

COMPUTER SYSTEMS NEWSLETTER

For HP Field Sales Personnel

REINHARDT, HELMUT
FRANKFURT
HPSA

HEWLETT  PACKARD

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HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

BOISE DIVISION NEWS

Product News

New Interface for the 2631A

By: Larry Andrews/Boise

The enhanced serial interfacing capability of the 2639A is now available on the 2631A!! It can be ordered as Option 052, priced at \$615 in the U.S. Please refer to the 2639A data sheet or Volume 3, Issue 22 of the *CS Newsletter* for details on the features of this interface.

263X Paper Basket

By: Thad Webster/Boise

Boise Division announces a new accessory for the 2630 printer family . . . the paper catcher basket. Order product number 26093A for the new wire paper basket to install on new orders or printers already delivered.

This wire basket is different from the paper shelf that hooks into the stand. The new wire basket hooks into the paper exit slot on top of the printer and extends beyond the back of the printer to catch paper. It will be used on table top printers primarily (without stands), but could be used on a printer with stand if needed. This one product, 26093A, is used on any 2630 family printer . . . 2631A, 2631G, 2635A, 2639A . . . orderable NOW!

BMMC Cost Reduction on 2608A!

By: Robert McCaleb/Boise

In our never-ending efforts toward greater customer satisfaction, the Boise Division is pleased to announce a reduction in BMMC charges for the new 2608A line printer.

Basic Monthly Maintenance Contract costs for each usage level are listed below:

Level 1	1-69 print hours per month	\$ 62/mo BMMC
2	70-130 print hours per month	\$ 71/mo BMMC
3	131-360 print hours per month	\$ 125/mo BMMC

As you can see, we are very competitive with our Level 1 and 2 service rates, compared to the products noted below.

HP 2613	\$ 133/mo
HP 2617	\$ 147/mo
Centronics 6600	\$ 95/mo
IBM 5211-1	\$ 75/mo
IBM 5211-2	\$ 125/mo
NCR 6420-101	\$ 110/mo
DEC LP11-V	\$ 95/mo

This is an excellent opportunity to take out your 2608A Field Training Manual and revise the BMMC figures on Page 44!

HP 2631G is OEM Discountable

By: Thad Webster/Boise

You can now sell the new 2631G on Schedule A-4 with an OEM discount in qualified OEM applications. The OEM discount is applied to the Corporate Price List cost, \$4250, plus options.

Since the 2631G only uses the HP-IB interface, finding OEM prospects is not easy. I'm sure you'll prove me wrong, but the only fruitful prospects I see are 2649 OEM's buying 2648 or 2647 configurations. Because a terminal customer can get an OEM discount on these Data Terminal products, we now make the HP-2631G available for the OEM discount.

If you find another type of potential 2631G OEM customer, feel free to call Boise Sales Development to discuss the situation.

DISC MEMORY NEWS

Division News

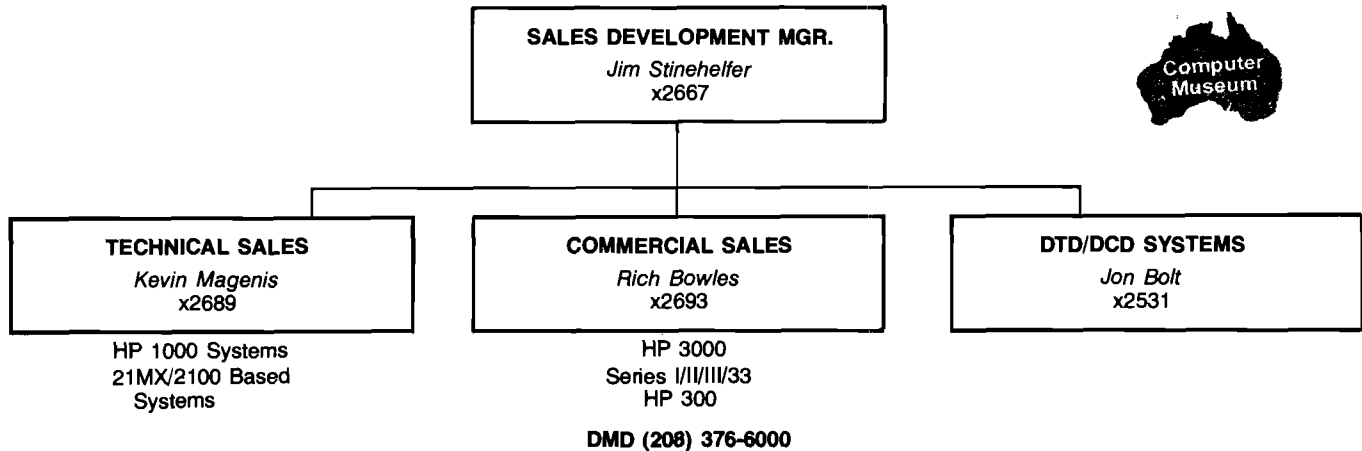
DMD Sales Development Organization

By: *Jon Bolt/DMD*

Disc Memory Division Sales Development has assumed a new organizational structure. No longer are we organized on a regional basis. Instead, we are structured around system

support. This provides each of us with the opportunity to develop technical expertise on specific systems, often eliminating the need to consult system divisions on mass storage related problems.

In addition to this organizational change, we now have a new Sales Development Manager — *Jim Stinehelfer* has assumed this responsibility in addition to his duties as Product Marketing Manager. The organization looks like this:



Product News

Changes in DMD Price List

By: *Kevin Magenis/DMD*

Due to increasing demand, the 13037B disc controller will be placed on the Corporate Price List effective December 1. The controller is volume and end-user discountable. It will not appear on Exhibit A-4 (Peripheral Products) of the CSG Purchase Agreement or be discountable on the OEM component schedule.

Second, due to low volume of sales, the 29425A Low Profile Cabinet for the 7906 will be taken off the price list. For special cases, it can be obtained by contacting the factory.

How Clean is Clean? Disc Drives vs. Their Environment

By: *Kevin Magenis/DMD*

Recently, the meaning of the question, "How dirty is too dirty?" has received a lot of attention. Presently DMD does not intend to draw guidelines that may restrict the wide environmental ranges that a customer might wish or need in order to use a disc drive.

The cleanliness of an environment might be looked upon by a customer as an insurance policy. The cleaner the environment, the lower the probability of a malfunction. This probability is assured to be at a minimum if the environment contains less than 300,000 particles (0.3 microns or larger) per cubic foot.

Using this figure as a guideline, the choice of a suitable environment for a particular application is strictly judgmental. The higher the premium, the better the coverage.

GOOD SELLING!

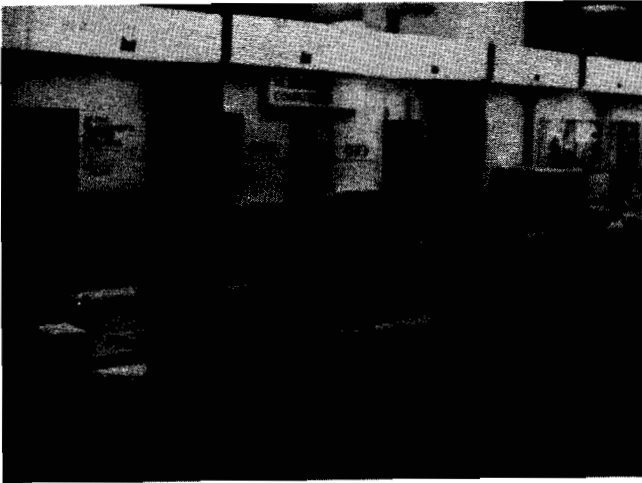
GOOD SELLING!

DATA SYSTEMS NEWS

Division News

ISA/78: Our Most Successful ISA Show Yet

By: Jim Gruneisen/DSD



When the ISA Show opened its doors at the Philadelphia Civic Center on October 16, approximately 25,000 attendees were slated for the next four days. At the bottom of the escalator which all the attendees rode to the show floor was the Hewlett-Packard booth. This displayed solutions to Measurement & Control problems from Data Systems Division, Loveland Instrument Division, and New Jersey Division.

The DSD portion of the booth consisted of an HP 1000 Model 45, a 2240A, and a 9872A. The 2240A was connected to a demo box which consisted of pieces of equipment normally used to control industrial equipment. This demo showed our customers how to interface to motor starters, solenoid valves, 4-20mA transmitters, and LED displays. The demo lent credibility to the HP 2240A's used in industrial environments and was responsible for visitor comments such as "Although we're familiar with HP instrumentation, we didn't know you could handle real industrial applications." Over 150 potential customers asked for a salesman to call or for more detailed information on the HP 1000 and 2240A.

The show was used not only as a chance to display the 2240A, but also to introduce the new Option 001 ROM's for

the 2240A. Several of the demo programs utilized the new instructions for the 2240A to control filling and emptying of two water tanks.

Other DSD sponsored activities included a 5-hour seminar on minicomputers and data acquisition attended by 140 ISA members. Another seminar was held to discuss HP-IB and attracted 50 at each session.

Overall, the show offered an opportunity for many potential customers to visit with HP personnel and view our solutions to their problems. Our thanks from DSD to the King of Prussia Office for their untiring support.

Order Processing

RTE-IV Hardware Upgrade-Order Errors

By: Eric Isacson/DSD

Recently we've had several phone calls from sales representatives who are having difficulty fitting a 2112 or 13 upgrade kit into a 2108 or 09 computer. In each case, a standard upgrade kit was ordered when in fact an Option 002 was needed. There are only two solutions to this problem. Either the kit must be returned unused to DSD and a new order placed, or a 2108/09 I/O backplane must be ordered from CPC at a list price of \$225.00. (In the latter solution no credit is available for return of the 2112/13 I/O backplane.)

Both solutions are expensive in either time or money. Therefore, we are asking all sales representatives who have 92852 RTE-IV upgrades on order to check their orders to make sure they specify Option 002 if they're for installation in 2108 or 2109 computers.

Computer	Upgrade Kit Required
2112 or 13	92852M or E Standard
2108 or 09	92852M or E Option 002

Please check all outstanding RTE-IV upgrade orders for correct options.

Sales Aids

2240A Extended Performance Option Documentation

By: Dave Hannebrink/DSD

Please note that we originally assigned the publication number of the existing 2240A Technical Data Book to the Extended Performance Option Technical Data Supplement. Rather than propagate this confusion, we're making it possible to order each separately. The current publication numbers are:

- 5952-8542 2240A Technical Data Book
- 5953-3091 2240A Extended Performance Option Technical Data Supplement

The Supplement, now being reprinted, will include more information on the Continuous Data Acquisition Mode.

By the way, the life span of the Supplement will be short. As soon as we complete our performance tests with actual

2240A/HP 1000/98XX combinations, we'll reprint everything in one comprehensive 2240A Technical Data Book. Look for this new piece in January.

In the meantime, you can use the "Extended Performance Option Predicted Performance Preview" recently mailed as a guide to performance. This one page sheet is not intended for customer distribution because of its format. However, you can use it if 2240A performance questions arise.

2635A Printing Terminal Can Be Connected to 7221 Graphics Plotter

By: Mike Scott/DSD

In the October 1, 1978 CS Newsletter, we announced GRAPHICS/1000 support of the 7221A Graphics Plotter. We described how the 7221A must be on the same line as a 2640B, 2645A, or 2648A terminal with the 7221A first. The configuration details were included in that article and in the new Distributed Systems and Communications Data Book (5953-3074). We have just verified that the 2635A Printing Terminal can be used in place of a 264X terminal. Now your customers can choose among four terminals as to which they prefer to interface with the 7221A Graphics Plotter. This information will be included in future updates of our product literature.



DATA TERMINALS NEWS

Division News

Who to Call at DTD for North American Grenoble Support or Calling the Right French-Simile

By: Serge Daoust/DTD

November 1st was G-Day at Data Terminals Division, the day when the Grenoble Division North American Marketing Operation moved from Boise to DTD.

You will remember that Grenoble Division products (PL69) include:

1. 2748B Paper Tape Reader
2. 12925A Paper Tape Reader Subsystem
3. 7260A Optical Mark Reader
4. 3070B Data Capture Terminal
5. 92900B Data Capture Terminal Subsystem

In order to provide you with the best possible support, we have set up a team of dedicated and enthusiastic people at DTD to help you in your sales effort.

If you have a "Sales Development" related inquiry call:

CANADA	<i>Eric Grandjean</i>	(x3530)
EASTERN		
Northern	<i>Craig Clark</i>	(x3561)
Central	<i>Bill Swift</i>	(x3563)
Southern	<i>Mark Willner</i>	(x3533)
MIDWEST-EAST	<i>Martin Gonzalez</i>	(x2114)
MIDWEST-WEST	<i>Martin Gonzalez</i>	(x2114)
NEELY		
Los Angeles	<i>Wendi Brubaker</i>	(x2070)
Santa Clara	<i>Randy Norris</i>	(x3426)
Other Offices	<i>Mike Tarens</i>	(x2130)
SOUTHERN		
Richardson, Dallas,		
San Antonio, Kenner	<i>Tim Haney</i>	(x2143)
Tulsa		
Other Offices	<i>Kalli Louis</i>	(x3548)
SALES DEVELOPMENT MANAGER	<i>Steve Stark</i>	(x2700)

If you have "Order Processing" related inquiries call your DTD order processing co-ordinator:

CANADA	<i>Marta Kiss</i>	(x2096)
EASTERN		
Rockville, Paramus	<i>Marlene Montero</i>	(x3435)
Other Offices	<i>Kathy Dull</i>	(x2118)
MIDWEST-EAST	<i>Tom Carrico</i>	(x3593)
MIDWEST-WEST	<i>Tom Carrico</i>	(x3593)
NEELY		
2400-2410	<i>Marlene Montero</i>	(x3435)
Other Districts	<i>Kathy Richards</i>	(x2206)
SOUTHERN	<i>Leatha Dixon</i>	(x2823)

If you have "hardware" related inquiries, call:

ALL REGIONS	<i>Hal Sindler</i>	(x3237)
PRODUCT SUPPORT MANAGER	<i>Jim Elliott</i>	(x2949)

If your inquiry does not fall into one of the above categories, give me a shout. We are here to help you to be successful, so don't hesitate to call us if in any way, we can be of assistance.

FRENCHLY YOURS — SERGE

Customer Education Service Course For 2645/48 Terminals

By: *Martin Gonzalez/DTD*

We have had initial interest in enrolling customers in a service course on 2645/48 terminals. We would like to start a class for customers and for CE's. In order for this to happen, however, we need to have enough students to make it economically justifiable.

If you have customers or CE's who would be interested in this program, please give us a call at DTD. The sooner we hear from you, the sooner we can prepare for the class.

We appreciate your comments.

Product News

Stop That 2647A Multiplot . . . Now!

By: Eric Grandjean/DTD

If, for any reason (pen change, plotting speed change, etc.), you need to stop multiplot during its execution, just press the COMMAND key! Do what you have to do in COMMAND mode (e.g., to change plotting speed: *Tell terminal #5 "VS 10"*). Execute the command by pressing the COMMAND key once more. When we mean command, we mean COMMAND!

The same procedure may be applied to any running BASIC program if you need to execute a 2647A command, or just stop it temporarily. How about that for friendliness!!

Sell friendly intelligence — it's very graphic.

Sales Aids

2621 and 2647 Data Sheets

By: Wendi Brubaker/DTD

You have all been requesting sales literature on our newest products. Well, we just received lots of data sheets in the literature depot so your orders are being filled right now.

We have already sent a double shipment of 2621 data sheets to your sales offices. Since this is the final version of the data sheet, the word "Preliminary" has been eliminated. Also keep your eyes open for the new color 2621 A/P brochure. It should be arriving in your offices soon. If you need additional brochures the part number is 5953-2012.

Don't forget to order your literature early for shows and mailings.

KEEP SELLING TERMINALS!!



FORT COLLINS NEWS

Product News

Introducing the HP 250 Option 120 Asynchronous Interface

By: Terry Anna/FCD

An asynchronous serial interface capability is now available as an option for the Hewlett-Packard 250 business computer.

The asynchronous serial interface further enhances the HP 250's capacity for applications development, by offering five channels of Full Duplex RS-232C or 20mA current-loop input/output from 110 to 9600 baud. This option enables the user to attach peripherals with RS-232C interfaces, such as remote printers and terminals, and also provides for asynchronous communications to HP 3000 computers by emulating an HP terminal.

A software driver called TIO (included in the system) provides support for various HP terminals:

1. HP 264X series of terminals,
2. HP 2621 terminal,
3. HP 2635 keyboard/printer,
4. HP 2631 printer.

The hardware includes a microprocessor that controls the flow of input and output data between the HP 250 and the terminal/printer connections. The versatile asynchronous hardware can be configured on a port-by-port basis for several types of connections to the HP 250.

1. *Modem Connection* – switched lines full duplex, Bell 103J or comparable.
2. *Modem Connection* – leased or private lines full duplex, limited-distance modems at speeds up to 9600 baud.
3. *Direction Connection* – RS-232C, at distances up to 15 meters.
4. *Direct connection* – 20mA current loop for HP 264X terminals at distances up to 365 meters (26 AWG twisted-pair wiring).

Reliable hardware operation is guaranteed by a self-test feature that allows the data communications board to check its RS-232C interface. This feature is enabled at system power-on time, and the result of the test is displayed on the HP 250 system console. Other features include:

- Remote terminal/printer power-up check
- Automatic break detection
- Auto answer capability.

In keeping with the HP 250's "easy to use" personality, a BASIC Language Utility program called "LK3000" is available. Using this utility and the asynchronous serial interface, the HP 250 can emulate a log-on terminal to the HP 3000. Also, files containing ASCII data can be transferred between the two computers simply by pressing the softkeys on the HP 250 system console. This new capability will be of particular interest to departments of large companies needing periodic distribution of data processing operations. It converts what was previously a stand-alone computer system into an asynchronous terminal for a distributed system.

The price of this option, which includes the interface card and system-software driver, is \$2100*. It will be sold primarily through commercial original equipment manufacturers or directly to customers in companies with in-house computer expertise.

*U.S. prices only.

9896 Obsolescence

By: Jim Carlson & Don Porter/FCD

The upcoming obsolescence of the 9896 hardware (December 1) brings questions concerning continuing support for the hardware *and* the FICS software. The basic plan is to support both the hardware and software for at least five years from the date of obsolescence. In order for HP to provide adequate software support, it will be necessary for HP and the customer to establish an understood reference point. To this end, FCD, at our expense, will offer each 9896 customer using the HP supplies FICS software an opportunity to bring his software to the current revision level.

If the customer elects to accept our updating offer (and continues to install future revisions as they are distributed) we will continue to support him as we have in the past — essentially at no charge. One addition to the standard support plan will be SE availability to help the customer install future revisions at a charge of the HP SE rate in effect at the time. If the customer declines to accept our updating offer, we should notify him that HP support for his system will be available in the form of consulting services (system planning — not programming) at the SE rate in effect at the time the services are requested.

For 9896 customers who need hardware expansion options, these should be handled as follows:

- Additional memory, ROMS, 9866B Thermal Printer or miscellaneous interface cables — order these parts for the 9831 from the Desk Top Computer Division (DCD). They will supply these until February of 1980.
- Additional floppy discs (9885's) or the 9871 Printer — order from Fort Collins Division (FCD). Order Option 031 or the 9871.
- The 2631A Printer — order from Boise Division with an Option 044; and order a Miscellaneous Kit (98032 Option 071) from FCD. This kit includes the cable, paper catcher, and documentation.
- The 7906 Disc — order a special Interface Kit from FCD (part number 88790A), and order the disc from Disc Memory Division (DMD) with Option 100 (HP-IB).

FCD will continue to provide support for the 9885M & S Flexible Discs, the 9871A Printer, and the 11244A Systems Desk. DCD will provide support of the 9831A Desktop Computer and its accessories.

Further details can be obtained from *Jim Carlson* or *Don Porter* at FCD.

Sales Aids

HP 250 Slide Presentation Available

By: *Jim Geer/FCD*

Numerous requests have been received for copies of the HP 250 slide show presented during the recent NPT Tour. A version of the presentation, complete with script, has been prepared for general use. Slides on target markets and competition have been deleted to hold down costs.

This 41-slide set can be ordered by sending an ISO for \$17.00, specifying part number 45250-30010, to *Jim Geer*, Fort Collins Division Marketing Communications. All orders will be honored. You can expect delivery of this colorful, professional sales aid within two weeks of FCD's receipt of your order. In addition, FCD will periodically revise and modify the slide presentation to include enhancements planned for the HP 250. Notice of future revisions will appear in the *CS Newsletter*.

Division News

FCD Factory Contacts

By: *Mike Chorle/FCD*

Listed below are your key factory contacts at FCD.

Type of Question	Contact	Extension
Product Info, Product Policy Enhancements, Successes, Problems.	<i>Dick Hanson</i> — HP 250	2095
	• <i>Phil Hutchinson</i>	2105
	• <i>Terry Anna</i>	2070
	<i>Spence Ure</i> — 9871 9885M/S	2100
Technical O.S. Questions Bug Reports	<i>Mike Chorle</i>	2735
	• <i>Gretchen Snowden</i>	2625
Hardware Support Questions	<i>John Forman</i> — HP 250	2140
	• <i>Jim Eller</i> 9885M/S	2150
	• <i>Jack Gregg</i> 9871	2145
OEM Related Questions Plant Visits	<i>Ron Vernon</i>	2125
Training Courses and Schedules	<i>Janet Beyers</i>	2120

You'll find our organization chart on the next page.

FCD FACTORY CONTACT

(303)226-3800

SR



**Dick
Hanson**



**Spence
Ure**



**Phil
Hutchinson**



**Terry
Anna**

SE



**Mike
Chonle**



**Gretchen
Snowden**

CE

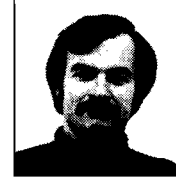


**John
Forman**



**Jim
Eller**

OEM



**Ron
Vernon**

TRAINING



**Janet
Beyers**

OP



**Judy
Perdue**



**Hilary
Stacey**



**Bunny
Claymore**

Type of Question	Contact	Extension
Product Info, Product Policy Enhancements, Successes, Problems.	Dick Hanson - HP 250	2095
	• Phil Hutchinson • Terry Anna	2105 2070
	Spence Ure - 9871 9885M/S	2100
Technical O.S. Questions Bug Reports	Mike Chonle	2735
	• Gretchen Snowden	2625
Hardware Support Questions	John Forman - HP 250	2140
	• Jim Eller 9885M/S	2150 2145
OEM Related Questions Plant Visits	Ron Vernon	2125
Training Courses and Schedules	Janet Beyers	2120

GENERAL SYSTEMS NEWS

Product News

MFG/3000 with DEL

By: *Pet Van Kuran/GSD*

Many of you have been asking about what happens to MFG/3000 when DEL is no longer being sold. Effective immediately, DEL will be included as part of each MFG product and DEL support will be provided as part of MFG support, at no increase in price. This article will describe the ordering and installation procedures to accomplish these changes. These procedures apply only to customers who will not use DEL in applications other than MFG. This represents an effective reduction of \$300 in the initial payment price of MFG and \$50 in monthly support fees.

Ordering

Order only the appropriate MFG (EDC, IOS, MRP) software. DEL will be included automatically. For system shipments, DEL will be in the system SL; for add-on shipments, the customer will have DEL installed when MFG/3000 is installed. A DEL manual will also be included with each MFG product.

Support

Customers who *do not* use DEL for any other application do not need DEL support (either SSS or Monthly Software fee). DEL support and bug fixes, as used in MFG, will be included as part of the MFG/3000 support the customer is receiving.

Customers wishing to use DEL for other applications must of course purchase both DEL and support for DEL. If you have any questions, please call me at GSD.

VIEW in November?

By: *Jutta Kerne/GSD*

The introduction of VIEW/3000 last summer has generated a lot of enthusiasm in the field as well as among HP 3000 customers. We promised delivery in November, and thanks to the hard work of everyone involved at GSD — we made it!

The "1831 plus VIEW" MIT will be distributed to the field offices next week. A new sales training manual was printed in September and a new data sheet came off the press October 30, 1978. The VIEW Reference manual can be ordered as part #32209-90001. Please make sure you have the very latest documentation.

Thanks for helping in making the VIEW/3000 introduction a success. We can tell by the number of orders in-house that you were busily selling.

Some hints when selling VIEW:

- It is very easy to use as a stand-alone data entry facility.
- In this mode, it required NO programming effort.
- It offers efficient and easy implementation to transaction processing applications.
- It increases programmer productivity!

Does your customer know that with the purchase of VIEW/3000 MPE/III is required, along with:

- KSAM version 2.01 (for forms file creation)
- A full trade-in value for DEL is offered for those customers who purchased DEL from HP and now wish to use VIEW rather than DEL.*

If you have any special concerns, feel free to call me.

Good luck and good selling!

PROMOTE VIEW/3000!

*Does not include MFG/3000 customers.

2608A Line Printer Support on the HP 3000

By: *Chosen Cheng/GSD*

The 2608A 400 lpm line printer from Boise is HP's new "workhorse" line printer offering. It features very high quality dot-matrix upper and lower case output that produces excellent multiple-part (up to 6-part) copy. It is HP-manufactured and includes an innovative self-test capability.

The 2608A is to be used on HP 3000 computer systems as a PRINT and SPACE spooled system printer. The customer will be able to manage his or her application's vertical format control (VFC) by operator commands at the operator's console. This is equivalent to having the operator change a carriage control tape on conventional printers such as our 2613, 2617, and 2618 models. In addition, due to HP design and manufacturing these capabilities are provided with the 2608A in a package that is extremely cost-effective and reliable.

GSD and Boise labs are working together to provide solutions to customer needs that take advantage of advanced features of the 2608A line printer. For the present your customer should buy the 2608A solely for its regular line printer functions.

Details of Support and Availability

Your customer can order the 2608A as a spooled system printer on the HP 3000 Series 33, Series II, and Series III systems today. Availability is 12 weeks! This means your customer can expect to receive a 2608A ordered on a Series II or Series III in the February time frame. Ordered with a Series 33 the printer would be coordinated with the system itself.

GSD will work with Boise to have all necessary MPE driver and diagnostic software in the field to coincide with February availability of the 2608A on the Series II and Series III systems.

Order as follows:

Series 33	2608A	\$9250	Basic Printer
	2608A-333	500	Series 33 HP-IB interface
	31389B	65	HP-IB cable (2 meters)
Series II, III	2608A	\$9250	Basic Printer
	2608A-300	650	Series II, III interface
	30209A	1275	Line Printer Controller

Note: Sound cover or 50Hz options are described in the Price/Configuration guide.

The 2608A is HP's answer to your customer's needs for a cost-effective, reliable, medium speed printer, and we expect it to make a real contribution to the HP 3000 system and to HP's overall capability to meet your customer's commercial processing needs.

GOOD SELLING!!!!

Bell 212A Modem Support

By: Mary Foster/GSD

Bell 212A modems are now officially supported on the Asynchronous Terminal Controller with HP 3000 computer systems; Series I, II, and III. The Bell 212A is a full-duplex modem for asynchronous communication at either 300 or 1200 bps over switched (public) telephone lines.

When ordering this modem, the following options should be specified:

CPU Modem		Terminal Modem	
A2:	T, Y, R	A2:	U, V, S
B3:	ZH	B3:	—
C6:	ZE, A, Q, W	C6:	ZE, A, Q, W
	D7		D7
	E10		E10

To implement 212A communications, HP 3000 computers require a standard Asynchronous Terminal Controller (30032B) with one Terminal Controller Interface (Option 001) and a standard modem cable (part number 30030-60020, -60021). The ATC port should be configured as subtype 1 or 5.

Program and Data Transfer to the HP 300

By: Dave Iuppa/GSD

If you have customers who want to transfer data files and programs from their present systems to the HP 300, we have three ways of doing so.

The first method uses HP 2645 tape cartridges as the transfer medium. It is best suited for smaller amounts of data. The procedure is completely described in System Engineering Note # 300/102.

Data and programs are first brought to a system which supports HP 2645's with cartridge tapes. Records are written in external form to the HP 2645 cartridges using a program or utility. Then the records are read into the HP 300 system.

The second method uses the serial disc capabilities of MPE III and Amigo/300. It is well suited for transferring large amounts of data but it does require more equipment than the previous method. This procedure is documented in System Engineering Note # 300/101.

The data is first brought to an HP 3000 having MPE III. The "STORE" command is used to produce a serial disc on an HP 7920 disc drive. The HP 300 then reads the information from the serial disc using the "!RESTORE" utility. While this utility is available in the data centers, it is not supported for customer use. If only one HP 7920 disc drive is used for this operation it must have an HP-IB interface during the second half of the process. This may require a conversion kit (product number 12745A) and an extra HP-IB cable.

The third method uses a field written FORTRAN program on an HP 1000 to produce HP 300 compatible flexible discs. These flexible discs can then be read directly by the HP 300. This procedure is documented in Systems Engineering Note # 300/104.

The methods described above provide effective ways of moving programs and data to the HP 300. Look for news of further refinements of these transfer processes as they become available.

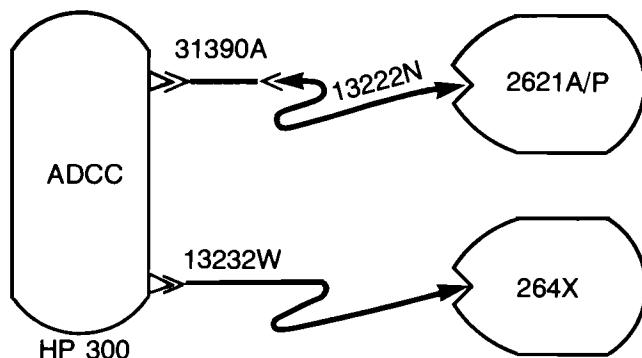
Cabling the 264X and 2621 A/P Terminals To the HP 300 Computer

By: Bob Ashford/GSD

Since the introduction of DTD's 2621 terminal there have been many queries regarding interfacing to the HP 300 computer system. Briefly, this is the way it is done:

The 13222N (U.S.) cable should be connected to a 31390A (MODEM ELIMINATOR) cable. The MODEM ELIMINATOR cable plugs into the ADCC outlet from the HP 300.

You'll also be pleased to hear that Data Terminals' January price list should include the elusive 13232W cable! This single cable combines the 13232N and the 31390A for a cleaner interface between the HP 300 and the 2640 series terminals, price \$75.00



Sales Aids

HP 300 Sales Literature

By: Steve Wilk/GSD

During the month of October, our HP 300 Sales Literature was distributed to all of our sales offices worldwide. The following are now available:

5953-3700	HP 300 Product Benefits Brochure
5953-3701	HP 300 Technical Flyer
5953-3702D	HP 300 Price/Configuration Guide (domestic)
5953-3702	HP 300 Ordering/Configuration Guide (worldwide)
5953-3703	HP 300 OEM Brochure
5953-3704	HP 300 General Information Manual
5953-3705	HP 300 Computer System Performance Data Sheet

To order additional quantities of the above, fill out the Sales Literature Order (SLO) form, and mail it to:

Hewlett-Packard
Literature Department
1820 Embarcadero Road (Building 9B)
Palo Alto, California 94303

Competitive Information

IBM System 38 Announcement

By: Bob Kadarauch/GSD

On October 24 IBM/GSD announced the System 38 ("PACIFIC"). Intended as an upgrade for System 3/System 34 users, the minimum system sells for approximately \$90,000 and is slated for delivery in August 1979.

System 38 is a virtual memory, on-line system with 32-bit addressing. It employs a new multi-programming, general purpose operating system ("CPF") — unbundled at \$400/mo. — and a single programming language — RPG III. All data is stored using a "relational" database management system based on "single level virtual storage management" — supported by specialized hardware instructions. Utilities are provided to assist in the conversion of System/3 and System/34 RPG-II programs and data.

The system is offered in 48 distinct "packaged models" defined as most possible combinations of 2 CPU's, 5 main memory sizes, and 6 disc storage capabilities (non-removable):

CPU	Main Memory	Disc Storage
300 CPU	512Kb	64.5Mb
500 CPU	768Kb	129Mb
	1024Kb	193.5Mb
	1280Kb*	258Mb
	1536Kb*	322.6Mb
		387.1Mb

*Feb 1980 delivery (500 CPU only)

A minimum system also includes a console (a 64 × 16 character CRT and keyboard with 24 function keys), a diskette magazine drive (accepts up to two 10 diskette magazines — 20Mb), and a "workstation controller" (for attaching up to 12 — expandable to 40 — local 525X display stations). A card reader/punch (5424), 300 and 650 LPM printers (5211, 3262), and mag tape (3410/3411) are available as optional peripherals. Although S/38 to 370 communications (SNA/SDLC) are available; S/34 to S/38 and/or S/38 to S/38 networks are not supported.

Detailed performance data is not available but the S/38 is expected to have "2.8 to 5 times the performance of a System 3 model 12," depending on CPU/memory combination. The 300 CPU uses a new 64-bit memory chip technology that is slow (1.1 μsec) but cheap (\$5K per 256 Kbytes). The 500 CPU uses 32-bit memory chip technology — @ 600 nS per 4 byte access and \$7K per 256 Kbytes. The fixed disc sells for \$8,570 per 64.5 Mb spindle and offers 9.6 mS rotational delay, 27 mS average seek (9.0 mS minimum — 46 mS maximum) and a transfer rate ≤ 1,031 megabytes per second.

First customer shipment is scheduled for August 24, 1979 — 10 months to the day after product announcement. Some announced capabilities specify deliveries as far away as 22 months from announcement:

- Magnetic tape (3410/3411) — Feb 1980
- 64-bit memory chips — Feb 1980
- S/38 CCP conversion utilities — May 1980
- Display information facility — May 1980
- Financial applications — May 1980
- Distribution inventory management — July 1980
- Manufacturing information control system — Sept 1980

Some utilities to assist in S/3 batch conversions will be available prior to S/38 shipment — S/3 model 15 (June 1979), S/3 model 12 (July 1979), and S/3 models 8 & 10 (August 1979).

The System 38 appears to be tailor-made for "upgrading" all those small- to medium-sized companies still using System 3's. (IBM claims target markets are manufacturers and distributors with sales volumes of \$5 to \$100 million). Conversion of S/3 RPG-II programs do require source code modifications, but most modifications would be required anyway in order to go "on-line". By limiting S/38 to RPG while, at the same time, enhancing the language to support on-line interactive programming, data entry and database management, IBM appears to be ready to effect wholesale upgrading of their *RPG oriented* System 3 customer base.

The System 3 customers at the top end, however, (15D, COBOL) still have nowhere to go — the System 38 is not a viable upgrade for most 15D customers as announced.

Pricing for "small", "medium", and "large" S/38 configurations (as defined by IBM) is attached.

Sample Small System/38 → 512 K Model 3 Processor, 129 Mb Disk
650 LPM Printer
6 Display Stations
2 80 CPS Matrix Printers

Mach.	Model	Description	Qty.	Lease	Rental	Purchase	Maint.
5381	322	System Unit 512 K, 129 Mb	1	\$1,994	\$2,293	\$78,780	\$381
	1100	Printer Attachment 1st	1	30	35	1,170	6
3262	A01	Printer 650 LPM	1	350	411	14,000	120
5251	11	Display Station	6	75	88	2,850	18
	4600	83 Key Typewriter Keyboard	6	10	12	350	3
5256	2	Printer 80 CPS Matrix	2	170	200	5,800	35
	4450	Forms Stand	2			54	
5715	SS1	Control Program Facility	1	400	400		
5714	RG1	System/38 RPG III	1	60	60		
5714	UT1	Interactive Data Base Util.	1	30	30		
				<u>\$3,714</u>	<u>\$4,229</u>	<u>\$124,854</u>	<u>\$703</u>

Sample Medium Sized System/38 → 768 K Model 5 Processor, 258 Mb Disk
 650 LPM Printer
 18 Display Stations
 6 80 CPS Matrix Printers

Mach.	Model	Description	Qty.	Lease	Rental	Purchase	Maint.
5381	534	Systems Unit 768 K, 258 Mb Disk	1	\$3,502	\$4,025	\$137,425	\$555
	1100	Printer Attachment 1st	1	30	35	1,170	6
	6300	Processor Expansion 1	1	50	57	1,950	5
	6302	Processor Expansion 3	1	10	11	390	1
	5302	Workstation Controller, Second	1	125	144	5,070	20
3262	A01	Printer 650 LPM	1	350	411	14,000	120
5251	11	Display Station	18	75	88	2,850	18
	4600	83 Key Typewriter Keyboard	18	10	12	350	3
	2680	Cable Thru	8	3	4	115	1
5256	2	80 CPS Matrix Printer	6	170	200	5,800	35
	4150	Forms Stand	6			54	
5714	SS1	Control Program Facility	1	400	400		
5714	RG1	System/38 RPG III	1	60	60		
5714	UT1	Interactive Data Base Util.	1	30	30		
				\$7,131	\$8,205	\$254,798	\$1,313

Sample Large System/38 → 1024 K Model 5 Processor, 387 Mb Disk
 Two 650 LPM Printers
 32 Display Stations
 8 80 CPS Matrix Printers
 1 Magnetic Tape and Control (80 Kb)

Mach.	Model	Description	Qty.	Lease	Rental	Purchase	Maint.
5381	546	System Unit 1024 K, 387 Mb	1	\$4,300	\$4,941	\$166,245	\$678.00
	1100	Printer Attachment 1st	1	30	35	1,170	6.00
	1110	Printer Attachment 2nd	1	85	98	3,315	10.00
	6300	Processor Expansion 1	1	50	57	1,950	5.00
	6301	Processor Expansion 2	1	50	57	1,950	5.00
	6302	Processor Expansion 3	1	10	11	390	1.00
	6303	Processor Expansion 4	1	15	17	585	1.00
	5302	Workstation Controller, 2nd	1	125	144	5,070	20.00
	5331	Device Control Expansion, Base	1	30	34	1,230	2.00
	5332	Device Control Expansion, Second	1	30	34	1,230	2.00
	7960	3411 Magnetic Tape Attach.	1	120	138	4,875	9.00
3262	A01	Printer 650 LPM - Bolt-On	1	350	411	14,000	120.00
3262	B01	Printer 650 LPM - Standalone	1	350	411	14,000	120.00
5251	11	Display Station	32	75	88	2,850	18.00
	4600	83 Key Typewriter Keyboard	32	10	12	350	3.00
	2680	Cable Thru	24	4	4	15	1.00
5256	2	80 CPS Matrix Printer	8	170	200	5,800	35.00
		Forms Stand	8			54	
3411	3	Magnetic Tape (80 Kb)	1	589	701	24,030	109.00
	3211	Single Density	1	50	60	2,295	9.50
	7003	System/3-38 Attachment	1	70	83	2,890	3.50
5714	SS1	Control Program Facility	1	400	400		
5714	RG1	System/38 RPG III	1	60	60		
5714	UT1	Interactive Data Base Util.	1	30	30		
				\$10,896	\$12,618	\$394,385	\$2,077.00

New Machines from Data General

By: Gwen Miller/GSD

In the past two months, Data General has added two new models to its commercial Eclipse line and has enhanced its top-of-the-line M600. The first machine announced was the C/350, positioned by DG as a Fortune 1000 departmental computer. Six weeks later, DG introduced the C/150 into the market for small dedicated applications and expanded the maximum memory on the M600 at the top of the line to match the Series III's capacity of two megabytes. Software compatibility among the three machines included the RDOS operating system, the Idea data entry package, and the Infos file management system. Communications among the systems is non-interactive and limited to RJE 80.

Briefly, here is how pricing of the new machines compares with the Series 33 and III:

	C/150	C/350	M600	Series 33	Series III
Maximum:					
Memory	256Kb	1024Kb	2048Kb	1024Kb	2048Kb
Disc Storage	8x190Mb	8x190Mb	32x190Mb	8x120Mb	8x120Mb
Terminals	32	32	64	32	64
Base System	\$54K	\$100K	\$135K	\$70K	\$115K
"Small" System	\$144K	\$212K	—	\$145K	\$180K
256Kb, 190Mb disc				(400 lpm	
1600bpi tape				printer)	
12 terminals, 600 lpm					
printer, software					
"Large" System	—	—	\$490K	—	\$393K
1536Kb, 950Mb disc,					(600 lpm
2-900 lpm printers					printer)
32 terminals, SSLC					
software					

Functionally, it appears that the HP 3000 line with two processors covers about the same range of capability as the new Eclipse line with three machines. This means that an HP customer has a longer growth path with his system before having to change hardware. And growing with memory and peripherals is much less expensive with HP than with Data General:

	Data General	Hewlett-Packard
Memory	\$72,600/megabyte	\$32,000/megabyte
Disc: 50Mb	14,800	13,000
96Mb	20,000	—
120Mb	—	17,000
190Mb	26,000	—
Tape: 1600bpi	15,650	10,300
Synch Line Controller	2,500	2,000
180 cps Printer	7,400	3,375

The HP 3000 line also offers *complete* software compatibility and far more versatile and sophisticated networking capabilities. In short, Data General seems to be following the pattern set by HP's 3000 line of multi-purpose, software-compatible machines for a distributed systems network. But Hewlett-Packard is still *leading*, and DG is, even with these new announcements, still following.

General News

HP 300 Service

By: Bill Dalton & Curt Gowan/GSD

Here are some highlights of the HP 300's Service Support.

The key hardware BMMC prices are:

31032A	HP 300 Computer System with 7910 System Disc	\$160.00
31033A	HP 300 Computer System with 7906 System Disc	225.00

You will find that the HP 300's low cost of ownership reflects a strong commitment to serviceability on the part of our Development, Manufacturing, and Marketing organizations.

There are seven HP 300 System Specialists (four in the U.S. and three in Europe), three instructors, and more than twenty CE's trained on the product — with further training in December in Europe and the U.S.

We look forward to working with you in building this new and exciting product line. If you have any questions our phone number is (408) 249-7020 extension 3202. In future issues of the CS Newsletter we'll discuss the system features which help you . . .

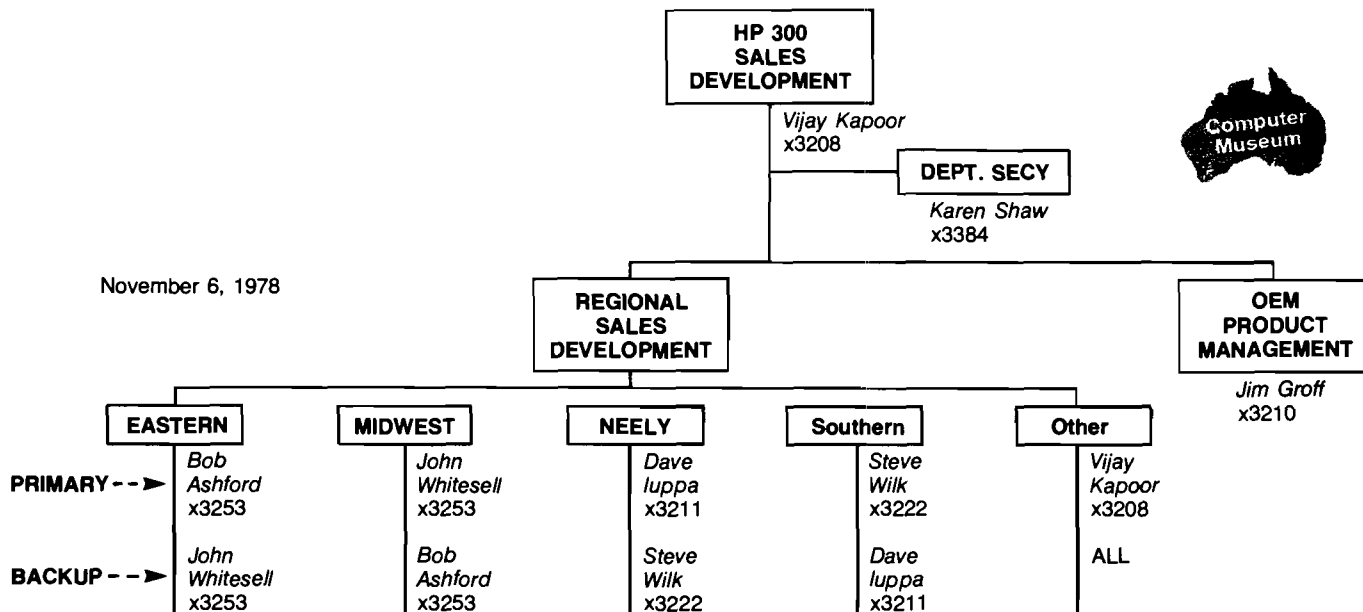
. . . SELL HP 300 SERVICEABILITY!

The HP 300 Sales Development Team

By: Vijay Kapoor/GSD

We Want to Prove We're Responsive

GSD created a product-oriented sales development structure to maximize response/support to your day-to-day sales efforts. Thus, *Jerry Peterson* and his team are your direct contacts for HP 3000 related issues. *Dick Knudtsen* and his team support you on MFG/3000 and specific questions on HP 3000 software products such as languages, IMAGE, VIEW, etc. Now, the HP 300 sales development team has been put together to give you direct day-to-day help on this exciting new product.



The HP 300 Sales Development team is full of experience, expertise and enthusiasm. We have a total of 14½ years of experience between us on the Amigo product. So expect us to be knowledgeable on our product, experienced in sales situations and most importantly, responsive to your immediate needs.

Contact — Anyone in Our Group

The primary and backup people for each region are listed. If they're busy, feel free to call anyone else in the group.

Jim Groff is the OEM product manager for the HP 300. It is his charter to quickly vault Hewlett-Packard into the preeminent position as a supplier of computer systems for commercial OEM's.

Next time you are in the factory, stop by to say "Hi". Our home is Building 43L in the Cupertino complex (lower floor of Data Terminals Division building). Also, regarding key account visits, call the sales development group whose product you feel is most important for your sales. This host group will then take charge of coordinating with the other product groups.

In short, the HP 300 Sales Development team is poised to help you sell Amigos, the hottest new computer product on the market today.

APICS: A Big Success!!

By: Mike Kalashian/GSD

General Systems Division, in conjunction with other divisions from CSG, recently participated in the *21st Annual American Production and Inventory Control Society (APICS) Conference and Technical Exhibit*. The conference, which was held during the week of October 23rd, in Hollywood, Florida, was attended by more than 4,000 people with various interests in the manufacturing industry. Most of the participants were active professionals from the production and inventory control departments of manufacturing companies from all over the U.S. Also in attendance were numerous national and regional manufacturing industry consultants and representatives from many computer equipment and computing service vendors.

MFG/3000: A Big Hit

Hewlett-Packard presented a coordinated exhibit of hardware and software to support our show theme of "HP provides a wide range of tools and solutions for manufacturers." GSD presented its new manufacturing applications package, MFG/3000, running on an HP 3000 Series III. Potential customers, and also our competitors, were highly enthusiastic about (or envious of) our product offerings. "It's good to see HP in the manufacturing applications business, you have always sold superb hardware products and I'm sure your software and support will also be excellent!", was a typical customer comment. Throughout the four day exhibit, there was a nearly continuous flow of people visiting our exhibits.

HP: A Major Force in Manufacturing

Complementing our formal exhibit, we also had the opportunity to meet informally with selected potential customers. *George Plossl*, one of the most prominent experts in the P & IC field, spent almost two hours on Wednesday evening talking with our customers; it appeared that his presence reinforced our image as a significant influence in the P and IC industry.

A significant awareness of HP being a major computer supplier for the manufacturing industry was observed on numerous occasions. In addition to MFG/3000, there were other companies promoting manufacturing software on the HP 3000. Also exhibiting were other software houses, numerous service bureau organizations, and, of course, other vendors such as IBM, NCR, Burroughs, Honeywell, and Univac.

Teamwork: The Key to Success

The show was a very good example of the HP team in action; not only did we have people from four divisions — from two states and one foreign country; but also field people from Fort Lauderdale, Tampa, Orlando, Houston, Greensboro, and Paramus, all working together to make the show a big success.

Although effectiveness is very difficult to measure at a trade show, the unanimous feeling of the HP people that were involved with the show was extremely positive. HP is increasingly being recognized as a leader in computing within the manufacturing industry. People believe in our commitment to the industry. They are eagerly anticipating our increased involvement with new and more capable products.

Numerous leads were generated at the show and information is now being distributed to the appropriate organizations. An attendees' roster will be available next month that should enhance our information about potential sales references.

GOOD SELLING TO MANUFACTURERS!!

HP GRENOBLE NEWS

Division News

2649A Training Course Schedule

By: Maurice Poizat/HPG

We have set up a schedule for the 2649A Customer Training Courses (13294A) for next year.

Here are the dates:

- December 11-15, 1978
- February 26 to March 2, 1979
- May 28 to June 1st, 1979
- September 3-7, 1979

Each course starts on a Monday morning and finishes on a Friday in the early afternoon.

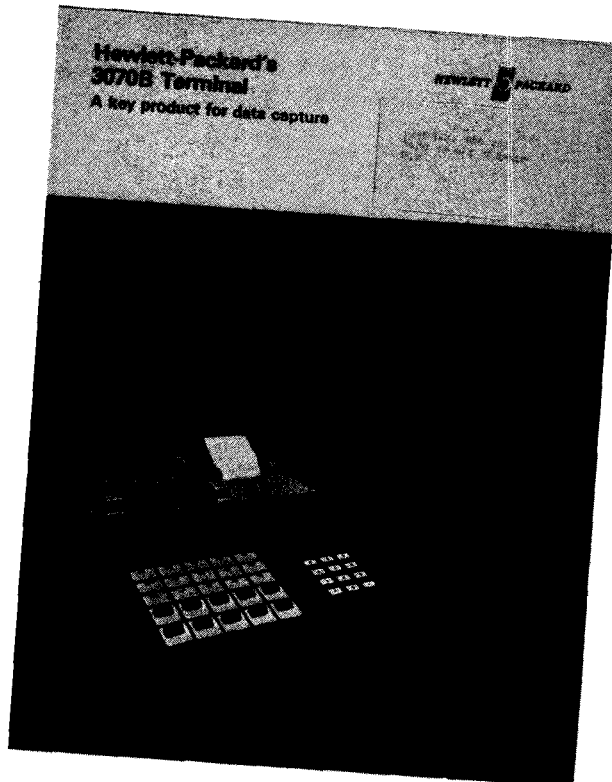
Prerequisites:

It is necessary to make sure that the customers you send on the course are well qualified, if you wish that they benefit from it:

- They should be familiar with using a 2645A;
- They should have microprogramming experience, in 8080 assembler, preferably. It is not the objective of the course to teach 8080 microprogramming!

If your customers meet these two requirements, they will take full advantage of the course. That will be good for them, and that will also be good for you!

KEEP SELLING OEM!

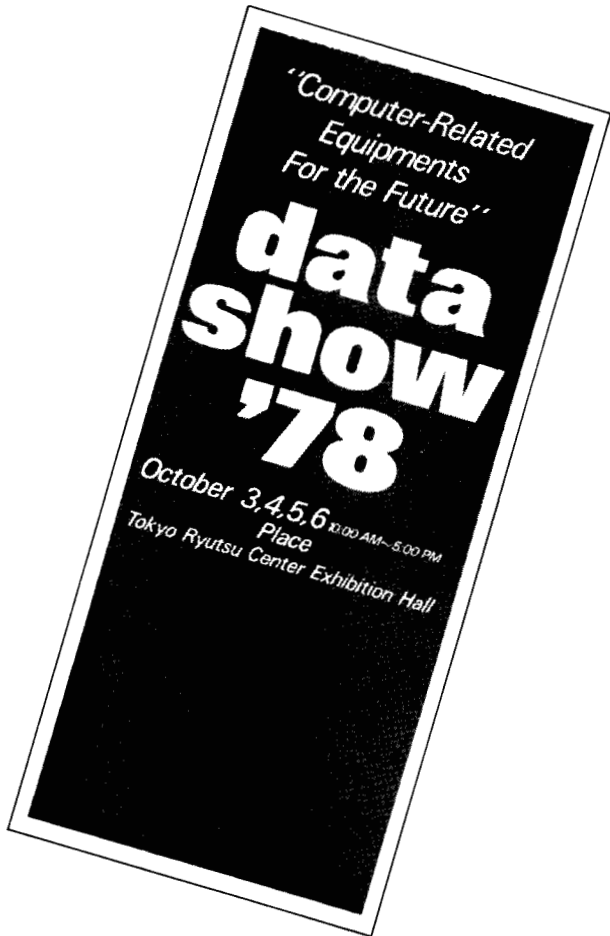


CS GROUP NEWS

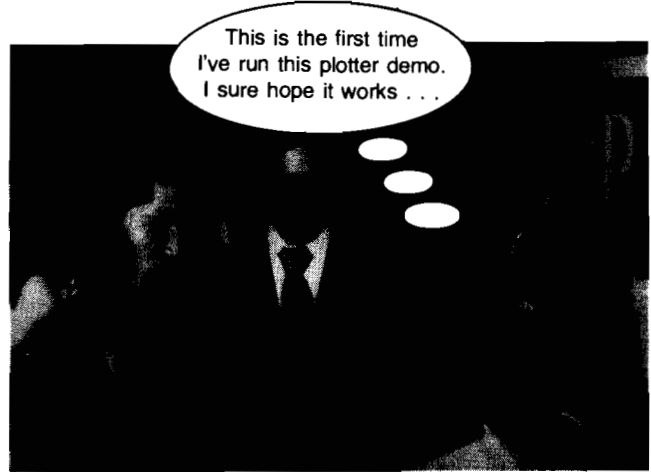
YHP News

YHP at Data Show '78

By: Masaaki Tagami/YHP



One of the biggest computer shows of the year in Japan was held October 3-6 in Tokyo. Although YHP printed over 10,000 handout brochures for the show, they were all given out. (We had rarely been asked by customers for a YHP brochure previously.) The booths were well attended by customers (and competitors!) who came to see what YHP has to offer.



CSG News

**Our Long Term
Commitment to the HP 250**
By: Paul Ely/CSG

HEWLETT-PACKARD COMPANY
11000 WOLFE ROAD
CUPERTINO, CALIFORNIA 95014

PAUL C. ELY, JR.
VICE PRESIDENT
COMPUTER SYSTEMS GROUP

November 22, 1978

TO: CSG Field Personnel

You may be aware that we have been developing a strategy to integrate the HP250 into our longer term plans for the HP business systems family. We are frequently asked by potential third parties and major accounts about our long term commitment to the HP250.

We now have a plan to implement the HP250 operating system and application tools on a new generation hardware set. This project will probably be done in California and the objective is to provide cost/performance improvements with long term compatibility for our customers.

In the meantime, we will continue the design of the planned enhancements for the HP250 at Fort Collins as well as the engineering and marketing programs for application software. While some elements of the marketing program will move to California later this year, the support functions will remain in Colorado.

The HP250 is off to an excellent start and we expect it to make a significant contribution to our business computer program.

Regards,



Paul C. Ely, Jr.

PCE:gc

Glory Hallelujah! Here Comes Overview Class #24

By: Jody Ryden/CSG

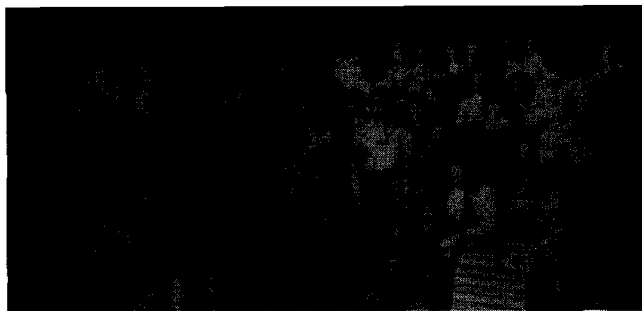
Look out world — here comes an exuberant group of new-hires! The members of Overview Class #24 have just completed their two-week course and have left their mark on Cupertino. At the mid-term dinner on November 2, only four days into their training, this dynamic group of SE's and SR's entertained their instructors and factory folks with a song of their own composition. Very creatively they let the audience know how they felt about the mountains of transparencies, the tons of handouts and the long hours sitting in training sessions. To a familiar tune, under the direction of song leager and lyricist *Larry Harkrider* of Houston, all forty neophytes gleefully sang "*The Battle Hymn of the CSG Republic*."

"We came to California so happy and carefree
 And very, very happy to be working for HP.
 The people are tremendous, the company is grand
 No finer group of products than those we have in hand.
 Glory, glory hallelujah, Glory, glory hallelujah
 Glory, glory hallelujah, The Hewlett-Packard Way!"

This was followed by four more verses of the class' reaction to their instructors and training, and even to the products as in:

"We've looked at tubes and played with them until our hands are raw
 And damn that 2648, I still can't make it draw!"

After a week and a half in the Bay Area, the class spent two days in Boise. The day they arrived was the coldest in Boise history for that date! However, since this was the first Overview group to go to Disc Memory and Boise Divisions for product training, they were dubbed the "Alpha Class" and were given specially marked tee shirts to help keep them warm. Armed with their tee shirts, marketing strategy and product knowledge they are ready to tackle the world.



Left to right, top: *Jeff Kulvekoski, Bill Chidester, Gary Halstead, Randy Pfluger, Stu Yellen, Don Farrow, Evan G. Westenskow, Stephen F. Macsisak, Joe Vavricka, Don Moss, Randy Englund, Jim Lancaster, Larl Kiefer, Kent Erainger, Paul Budnick, Larry Harkrider, Carla Piekara.*

Left to right, middle: *Joe Kail, Larry Ermer, Jim Porter, Robert Hoog, Janis Andrews, Robert Strevens, Joe Lotempio, Len Lopenzina, Kim Maday, Steve Van Pelt, Jeff Burns, Dennis J. Becker, Doug Ford.*

Left to right, kneeling: *Bob Sanzo, Sergio Mendez, Stan McKinney, Frank Hublou, Jean-Pierre Damen, Mike Thack, Scott Babbitt.*

Computer Supplies News

The Supplies Sleuth . . .



. . . Making it Easier to Find New Supply Part Numbers and Prices

By: Carl Anderson/CSO

One of the things you've told us is that whenever a new HP computer product is introduced, it sometimes takes all the skill and perseverance of Sherlock Holmes to dig out elusive part numbers and prices for that product's supplies.

Well hang in there, because help is emerging in two ways: (1) Divisions are working to make supplies information more visible on their new product literature, and (2) we in the Computer Supplies Operation will additionally list new supplies in the *CS Newsletter* as they become available. For example:

For the 2608A Line Printer

Ribbon Cartridges 02608-60038
 Quantities: 1 to 5 \$25.00 ea.
 6 to 11 22.50 ea.
 12 and up 20.00 ea.

Layout Forms 02608-60091
 Package of 5 pads \$15.00 pkg.

Alignment Guides 02608-60092
 Package of 10 guides \$25.00 pkg.

For the 2621P Terminal with Printer

Thermal Paper 9270-0638
 Package of 24 rolls \$85.00

2621P Thermal Paper . . . It's Important

By: Will Carleton/CSO

The 2621P Interactive Terminal with Printer is a fantastic product. However, you should realize that the printer's performance has been optimized around thermal paper especially designed for its high-speed-with-quality resolution.

To maximize the 2621P's capability and your customer's satisfaction, it is essential that the HP-specified thermal paper (PN 9270-0638) be used. Here are the facts:

1. *2621P Warranty* — Not in effect if HP paper is not used.
2. *Maximum Print Head Life* — Only with HP paper is this assured; many other papers are highly abrasive.
3. *Speed and Resolution* — The 2621P prints up to 120 characters per second. HP's paper is presently the only thing we know of that will give a high quality, crisp printout at that speed.

IMPORTANT: Use Extra Care Handling New Double-Sided Flexible Discs

By: Carl Anderson/CSO

The HP 250, HP 300 and HP 3000/33 are fine systems — and they all use the new and thoroughly tested double-sided, double-density 1 Mbyte flexible disc.

However, *proper handling of this new media is extremely important*. If you and your customer are to avoid being double-crossed by data dropout.

This situation is not unique to HP, and the major flexible disc manufacturers with whom we work confirm that all users are having to re-educate themselves on proper media handling procedures. In other words, people have developed casual habits with single-sided media which are just not adequate for the high density double-sided discs. So it's back-to-school time.

Computer Supplies Operation will include special "how to handle" educational messages in future boxes of blank double-sided discs (PN 9164-0100 for a package of 10 discs, \$90.00). And the divisions will incorporate similar precautionary messages in their systems literature for users. Meanwhile, here is a summary of handling reminders:

Fingerprints, Dust and Residue

HP's experience so far indicates that fingerprints are the greatest problem. Remind your customers to never, never touch the disc surface.

Dust or other particles are another obvious problem. The higher density capabilities of the double-sided disc mean that a particle only 1/10th the size of that tolerable with single-sided media may cause a dropout problem for the double-sided media!

Even though your breath may be sweet and clean, it will unfortunately leave tiny residue spots on the media surface if you try to blow away dust. And trying to clean the disc surface with a handkerchief or with liquids will almost always leave more particles or residue on the surface than are cleaned off.

The best solution is to allow the waffle-liner inside the disc jacket to scrub particles off the surface during normal disc rotation.

Rough Handling

Bending the disc can impair its performance. Also, be sure the disc is inserted carefully and fully into the drive mechanism, so that it does not get pinched or jammed.

When not in use, flexible discs should be returned to their storage box or case, rather than left lying on desktops, etc.

Magnetic Problems

Remember that external magnetic fields can zap flexible discs. It is not prudent to store or lay discs on top of a 7906 disc drive cabinet — nor is it recommended to put discs on the inviting flat surface on top of the HP 300 console. Less obvious culprits can include CRT displays, transformers, and even magnetized screw-drivers placed near the media.

Items in Short Supply

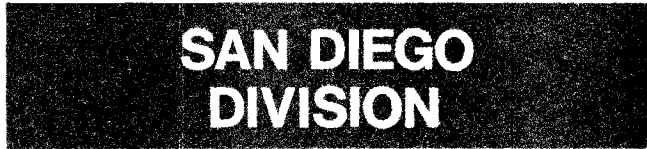
By: Will Carleton/CSO

It's our intention at the Computer Supplies Operation to give fast and responsive service. This means we also intend to work from a stock delivery position — although some items may occasionally be in short supply.

At the present time, Boise Division is experiencing severe short-term problems with:

- for the 2608A: Ribbon cartridge 02608-60038
- For the 263X's: Ribbon cartridge 02631-60060
- Print head 02631-60068

They have the solution working on these, but large quantities of the above will not be available until after January. Meanwhile, we will cover hotline and down instrument orders, and will partial other orders as best we can.



San Diego Multi-Sales Force Guidelines

By: Scott McClendon/SDD

San Diego feels that you now have the most exciting computer and terminal graphics offerings in the world and there is more coming in FY'79.

You will get full quota credit for selling SDD plotters for the following applications:

HP-IB (IEEE 488-1975) and RS-232C/V.24 Interfaces

Customers using plotters with HP computers, HP computer systems and HP terminal mainframes in the OEM and end-user market place.

SELL GRAPHICS!

Schnell. Leistungsfähig. Die neue HP 3000/Serie III.

Ein leistungsfähiges neues Computersystem für kommerzielle Anwendungen ab DM 330.000,--. Der Hauptspeicher mit automatischer Fehlerkorrektur ist bis 2 MByte erweiterungsfähig, ein prämiertes Datenbanksystem steht zur Verfügung, Rechnerverbund-Software ist lieferbar, die Plattenperipherie ist bis zu 960 MByte ausbaufähig, bis zu 4000 Transaktionen pro Stunde können online verarbeitet werden.

Das neueste System unserer erfolgreichen HP 3000 Familie bietet höhere Leistung bei erneut reduzierten Speicherpreisen.

Mit leistungsfähigerer Hard- und Software erreicht die Serie III den doppelten Durchsatz der Serie II. Nach dem neuesten Stand der LSI-Technologie werden 16K RAMS für den Hauptspeicher (bis zu 2 MByte) verwendet. Gleichzeitig wurde der Preis um rund 45% auf DM 86.400,-- pro MByte gesenkt.

Auch der Preis für den neuen 120 MByte Plattenspeicher ist um rund 45% pro MByte günstiger, insgesamt sind 8 Laufwerke anschließbar.

Online-Verarbeitung leicht gemacht

Wir haben unser Betriebssystem schneller gemacht, mehr Benutzer können gleichzeitig mehr aus dem System herausholen. Durch unser neues Betriebssystem MPE III (Multiprogramming Executive) können die Benutzer gleichzeitig über Dutzende von Terminals zur Datenbank zugreifen, Programme entwickeln oder aufrufen. Und das alles in 6 verschiedenen Programmiersprachen.

Neben der Möglichkeit, verschiedene Aufgaben gleichzeitig zu erledigen, kann das System auch für einzelne umfangreiche Arbeiten eingesetzt werden – ohne Wechsel des Betriebssystems.

MPE III unterstützt auch den »Multi-point«-Einsatz von Terminals. Dies erspart erhebliche Anschlußkosten, da eine ganze Reihe von Terminals über ein einziges Kabel angeschlossen werden können – mit einer Übertragungsgeschwindigkeit von 9600 Baud.

Schnelles, flexibles Datenbanksystem.

Unser prämiertes Datenbanksystem Image 3000 haben wir weiter verbessert und um 20% schneller gemacht. Das Locking-System sorgt dafür, daß die Benutzer der Datenbank nicht hockiert werden, wenn z. B. Updates auf Satz- oder Feldebene durchgeführt werden.

Ein neuer Zusatz zu DS 3000, unsere Rechnerverbund-Software, ermöglicht Zugriffe zu entfernt installierten Systemen, zu deren Peripherie, Programmen und Daten. Damit wird eine schnellere Verfügbarkeit



der Daten erreicht – Management-Informationen liegen noch schneller vor.

Bei all diesen Vorzügen, wobei die Preise bei DM 330.000,-- beginnen, sollten Sie sich das System näher ansehen. Rufen Sie Ihr nächstgelegenes HP-Büro an und vereinbaren Sie einen Vorführtermin für die Serie III oder schreiben Sie an Hewlett-Packard GmbH/Vertriebszentrale, z. Hd. Herrn Peter Schöltzel, Berner Straße 117, 6000 Frankfurt/M. 56, Telefon (06 11) 5 00 41.

Preisliste vom Leistungssteller 1/78, HP 3000/3000/20



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