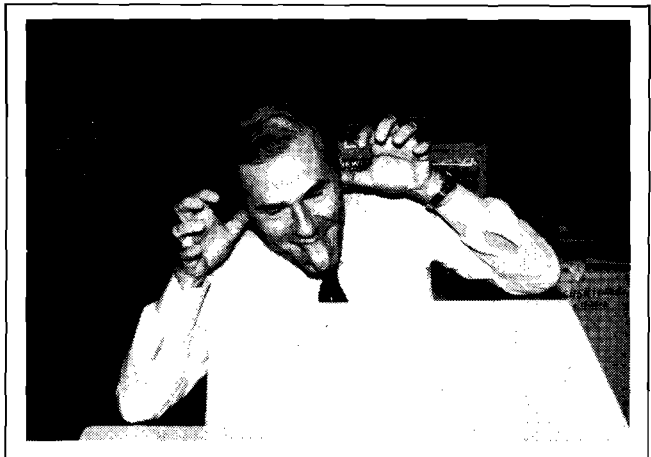
received with great enthusiasm. That printer had been used to run a series of CE classes.



Richard Franklin

HPG delivers! . . . at least beers

A successful beer-bust had been organized at the occasion of the August good orders results and promising September ones.



Pierre Ardichvili

The 15,000th 264X terminal

delivered from our factory. The management was full of attention towards it. Here *Pierre* is personally performing the last tests.

Terminals Sales Development

By: Francis Marc/HPG

Our three Terminals Divisions – Boise, Data Terminals and Genoble – have agreed on a common Marketing Strategy. So, I am glad to introduce the members of my new team that will help you (and the Calculators Sales Force also) in promoting the product types 57, 67, and 69. To achieve the best efficiency, we decided on a geographical dividing up of load, though our backgrounds are complementary and will allow us to jointly provide you with a large range of support.

Richard Franklin

Most of you already know *Richard*, by name or sight, as he was this year in charge of P.L. 69.

He was previously calculator FE at Winnersh, U.K. Richard will now take care of the U.K., Netherlands, Belgium and Denmark.

Maurice Poizat

Maurice comes from the Grenoble lab where he has played a great part in the 3070 development. *Maurice's* areas will be Germany and Spain.

Christian Graff

These past few years *Christian* started our plant EDP operations. He knows a lot about software and HP systems.

Christian will support Italy, Sweden, Norway, Finland and Switzerland.

For my part, I will be the direct contact for France and will also help Eastern and Mediterranean countries.

Already 15,000 264X Terminals

By: Francis Marc/HPG

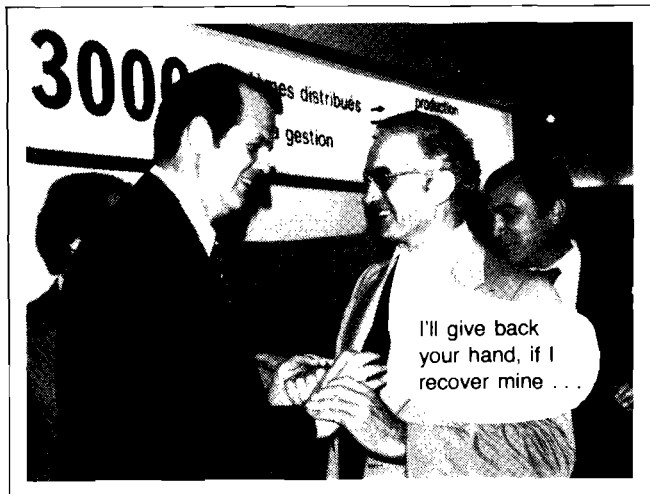
Within the framework of the SICOB Show in Paris, *Jim Arthur*, General Manager of DTD, delivered the 15,000th terminal. (It was a 2640B produced by Grenoble and came complete with a golden overlay!) The customer was the CAMIF, represented by *Mr. Arnaud*, President, and *Mr. Faveau*, Systems Manager.

The CAMIF is a cooperative, specializing in sales by correspondence, and is located in Noirt. This town is one of less than 100,000 inhabitants and is the most "computerized" in Europe, due to the presence of several other mutualist companies.

The customer's application is to manage with short delays, and at a reasonable cost, about 8,000 references and 2 million orders. *Daniel Roman* sold them four 3000 systems that are interconnected and 95 terminals.



Marcel Jacques
Mr. Arnaud
Kleber Beauvillain
Georges Rezwiakoff
R. Faveau
Jim Arthur
Cyril Yansouni



"Eine Neue, in Ihrer Art Einmalige . . ." or The HP 2240 Launched at INELTEC '77 in Basel

By: Henri Ajenstat/HPG

The INELTEC show, which takes place every second year, is one of the most important European fairs in the widely spanned field of industrial electronics and electrical engineering. As a measure of success, INELTEC '75 attracted 700 exhibitors and 31000 specialist visitors.

Instrument, Calculator and Computer groups of HP Schweiz combined their efforts and presented a very impressive selection of relevant HP products under the general theme of "The HP Connection."

On the computer side, *Bernd Palmer* and *Franco Bianchi* did an outstanding job in showing an HP 1000 system for data collection and data acquisition applications.

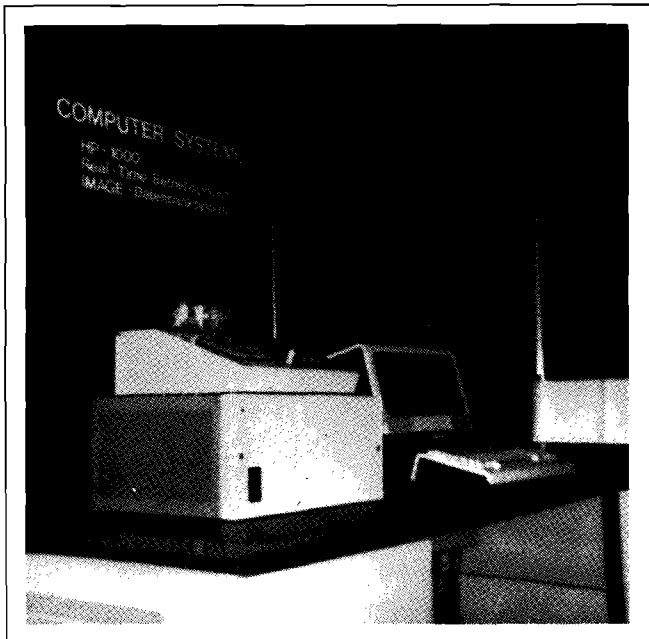
The HP 2240A (provided by Grenoble) which was officially introduced to the Swiss market at this occasion turned out to be one of the centers of interest to the numerous visitors of the HP booth.

The highly industrialized Northern part of Switzerland represents an excellent marketplace for our measurement and control systems and the unique capabilities of the 2240 should give HP a definite edge over our competition.

We sincerely wish a lot of sales of the 2240 to our Swiss friends. The pictures below show the HP 1000 system corner.



Franco Bianchi exercising one of the HP 2240 programs.



The final layout of the system with its desk-top 2240 unit.

Terminal Specialists Training Course

By: Francis Marc/HPG

That Sales/technical training class will be conducted at Grenoble, starting December 5 and finishing December 16 at noon.

The class is intended to those sales persons who carry a substantial quota in terminals and in one way or another "specialize" in our product lines. Mostly oriented towards the "neophyte" terminal specialist FE's, the course could also be profitable to some SE's or CE's.

It is organized in such a way that one could skip modules, if for example he previously attended the 264X In-Service Training (at the plant or by correspondence).

Extensive "hands on" lab sessions will be used along with factory specialists giving lectures and guidance. It will be an intensive period of hard work, including homework assignments and quizzes.

Nevertheless, we plan ski activities during the December 10-11 week-end.

As a prerequisite, the students should have read carefully the following documents (and bring them to Grenoble):

Guide book to Data Communications	5955-1715
2645 User's Manual	02645-90001
2648 User's Manual	02648-90001
2645 Reference Manual	02645-90005
2648 Reference Manual	02648-90002
2631/2635 Field Training Manual	5952-9423
2631 User's Manual	02631-90801
Condensed description of the HP-IB	59401-90030

Please, send me your reservation as soon as you can. As the class size is limited to 16, preference will be given according to the terminals quota importance.

DAY 1 (Dec. 5)	DATA COMMUNICATIONS (Hardware/Modems/Protocoles)
DAY 2 to DAY 4	QUIZ 264X Architecture/Ordering infos/Demo techniques 2645 - LAB 1 to 8
DAY 5	13290/2649/TIP/FIRMWARE Firmware modification - Program development.
DAY 6 (Dec. 12)	2648 - GRAPHICS LAB SESSIONS TEK Compatibility
DAY 7-8	263X PRINTERS - Demo technique - Hardware - Escape sequences - options - OEM market
DAY 9	Optical Mark Readers
DAY 10	3070/3071 - Data Acquisition - HP-IB Control.

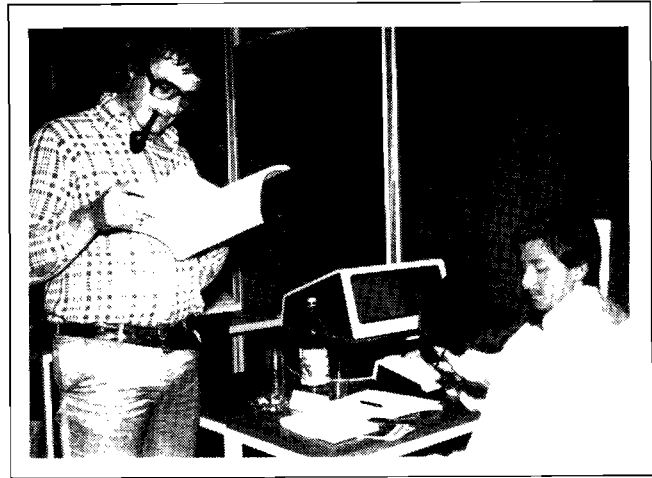
First Time in Europe! 2649A Customer Training Course

By: Maurice Poizat/HPG

The first 2649A Customer Training Course (13294A) was successfully given at HPG from September 19 to 23. *Steve Stark* of DTD made a great and valuable contribution by giving this course, thereby opening the way to a new series of customer training courses in Europe!



An attentive class!



Solving a lab exercise in team work.

The next 13294A course will be held in Grenoble from December 12 to 16, 1977. Please contact me or *Catherine Clay* at HPG and send us a training Register Request Form if you know any customer interested in taking this course.

It will be given in English at HPG every three months. If you need further information, please send me a telex or call me.



Maurice Poizat (left) will take over from *Steve Stark* (right) for the next courses in Grenoble.

CS GROUP NEWS

SAN DIEGO DIVISION

Division News

Sales Support for SDD Plotters

By: Scott McLendon/SDD

On November 1, you will be selling the new generation of X-Y Plotters from San Diego Division. These new plotters include the 9872A HP-IB Plotter and the 7221A RS232C V.24 Plotter.

The present San Diego Regional Sales Engineers will provide you the best possible sales support. Our number is (714) 487-4100.

Neely—Greg Diehl (ext. 324)
 Midwest—Ron Whitburn (ext. 273)
 Southern—Vern Hudson (ext. 270)
 Eastern—Vern Hudson (ext. 270)
 Canada—Ron Whitburn (ext. 273)
 ICON—Pete Hillebrecht (ext. 295)
 HPSA—Pete Hillebrecht (ext. 295)
 Order Processing—Chris Morones (ext. 316)
 Staff—Manuel Rivas (ext. 261)

As you know, the new generation plotters will have multiple sales force coding. Guidelines for your selling assignments are:

9872A

1. Primary sales emphasis on plotters to be used in HP computer systems, specifically the 1000 series.
2. Sell to OEMs who have computer OEM contracts.

7221A

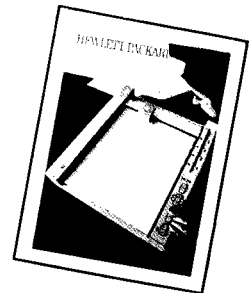
1. Sell as a graphic terminal to computer end-users.
2. Sell as part of HP timeshare system.

3. Sell to OEM HP computer customers.
4. Sell to customers of data terminal sales persons except in those designated areas covered by SF06.

Product News

HP Journal Plotter Articles

By: Myron Hunt/SDD

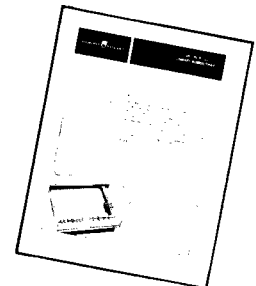


The September issue of the *HP Journal* features the new San Diego Plotters as the cover story. In addition, there are five separate articles in this issue on these new plotters. The *Journal* articles along with the plotter data sheets provide an excellent package for your customers.

Promotion of the 7221A consists of the front cover (in multi-color) of the September *Measurement Computation News*. Media advertising appeared in the October issues of *Data-mation*, *Computer Design*, and *Computer World*.

Plotter Software

By: Greg Diehl/SDD



The new software package for the 7221A is called PLOT/21 (Item #72021A). Over 50 FORTRAN IV subroutines are available to the user through simple program call statements. With this package the user can take full advantage of any of the plotting features from program control. Examples include: pen selection, velocity, resolution; character style, size, slant; incremental, relative and absolute data plotting; even interactive functions such as point

digitizing. More complex figures such as labeled axes, labeled grids, and plot frames can be drawn each with only one call statement. The remaining 28 subroutines, though transparent to the user, handle data unit conversion, formatting and handshaking between the host and the plotter.

Each software package contains a PLOT/21 Software User's Manual, a 9-track magnetic source tape and loading instructions. PLOT/21 is supported on the following systems:

System	Option Number	Contents
HP 3000	72021A Option 001	800 BPI ASCII Source Tape, Manual, Loading Instructions
	72021A Option 002	1600 BPI ASCII Source Tape, Manual, Loading Instructions

The model 9872A HP-IB Plotter can be programmed using HP-GL (Hewlett-Packard Graphic Language), an easy-to-use set of 38 two-letter mnemonic commands.

Sales Aids

In addition to the plotter and software data sheets, many other sales aids are available. A demonstration cassette (P/N 07221-18001) is available for use with the HP 264X series CRTs and the HP 7221A Plotter. It contains a features plot and several applications plots for business, science, numerical control, and a PLOT/21 flow diagram.

Another easy-to-use sales aid is our demo PROM box. It plugs into the front of the 7221A and allows you to demo the plotter using only a power cord. The plotter executes the stored program in the PROM automatically when the power is turned on. Call your SDD Regional Sales Engineer for details.

The 7221A can also be run from the GE Timeshare network using a plotter, terminal and modem. Simply dial the access number in your area, call for the plotter demo programs, and answer the interactive questions to begin your demo. Ask your SDD Regional Sales Engineer for the phone number and password in your area.

Some customers may not have one of the PLOT/21 supported systems and would be interested in converting the software to their system. Give them a copy of our Application Note 229-1 detailing software conversion considerations. While not covering actual steps to be taken, it still guides the customer in parameters to be considered and pitfalls to avoid when trying to convert the software package to their system. Please note that the 7221A and PLOT/21 are not compatible with the HP 2648 Terminal.

For those customers interested in the binary commands which drive the 7221A we have reprinted Chapters 9, 10, and the Appendix of the 7221A Operating and Programming Manual. Give a copy to the customer and avoid those lengthy explanations of "what makes the plotter tick." These chapters outline the programming command set of the 7221A.

Data Sheets

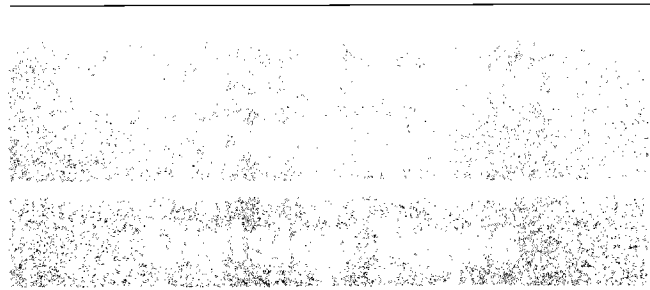
- 9872A—5952-2863D
- 7221A—5952-2862D
- PLOT/21—5952-2864D

Manuals

- 9872A Interfacing and Programming Manual—09872-90003
- 7221A Operating and Programming Manual Chapters 9 and 10—07221-90001
- HP PLOT/21 Software User's Manual—07221-90002

Application Note 229-1—5952-2869

- HP PLOT/21 Conversion Considerations



HP Sales Financing is your Leasing Company

By: Ron Bannerman/SFD

To meet the growing demand, HP maintains a full customer financing capability and encourages the use of HP plans to meet the financing requirements of its customers. The mission of Sales Financing Division in Palo Alto and your Regional Sales Financing Manager is to provide a Hewlett-Packard leasing service to your customers.

HP financing is a practical and effective means of placing HP equipment; and a well-designed financing plan can be an asset to a well-managed company. It is Sales Financing's responsibility to apply specialized knowledge and experience to help you place CSG systems.

Regional Sales Financing Managers

- NEELY
Effective November 1, *Ed Brown* will take over responsibility from *John Boutsikaris* as RSFM. John has done an outstanding job and is looking for new challenges as a Computer Systems FE (If you can't beat 'em...). *Ed* comes to Sales Financing from the Airport office, where he was Office Manager.
- EASTERN
Effective September 1, *John LaRocca* took over responsibility from *Gene Saxman* as RSFM. Like the efforts of *John Boutsikaris*, *Gene's* good work will be missed. *John LaRocca* leaves his position as ROPS Supervisor in King of Prussia to take over Eastern Sales Financing responsibility. Already *John* is making an impact, promising to "make you an offer you can't refuse".

• MIDWEST

Ron Dopke continues his strong support of Sales Force 02. *Ron* and his staff have been responsible for 13% of all Computer System orders in Midwest this year. Financed orders are 23% over last year's effort.

• SOUTHERN

Sales Financing's "Good Ole Boy" in Atlanta is *Tom Mahaffey*. *Tom* and his staff have financed 16% of all Computer System orders in Southern this year. Financed orders are 67% over last year's levels.

New Tax Exempt Lease Program Announced in October

One of the most successful Sales Financing Programs is the Time Payment Plan (TPP) for state and local governments. TPP offers a tax exempt interest rate to qualified customers. Now HP Sales Financing offers a tax exempt lease plan for state and local governments which are unable legally to sign the TPP contract because it is a purchase agreement.

The program looks like this:

	Term in Months		
	36	48	60
Rate (% of List)	3.069%	2.375%	1.960%
Purchase Option	\$1.00	\$1.00	\$1.00

Boise Printing Terminals Available Under Full Service/Short Term Lease Program

An effective marketing tool for customers who want to rent terminals or are under capital budget constraints is HP's Full Service/Short Term Lease Program.

Your customers may order 264X and 263X terminals under Full Service/Short Term Leases.

Contact your Regional Sales Finance Manager today.

**LOOK FOR SALES FINANCING NEWS IN FUTURE
COMPUTER SYSTEMS NEWSLETTERS!**

COMPUTER SYSTEMS NEWSLETTER

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