

COMPUTER SYSTEMS NEWSLETTER

For HP Field Personnel

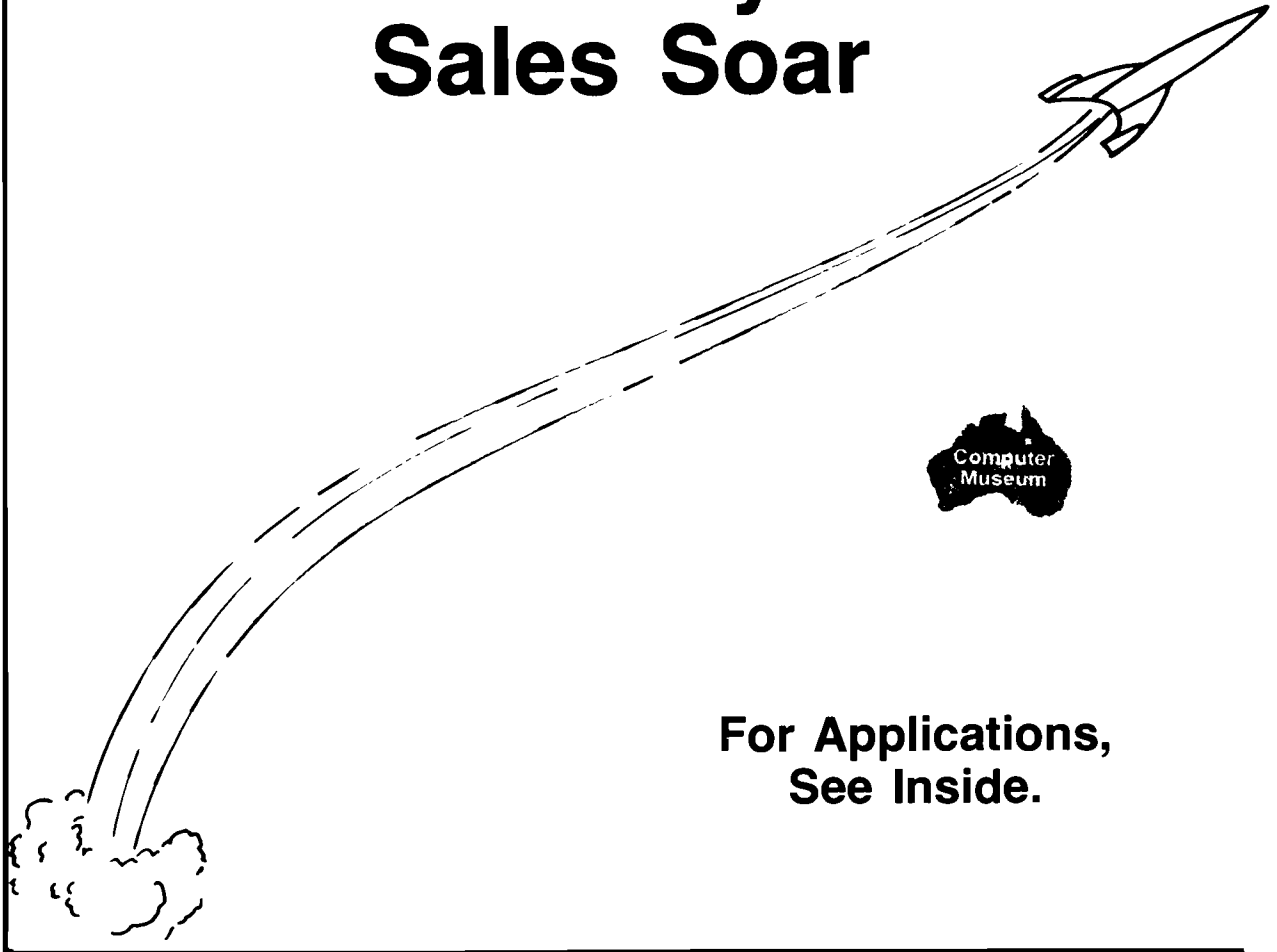
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Vol. 5, No. 11
April 15, 1980

HP 2630 Family Printers Sales Soar

Number of Units



For Applications,
See Inside.

Sept. '77

'78

'79

Feb. '80

HP 2630 Family Printers Applications

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HP Computer Museum
www.hpmuseum.net

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BOISE DIVISION NEWS

Applications

HP 2630 Application Roundup

By: *Thad Webster/Boise*

You SRs have already sold many thousands of 2630 Family printers. The order rate of this printer family has been impressive. Many of you have shared application stories with us recently so here's a summary:

Dave Gerhart (ESR Support) reports:

This application capitalizes on HP's strength in graphics! The customer has a configuration consisting of a 9845A with a 2631G, 9872A, and 2 floppy disc drives. As a consultant firm, this customer uses the HP equipment for general computation and graphics. The firm provides performance data and trends to its clients.

Reasons for purchase of the 2631G? Price, acceptable noise level, good performance, and good print quality. To prove their satisfaction, a second 2631G is on order!

Tom Mills (ESR Support) says:

An Atlanta hospital has an interesting medical application for Boise printers on desktop computers. Configured to a 9845B desktop is Boise Division's light-duty graphics printer, the 2631G. The total configuration also includes a 9872S plotter, 9883A tape reader, two disk drives (9885 M,S) and a digital voltmeter. This application involves calculating radiation dosages and manipulating long-term statistics for the hospital's patients as well as aiding in tumor diagnosis.

The 2631G is deemed particularly useful in this application for its ability to print graphs and charts for internal reporting purposes. For publication-quality graphics, the 9872S is employed. The 2631G was chosen over the 2631A (Boise's light-duty alphanumeric printer) because of its versatile graphics capabilities. The customer is an HP fan of long-standing and is quite pleased by these products.

Ed Pavlinik (ICON/Canada Support) states:

A huge utility company uses HP desktop computers coupled with Boise Division printers extensively to provide energy to a power-hungry world. In an application at a field

construction site for a new hydroelectric dam, a 9835 is used with a 2631G in charting site locations, mapping, and general surveying work. The field data is transmitted to company headquarters for compiling, editing and set up for final analysis on a 9835. Hardcopy results are then produced on a 2631A.

At headquarters, a 9845 is used with a 2631G to create reports and charts depicting electrical consumption to determine peak usage periods to aid in conservation efforts. Data is used to forecast the need for new power generation facilities.

The remote surveying sites valued the reliability, speed and fade resistancy of the charts generated by the 2631G. The high quality print was also a major selling feature. The headquarters site personnel especially liked the speed, print quality, and reliability of the HP printers.

Jim Skog (MSR Support) reports:

Some Midwestern farmers are 'bringing home the bacon' in the form of checks written on Boise Division's 2631A. This is a result of an interactive system consisting of a 9835B and a 2631A, which speeds up feeder pig auctions. These auctions involve several dozen pens, sorted by grade and weight, filled with a couple of thousand feeder pigs owned by dozens of local farmers. This potentially confusing situation is easily handled by this mobile system.

The auction is speeded up considerably because of the system. The pigs are weighed in and data entered about the owner, the weight, and the pen in which the pig was graded. When that pen is auctioned, the price per pound high bid is entered. The desktop computer calculates the transaction and prints checks on the 2631A for each farmer who had pigs in the pen, less the commission paid to the auctioneer. These checks are printed and available almost immediately after the pen is auctioned. The 2631A also prints out a list of all of the transactions for backup.

The on-line answer to hog auctions uses the 2631A with the 9835B. The combination keeps track of every pig, provides backup in the form of printed output, prints checks with multiple copies available, and best of all saves time and money. The auctioneer is "very happy with the Hewlett-Packard equipment."

Dave Melin (NSR Support) says:

Intelligence and versatility are two reasons why this software OEM uses 2631A printers as part of a 9835/45 desktop system.

The Denver area customer claims that the 2631A provides the price/performance solution for his application — job-cost accounting, bookkeeping, and some engineering analysis. Bi-directional printing at 180 cps gives the high throughput necessary, and the SR says the customer is pleasantly surprised at the low noise level. The capability to write checks, reports, and engineering documentation all on the same printer proved to be this customer's total solution.

Dick Wilhelm (SSR Support) states:

An advanced computational package is made available by an OEM customer for use in formation pressure detection and optimized drilling functions. The package consists of a 9825 programmable desktop computer, 9872A plotter, and a 2631A printer. The system provides a practical and economical concept for advancing the capabilities of primary hydrocarbon well logging. The combination of calculator/plotter/printer is ideally suited for selected drilling, well control, nozzle selection, directional drilling, and wireline interpretation programs. Other additional sensors available include weight-on-bit, pump pressure, mud density, rotary speed, pit volume total, mud conductivity, torque, mud temperatures, and mud flow out. Specifically the 2631 is used to provide hardcopy records for documentation and comparison purposes.

The primary reason this OEM customer selected the 2631A printer is its speed and reliability. The systems will be shipped all over the world and used in all types of environments. Since HP provides worldwide service on its equipment this gives the customer peace of mind regarding servicing in remote locations.

Another determining factor was that HP stocks replacement ribbons and print heads, making them easily replaceable. The ease of changing the ribbon on the 2631's was also cited as a consideration for choosing the 2631's for their systems.

Another application recently reported involved the 9835 and 2631G used in consulting work on oil drilling rigs. The system is used for logging and charting data. It is carried via a boat to drilling sites in the North Sea. The customer's major reason for selecting the 2631G was its versatility and reliability. It also can be used in various environments — as the voltage is easily changed from 110 to 220 to accommodate foreign requirements.

Product News

2635 on HP 1000: Problem

By: Wayne Eskridge/Boise

When using DVA05 with a 2635A as a system console on the HP 1000, a problem occurs the first time the driver is entered. The driver does a status check as part of its start-up sequence. The status sequence returned has one more character in the 2635 than does the 2645. The result is that the HP 1000 sees the extra character as the first character in a command, and thus sees an invalid command. It also causes a pound sign (#) to be printed on the 2635. Hitting a CR before entering a valid instruction will bypass the problem, but there is no fix. Again, this only happens the first time the driver is entered.

DESKTOP COMPUTER DIVISION NEWS

Division News

May/June Keyboard

By: Bill Sharp/DCD

The next *Keyboard* issue will feature a desktop computer application at *Audio* magazine in Stuttgart, West Germany, where a System 45 and other HP equipment is used to test stereo products. *Dave Arrowsmith*, European *Keyboard* editor, and *Gerhard Sieger*, both of HP in Boeblingen, helped gather the story.

Caterpillar Tractor Company's manufacturing plant in Decatur, Illinois, will also be featured. About 35 employees share the plant's System 45, keeping it busy for more than 40 hours per week in mechanical design and other engineering applications.

Continuing the Desktop Computer Applications at HP series, we will include an article on use of the 9830 and System 45 by DCD's Cost Accounting department.

Sales Aids

Software Catalog Subscription Service

By: Jack Clagett/DCD

In response to requests from our customers and field sales, the HP BASIC Users' Club is undergoing some significant changes. For our customers, timely software catalog updates and a quick, easy reference to a broad and increasing range of software will be key features. For you, these features translate to more software and a new, important, easy-to-use sales tool.

From now on, we'll be known as HP's Software Catalog Subscription Service. Some of the benefits will be:

- Quarterly updates describing a constantly expanding range of BASIC software from three sources.
- Newsletters included with each update will keep users informed of new hardware and software developments and valuable programming tips.

- The Software Catalog will be the only source of information about the rapidly-expanding third-party software written for HP desktop computers by software suppliers. This software is fully documented, supported and sold by the supplier. Full information on who to contact to get this software will also be furnished.
- Complete descriptions of all BUC-contributed software with two ways to obtain copies: by exchanging as before at no cost, or by purchasing without contributing a program (a \$25 transcription fee covers cartridge, recording, program listing and mailing expense).
- Complete descriptions of all HP-developed and supported BASIC software for the 9835/9845 are also included.
- There will also be information on other HP clubs, HP-85 software and 9815/9825 software.

We also plan to continue sponsoring area meetings for members of the Catalog Subscription Service. Users enjoy getting together to exchange ideas and information, and we get to tell them about new products.

As you can see, the Software Catalog Subscription Service really is a service to our HP desktop computer customers, and it is a bargain at only \$25 for the annual membership fee. All present BUC members will receive the first complete catalog insert free; after that, we want them to join the club.

You can help your customers benefit from this service (and benefit yourself) by showing what we offer. To do that, you need *your own copy* of the Software Catalog. As an HP SR, you must place your order through the Heart OP system. You will receive the binder and original catalog on receipt of your order. After that, you will automatically receive updates every three months.

Use the following information on your HEART 12 order placed on Division 5006; P/N 11141-10200; Supplying Division 50; Marketing Division 40; Price: Please advise (We're charging you only cost); Under "special instructions," you must specify your HP employee number. Also, if applicable to your sales area, specify appropriate account number and location code.

Get your order in now. Take advantage of the most comprehensive catalog of software written for DCD BASIC language products. It's a sales tool you can use every day!

9825 Promotion Progress

By: Jim Geer/DCD



Bea Salazar, fills thousands of requests for more information as part of the 9825 sales promotion program.

The last issue of the *CS Newsletter* described the HP 9825 sales promotion program that is now working to get you more qualified leads, based on the replies to the data acquisition and control advertisement and to *Steve Leibson's* article in *Instruments & Control Systems* magazine.

The direct mail package is being mailed as fast as we can process the inquiries, which, as shown above, are coming in at a good rate. With more than 4,000 inquiries received to date, this promises to be one of our most successful promotions.

The next step will be up to you as you receive requests for contacts and demos. Both 9825 sales and your quota fulfillment can benefit greatly from your efforts.

By the way, keep your eyes on these pages for new, long-requested enhancements to the 9825 — the desktop controller that has become an industry standard.

Product News

Used Equipment Available

By: Al Sperry/DCD

The first two desktop computer peripherals listed below are available in the US. Prices are negotiable. The third item is in Finland. For more information on any of these, please contact *Chris Stumbough* or me at DCD, (303) 226-3800.

For Sale: 9871A, Opt. 888, with 11336A Interface
9869A, Opt. 888
9864A, Opt. 888, price 15000-16000 Finnish Marks.

BDD News

Tektronix 4052 and IBM 5120 Update

By: Susanne Daniels/BDD

Reports on the Tek 4052 and the IBM 5120 were included in an update to the gold-colored competition binder which has been sent to each European DSM. If you did not receive either the update or the binder, please contact me at BDD on Ext. 427.

DISC MEMORY NEWS

Product News

7906/20 Compatibility with Older HP Technical Systems

By: Jon Bolt/DMD

Those customers wishing to upgrade their mass storage systems on older HP processors (e.g., HP 2100, HP 2000 Access) should be made aware of one major potential problem . . . most older HP 2100/21MX based systems (prior to Sept. '76) as originally shipped utilized the 'A' version disc controller — the HP 13037A.

The HP 7906 and HP 7920 are only supported by the 'B' and 'C' version controller.

Fortunately, a customer need not purchase a brand new HP 13037C and junk his model A to solve the problem; he can upgrade the boards in his controller to the following:

Description	Part No.	Minimum Acceptable Date Code
ECC/ROM	13037-60024	1650
	or 13037-69024	
Microprocessor	13037-60001	1530
	or 13037-69001	
	13037-60002	
Device Controller	or 13037-69002	1630
	or 13037-60028*	
	or 13037-69028*	
	13037-69028*	

***Note:** The 13037-6X028 is required only for the HP 7925 and is available by ordering the HP 7925S with Option 250. Refer to CS Newsletter (Oct. 11, '79)

Any replacement boards can be ordered from Corporate Parts Center.

Don't overlook this major detail in upgrading older systems — a small price to remedy a potentially embarrassing problem.



DATA SYSTEMS NEWS

Applications

22998A — C Compiler for HP 1000

By: Bob Blake/DSD

"C" is a general purpose programming language developed by *Dennis Ritchie* and others at Bell Telephone Laboratories. C is generally thought to have its roots in BCPL (1969) and to have evolved through several lesser known languages into B (1970) and C (1972).

Typically C is associated with *UNIX™, a proprietary operating system, developed on PDP architecture. This combination of C/UNIX/PDP has been extremely successful in the Bell, Education, and Government markets where managers are said to carefully scrutinize PO's that do not include C/UNIX.

HP/C is a full implementation of C on an HP 1000 with all the modern control structures which make structured programming attractive. Since C allows the programmer the usual integers and floating point, and also access to characters and even machine addresses, it is ideal for use with RTE. C is simultaneously a high level and a low level language, providing the productivity efficiencies of a system programming language yet retaining control over the compiler typically found only in Assembly language.

C and RTE make a powerful, competitive package. While not specifically tested, by analysis, the RTE Feature Products appear to be useful through ENTR routines. This means DBMS, DATACAP, etc. can solve your customer's problems at a very attractive price.

HP/C was developed as third party software by Corporate Computer Systems (CSS) whose technical staff has years of Bell and HP expertise. HP/C has been used by a Beta site for about nine months, tested by UNIX support group and informally used by a variety of HP users (mostly with C backgrounds). The consensus is very favorable: comments include "solid piece of code," "efficient compiler," etc. If your customer would like to talk with these references, please call *Pat Tucciarone* or *Tom Papsen* (201) 981-1199 or me.

HP has an exclusive license to market HP/C to Ma Bell, US Government agencies and all sales made outside the US. All other customers may buy directly from CCS. Due to training and support considerations, DSD is marketing only in North America. Emulating Ma Bell, HP offers HP/C "as is" without warranty or training. However, 90 days of support (bug report, fix) with 10 phone-in consulting calls per month from CCS is included in the HP product. Training and/or additional support services are available directly from CCS. Prices and ordering information are in new HP data sheets 5953-4250(D) which are in distribution now.

What does this mean to you? You can now offer your customer his choice of the two latest and most powerful System Programming Languages — PASCAL or C. Remember, even when your customer buys from CCS, he buys the HP 1000 from you.

*UNIX™ is a trademark of Bell Telephone Laboratories.

Sales Aids

PASCAL And L-Series Slide Kits Available

By: Chris Carney/DSD

Both the PASCAL (BS-25) and the L-Series Slide Kit (BS-26) can be ordered through HEART (Override).

However, if you ordered a BS-18 which is the DSD Customer Product Slide Kit, you will automatically receive the PASCAL Slide Kit as well as the L-Series Slide Kit. You will automatically be billed for these two updates via a Transfer Request.

Below is a complete list of the latest slide kits and miscellaneous sales aids available. (Order from Division 22/Bldg. 40/Att: *Chris Carney* with a HEART Order only, at transfer cost noted in following table).

Kit No.	Issue/Rev. Date	Media	Transfer Cost	Title/Description
BS-11	2/78	35mm Slides	\$ 12.50	DS/1000 (19 slides)
BS-12	No Longer Available			
BS-13*	4/78	Overheads	100.00	Microprogramming Seminar
BS-14*	10/78	35mm Slides	32.00	Computation (50 slides)
BS-15*				
BS-16	12/78	Belt Buckles	5.00	HP 1000
BS-17	2/79	System Photos	40.00	Eight System Photos
BS-18*	6/79	35mm Slides	277.00	New DSD Customer Product Slide Kit
BS-19*	6/79	35mm Slides	50.00	Customer Management Seminar (77 slides)
BS-20*	6/79	35mm Slides	37.00	Computers in Manufacturing (57 slides)
BS-21	6/79	35mm Slides	92.00	Measurement & Control (2240A, HP-IB & Fiber Optics w/o HP 1000 Pitch) 144 slides
BS-22**	6/79	10 oz. coffee mug	2.25	Customer Seminar Premium
BS-23	8/79	40" x 60" Murals	400.00	NPT Photo (Color)
BS-24	1/80	Manual	5.00	HP 1000 Guide to OEMs and Software Houses
BS-25*	3/80	35mm Slides	20.00	PASCAL/1000 (32 slides) Update to BS-18
BS-26*	3/80	35mm Slides	67.00	March 1980 NPT Slides on L-Series and OEM Resources (105 slides) Update to BS-18
BS-27 (available May)	5/80	4 mini cartridges & Mini Guide	40.00	HP 1000 L-Series Hardware Support Demo Operator's Guide
BS-28	3/80	10 color Transparencies	45.00	Office Decor Package-suitable for making posters or photos for wall (PASCAL, L-Series, IMAGE, DS, GRAPHICS, DATACAP, RTE)
BS-29	3/80	Overheads	272.00	DSD Product Overview

*Includes presentation script

**Minimum order quantity for BS-22 is 12 coffee mugs.

Competition

DEC Raises System Prices

By: Steve Pomeroy/DSD

Digital Equipment Corporation recently announced a 5% price increase on its packaged systems. The increases, which went into effect on March 7, would apply to all orders received after that date except those made from outstanding quotes.

In addition to the increases on packaged systems, DEC boosted the prices of system hardware options by 7%

and software options 15%. The price increases apply to both OEM and end user customers.

HP 1000 Systems are now an even better value when compared to DEC. A typical PDP-11/44 system (256 KB ECC memory, 20 MB disc, 120 char/sec console printer, hardware floating point processor, cabinet, and RSX-11M operating system) will cost approximately \$50,000. A similarly configured HP 1000 Model 45 System would cost \$43,385.

In a Whetstone benchmark performance comparison, the HP 1000 System performs 33% faster, and now costs 13% less. And don't forget that you can get the Model 45 with 8-week delivery!

DATA TERMINALS NEWS

Division News

Computer Caravan is Now Expo 80

By: Bill H. Mitchell/DTD

Computer Caravan is a born again computer show called Computer and Office Systems EXPO 80. EXPO 80's tour schedule is:

New York	April 22-24
Baltimore	April 28-30
Boston	May 6-8
Detroit	June 3-5
Chicago	June 10-12
Cincinnati	June 17-19

Shows were held in San Francisco/Bay Area (San Mateo) March 19-21; Los Angeles March 25-27; Dallas April 1-3.

San Diego, Boise and Data Terminals will show products in all nine cities and the HP 250 will be shown in selected cities. Use this opportunity to better acquaint your customers with some of our capabilities.

For questions regarding the show or discount tickets for your customers, please contact the following individuals:

San Mateo	<i>Laurent Gharda/Neely S.C.</i>
Los Angeles	<i>John Mack/Neely Airport</i>
Dallas	<i>Alan Arnett/Richardson</i>
New York	<i>Sandy Efron/Manhattan</i>
Baltimore	<i>Craig Jester/Hanover (Baltimore)</i>
Boston	<i>Hugh Amick/Lexington</i>
Detroit	<i>Al Daczka/Farmington</i>
Chicago	<i>Phil Conway/Rolling Meadows</i>
Cincinnati	<i>Joe Euse/Cincinnati</i>

See you at the EXPO!

Sales Aids

307X Data Capture Demo Memo

By: Andy Zaremba/DTD



Hot off the tape drives and awaiting your requests are the new 307X data capture demonstration programs that run off the 2647A. These programs, illustrating the many and varied features of the data capture terminals, can be obtained from Rene Feitelson at DTD. Best of all — they're free! Just send in a blank cassette and they're yours. It's a great way to introduce customers to these products.

2645A and 2648A Course Materials Now Available

By: Pam Leitnerman/DTD

DTD is pleased to announce that course materials for the 2645A Terminals Applications Course (13294B) and the 2648A Terminals Applications Course (13294C) are now available through the Software Distribution Center (SDC).

The materials available are:

13294-60001 2645 *Instructor's Package*
Includes: 2645A Instructor's Guide
2645A Student Workbook
2645A Overhead Transparencies
Data Terminals 3-Ring Binder
Five cartridge tapes with files of the
Overhead Slides and Lab Material

13294-60002 2645A *Student Package*
Includes: 2645A User's Manual
2645A Reference Manual
2645A Student Workbook
Data Terminals 3-Ring Binder

13294-60003 2648A *Instructor's Package*
Includes: 2648A Instructor's Guide
2648A Student Workbook
2648A Overhead Transparencies
Data Terminal's 3-Ring Binder
Five Cartridge tapes with files of the
Overhead Slides and Lab Material

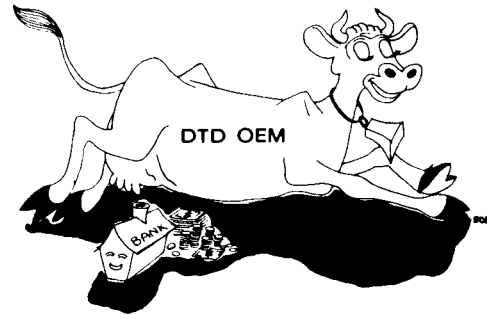
13294-60004 2648A *Student Package*
Includes: 2648A User's Manual
2648A Reference Manual
2648A Student Workbook
Data Terminals 3-Ring Binder

To obtain these course materials, place a HEART "12" order. The product line is 68. The marketing division is 42. The supplying division is 5006. The sub-unit price is "PLEASE ADVISE." A REQUIRE DATE IS ABSOLUTELY NECESSARY. Also, please note on your order, the particular person to whom the order will be shipped. SDC is quoting a two week turnaround time for delivery of these materials.

Data sheets for these courses are available through Literature Distribution. The 2645A course data sheet number is 5953-2031; the 2648A course data sheet number is 5953-2032.

OEM Seminar

By: Ken Koo/DTD



Thanks to you, OEM terminal sales in the past year have provided a continuous source of revenue and profit for DTD. Recognizing the importance of OEM sales to both the field and factory, we have recently invested in new resources that will have a very positive short and long term impact on our OEM terminal sales.

The first result of this effort is the development of our OEM Seminar — "Considerations in Developing Display Oriented Microcomputer Solutions" — which is oriented toward potential OEM decision makers with emphasis on applications. The objective of the seminar is to demonstrate how some of our existing OEMs have capitalized on their application knowledge and our products to generate new business. The seminar package consists of professionally made 35 mm slides, a script, and a 15 minute testimonial videotape from an existing OEM.

A team of factory OEM specialists will be available to assist you in conducting your OEM seminars initially. To get the most out of your OEM terminal sales this year, we encourage you to take advantage of our offer and start inviting your OEM prospects now. Just give *Ken Koo* a call at (408) 257-7000 X2967 and let us know the date and place. We will include your seminars in our tour schedule. This tour will be in addition to the HP Computer Conference Seminar shows.

Let's maintain our momentum and continue to "milk" our OEM cash cow.

Product News

Labeling HP 2647 Programs on Tape

By: Scott Guthrie/NSR-Airport

It's nice to know what program is loading from the tape without listing or running it when it has finished, right!?! Right! — Well, that mysterious "D", "L" or "R" that shows up when loading programs can be replaced with a program name. Here's how:

- Step 1:
- Bring up the command line
 - Press "ASSIGN"

- Press "more"
- Press "NAME"
- Type in the desired program name*
- Press "L Tape" or "R Tape," depending on which drive you wish to save the program on.
- Press "RETURN",
- and turn off the "COMMAND LINE"

This step has created a new 'device' with your desired program name and assigned it to be a tape drive.

- Step 2: To save the program, while in BASIC, type SAVE "program name" or, CSAVE "program name."

The program name will be placed as a header to the program and displayed when the program is next loaded.

*Name can be up to 18 characters and only the first 11 are used, no imbedded blanks, alphanumerics and underline only.

Strapping the 13297A RAM MEMORY PCA for Use in the 2640B

By: Kalli Louis/DTD

Last September, Data Terminals announced the addition of 4 Kbytes of memory to the standard 2640B Display Station. With this addition, the typical memory map for the 2640B now looks like Figure 1:

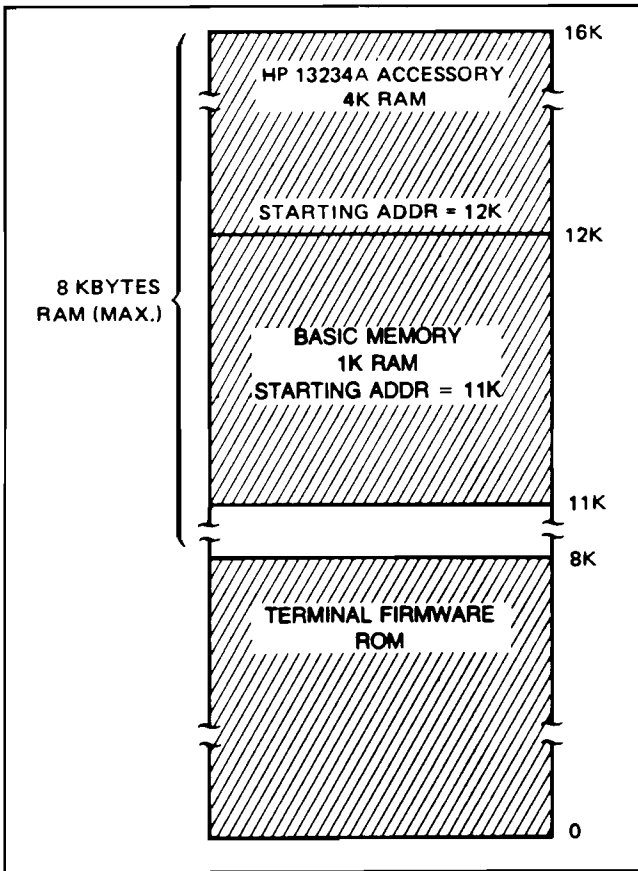


Figure 1. Typical Memory Map

Figure 2 shows how the PCA starting address jumpers are arranged to select the appropriate memory starting address for the size of memory being configured. In this configuration, two 4K PCA's are used to give the terminal 8 Kbytes of memory. Also, two bottom plane slots are used up in this configuration.

What if your customer needs an extra bottom plane slot? Can you take out the two 4K boards and replace them with an 8K universal RAM MEMORY PCA — 13297A? The answer is: Yes. However, there is one "gotcha". One 4K memory board comes standard in the 2640B terminal. Because it is a standard part of the terminal, the factory has no way of taking it back.

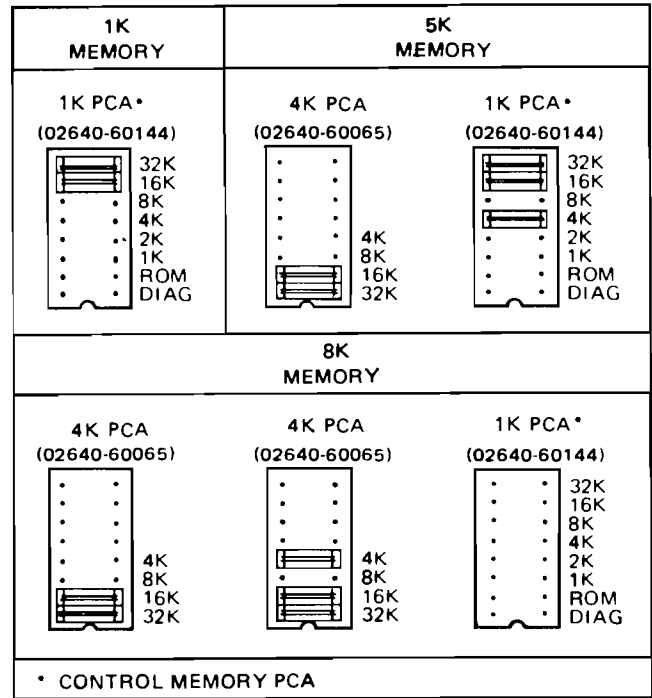


Figure 2. Memory Addressing Jumpers

To install the 8K universal RAM MEMORY PCA 13297A, remove the standard 4K PCA (02640-60065). Set the straps on the 13297A according to Figure 3 and add it to the terminal.

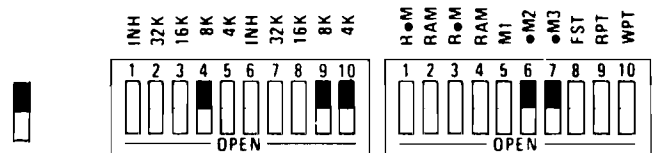


Figure 3. 8K used as bottom plane RAM memory starting at address 8K. (Note: The 13297A uses negative logic).

Remove all the jumpers from the Control Memory PCA (02640-6014A) as you see in Figure 2 for 8K memory. Your 2640B terminal is now equipped with 8 Kbytes of memory.

For more information on the 13297A, consult the 13297A Universal RAM MEMORY PCA Accessory Manual (13297-90001).

Compatibility Mode on 2647A/8A

By: Benoit Gibert/HPG

As you know, our graphic terminals are TEKTRONIX compatible. This means they are able to plot data intended for a terminal using a display with 1024 by 1024 addressable points (instead of 720 by 360).

You want to use compatibility mode? Don't forget to open both G and H switches on keyboard interface to eliminate use of DC1 — DC2 handshake protocol.

P	Q	
Open	Closed	Scaled compatibility mode
Closed	Open	Unscaled compatibility mode

Anderson-Jacobson AJ242 Modem Compatibility Problem

By: Dave Williams/DTD

There is a compatibility problem between the 2621 and the AJ242A modem. *Tim Haney's* article in the Feb. 1, '79 CS Newsletter should clarify any questions you have concerning this dynamic terminal/modem combination. Reprinted here for your information:

I have uncovered a 2621A compatibility problem with the Anderson-Jacobson A242A modem. The A242A uses the single rear 25-pin connector for both current-loop and RS-232 communications. A conflict of signals arises, resulting in the modem's transmitter hanging up. The gotcha is pin 23 (CH) on the M and N cables.

The following are the non-standard connections:

Modem Pin #	262X Usage	Cable Problems
9	N/C	None
10	N/C	None
16	TTLx8out	C
17	DD	None
23	CH	M,N
24	DA	None

There are a number of solutions to circumvent this problem, including:

1. Use a Y cable instead of the M or N. The A242A and the 2621A/P do not need any of the other control signals to operate correctly if the "t" strap is reset.
2. Cut pin 23 out of the M or N cable.
3. Cut the trace between pins 23 and 24 on the modem card.

Training News

Terminals "Refresher Course"

By: Christian Graff/Richard Franklin/HPG

Last year we conducted a survey in Europe to find out what subjects you wanted to know more about in the area of terminal products. After receiving an astonishing number of replies we put together a new style seminar called the "Refresher Course."

The two-day course, given in your own country by two Grenoble instructors, is designed for Senior SEs who have been on quota for more than a year and who cannot afford a full week out of the field to attend our Neophyte classes in Grenoble. It is therefore not a series of lectures and labs but rather an active and interactive session with the flexibility to adapt to the needs of each specific group. There are case studies and workshops as well as individual presentations on the terminal range. It is a unique opportunity to exchange views on terminals and systems connections and to share your experience in selling terminals with your colleagues and Factory Marketing.

This course has already been given in Manchester, Düsseldorf, Brussels and Vienna. If your office is not scheduled for the next sessions, we will get in touch with you to organize one in your area.



GENERAL SYSTEMS NEWS

Product News

HP 250 Production Moves to California

By: Jim Carlson/GSD



From its current home in Ft. Collins, Colorado, HP 250 Manufacturing will soon begin the move to its new home in GSD as part of the Business Systems Program. This move will bring the complete product team together in Cupertino — 250 Marketing, the growing 250 Lab, and now 250 Manufacturing.

HP 250 Manufacturing is planned to move in three phases. First, Ft. Collins will begin supplying subassemblies to BSP so that all final assembly, testing, and customer shipments of the 250 can be made from Cupertino. Next, BSP will begin to produce the major 250 subassemblies. And finally, the rest of subassembly manufacturing, including printed circuit assembly, will be transferred to Cupertino. The goal is to complete the three phases of the move by July. As the move progresses, there will be a rapidly growing production area for the 250 in Bldg. 43L.

A team led by *Bob Bowden* is "pulling" the 250 transfer from the BSP side. A similar team led by *Billy Miracle* of Ft. Collins is "pushing" the 250 transfer from the Ft. Collins side.

With 250 manufacturing in Cupertino, BSP will be able to continue the work begun by Ft. Collins to improve the overall manufacturing process, add new product enhancements

being developed by the 250 Lab, and work with the full 250 product team in Cupertino to continue to build the 250 success.

Before long you'll see signs at BSP that the "HP 250 Production Line Starts Here!"

Mixed Tape Densities (800 and 1600 bpi) on a Series III

By: Rich Edwards/GSD

We would like to clarify the configuration rules for mixing 800 and 1600 bpi magnetic tape drives on an HP 3000 Series III. Older configuration guides have stated: "One 1600 bpi magnetic tape drive in low-boy cabinet is required and is connected through a controller to the system. The supplied controller can also handle up to three extra drives of mixed densities (up to a total of four)."

The next edition (effective immediately!) will contain an additional note: "When using mixed density drives, a 1600 bpi master drive is required."

Additional notes have been added to the descriptions of options 321 and 324 of the 7970E tape drive to further emphasize this. Thanks to those who sent in this correction.

Competition

Competing Against IBM On Staffing And Training Costs

By: Rich Edwards/GSD

One of the HP 3000's biggest and most overlooked advantages over IBM is in training and staff costs. These costs often exceed the value of the system itself, thus having a significant hidden effect on true price/performance. By pointing out these details to customers, you will have a much better opportunity to convert them to HP's easy and friendly way of data processing.

A typical IBM mainframe shop generally requires 1-4 system specialists. The main person, a system programmer, typically has sole responsibility to maintain the operating system. He/she must install new software releases, fix

operating system bugs, analyze dumps, and maintain the spooler and all the numerous system tables. It typically takes this person 3-6 months to become proficient on the system and, once experienced, he/she is hard to keep and expensive, commanding a salary of \$20,000-25,000 a year.

If any database work is to be performed, a database manager is generally required. This person is responsible for designing, building, and maintaining all the databases on the system. He/she typically takes 3-6 months to become proficient on the system and commands a salary of \$20,000-28,000 a year.

Two other specialists often required are a teleprocessing expert and data entry expert. They are responsible for maintaining the transaction monitoring software (CICS) and key to disc routines respectively. With salaries ranging from \$18,000-30,000 a year and many months of training required, these specialists are hard to obtain and difficult to keep.

The HP 3000 eliminates the need for any of these specialists. Our software is installed and maintained by HP SEs (unless the customer has central support, in which case the system operator can perform an update in a matter of an hour or two with but a few hours of training). As for databases, each programmer on the customer's staff can become proficient at using IMAGE/3000 by taking just a one-week HP training course; no specialists are needed because IMAGE is easily understood and used by any programmer. And our transaction processing, spooling, and data entry capabilities are built into MPE, requiring no maintenance or specialists to use them.

Just by eliminating the need for these specialists, HP can save the customer years of training and upwards of \$200,000 a year in salaries and personnel overhead. This in addition to the significantly increased productivity realized by being able to get his/her applications up and running as much as 4-5 times faster than with an IBM machine.

With hardware prices decreasing and wages increasing, programming staff and software development costs are becoming the most significant factor in DP spending. The HP 3000 offers customers more relief in this area than other vendors. So sell them on reduced training costs and savings on system specialists' salaries and overhead, the key to achieving low cost yet powerful data processing solutions.

Training News

Commercial Product Training Pre-Study Kit Available

By: Gwen Miller/GSD

Pre-study materials for Commercial Product Training are now easy to get! To ensure this reading is available for every new commercial SR, we have assigned part numbers for easy ordering from GSD's Manuals Distribution center.

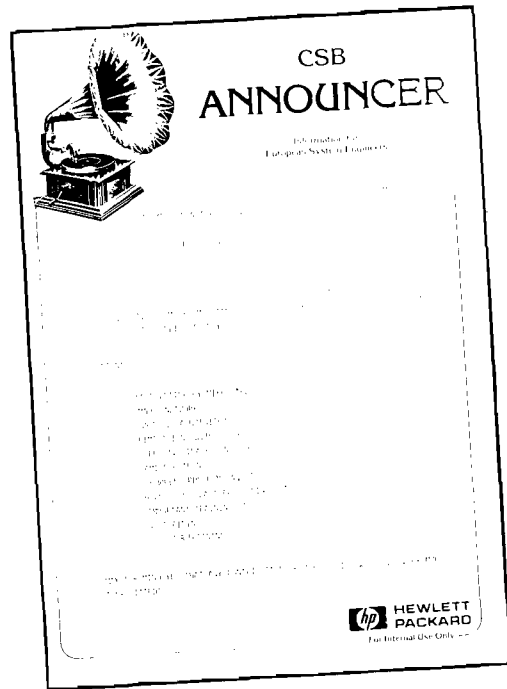
Item	Part No.
Entire package (kit) which consists of:	30000-60028 (about \$15)
Student worksheets	30000-90204
Readings	30000-90205
HP 3000 General Info. Manual	30000-90008
HP 3000 Using Files	30000-90102
Using the HP 3000	03000-90121

Order on HEART/COCHISE by mid- to late April. After this time, we will *not* send this material to staff people as they enroll in the course. So be sure to order kits and/or student work packages in sufficient quantities to get your new hires learning about the HP 250, 300, and 3000 from their first day on the job!

CSB News

CSB Announcer

By: Sonja Prüssner/CSB



Since December '79 the CSB SE Group has published a quarterly Newsletter, *CSB Announcer*.

Designed to help our European SEs, the idea for the publication was suggested by participants at an HP 3000 workshop at CSB in November. It was felt that a newsletter would be an ideal way to improve communications and help SEs in various countries share common problems and solutions.

Contributions from European SEs are encouraged. Participate by writing articles on subjects of interest to fellow SEs. For example, customer applications' problems you may have solved. Send contributions to *Sonja Prüssner* at CSB, Ext. 710.

CSB Neophyte Product Training

By: Bob Crum/CSB

As part of CSB's commitment to support the European marketplace for GSD's Commercial Systems, we have a three-week commercial product training class here in Böblingen for new salespeople.

Since June, '79 we have given three classes, for a total of 57 attendees. The course content has recently been re-evaluated, and now consists of a schedule we feel more completely meets the needs of attendees. It includes three days of general overview of IMAGE/QUERY, Data Communications, Distributed Systems, Operating Systems, Computer Hardware, Performance, and Contracts and Software Policies; two days of HP 250 training; three days of HP 300 training; and six days of HP 3000 training.

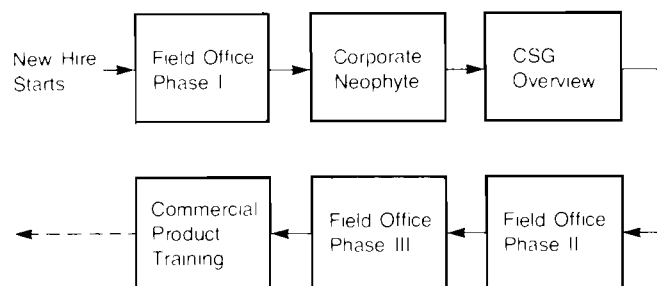
To ensure that all students attending the class have a common basic level of understanding of HP's commercial products, the following items should be read and reviewed before attending our class. Copies of this material should be available in all local sales offices.

HP 250: Field Training Manual, Price/Configuration Guide

HP 300: General Information Manual, Field Training Manual, Price Configuration Guide

HP 3000: General Information Manual, Field Training Manual (currently 2 binders "HP 3000 Business Systems" and "Distributed Data Processing"), Price/Configuration Guide, "Using the HP 3000"

Computer Groups' Field Marketing Training Program defines other prerequisites for attending this class (as for US classes):



All persons attending our course should first have attended the two-week Computer Groups' Overview Class in the US.

Registrations should be made through *Sylvia Treptow*/CSB, COMSYS 1202, Ext. 710 for the following classes which are scheduled for the rest of '80:


7 April	—	25 April
28 July	—	15 August
15 September	—	3 October
24 November	—	12 December

There are still places available in all classes. Register Now!

CSB Technical Support for Europe

By: Jochen Leonhardt/CSB



L to R: *Jürgen Schumm*, *Charles Maronda*, *Walter Hellweger*, *Heinz Jurack*, *Klaus Mutter*, *Sylvia Treptow*, *Wolfram Schoeb*, *Michael Lafage*, *Jochen Leonhardt*, *Sonja Prüssner*,  *Uwe Jensen*.

The objectives of our CSB SE team are to provide training for the European field SEs, support hot sites, give on-line support for both hardware and software, and coordinate the introduction and testing of new products in Europe. Our team is:

Sonja Prüssner, the European SR-Monitor, supervises all European Service requests which arrive at CSB. Working closely with GSD, *Sonja* ensures that no SR's get delayed or lost during the processing cycle. She also edits *CSB Announcer*, a newsletter for European SEs.

Sylvia Treptow, team secretary, handles training registrations and keeps our students happy.

Jochen Leonhardt heads up the group.

Supporting the HP 250

Jürgen Schumm is responsible for the support of application software and operating system.

Charles Maronda takes care of the 250 hardware and operating system.

Supporting the HP 300

 is the hardware support for the HP 300.

Walter Hellweger, one of the first members at CSB; his experience makes him a mainstay for the 300 support team.

Wolfram Schöb is responsible for the 300 operating system.

Michel Lafage is responsible for datacomm products on the HP 300.

Supporting the HP 3000

Uwe Jensen is responsible for hardware and MPE support for all HP 3000 computers.

Heinz Jurack, our datacomm wizard is responsible for everything related to data communications in Europe; in particular he keeps an eye on the introduction of new DC-products like INP, 3270.

Klaus Mutter will support KSAM, VIEW and IMAGE/3000. In addition, he's an expert in SPL and FORTRAN.

Klaus Roob will be our application software support specialist, beginning with MMS/3000, from May 1.

We are here to support your efforts in Europe, don't hesitate to contact us with your technical problems.

HP GRENOBLE NEWS

Product News

3070B Obsolescence

By: Bernard Guidon/HPG

The HP 3070B Data Capture Terminal has performed admirably in providing our customers with valuable data capture capabilities using both coded forms (badge and card) and HP-IB compatible device. As technology moves ahead and new capabilities are being released, the 3070B has now reached the end of its life cycle.

HP Grenoble Division will obsolete the 3070B and associated items (40280A: 21MX Interface Card and 92900B: S/1000 Subsystem) as of July 1, '80. No orders will be accepted after this date.

Although most of our OEMs and key end users are already aware of the 3070B termination program, we would like you to contact existing 3070B users so that they can take appropriate action such as ordering additional 3070B's as required for future planning.

Feel free to contact me for any critical situation with regard to this obsolescence program.

307X Multifunction Reader Better with Clock-After-Data Cards

By: Bernard Guidon/HPG

Marked cards offer great flexibility for data capture at source when used as a "traveller" document through the manufacturing plant. The HP 307X family of Data Capture Terminals offers a unique advantage over competition in being able to handle such a document. One of the key features of marked cards is that they can be tailored to your customers' needs, e.g. choice of:

- card color
- background layout
- data

Data can take several forms:

- Fixed pre-printed data which are inserted at card generation time by the card supplier. Usually done with black ink.

- Overprinted data — continuous stock form produced by the HP drum printer (HP 2613, 2617, 2618) equipped with an OCR ribbon.
- Pencilled data with an = 2 or HP type of pencil.

To allow your customer the greatest flexibility possible in designing his optical forms, data on the card can be located anywhere. This is possible by referencing rows of data with corresponding clock marks on the bottom of the card. The multifunction reader on the 307X terminals is especially designed to handle clock-after-data format. With this format the HP reader accepts data *between* one clock mark and the previous one. This means that a wide zone is made available for the operator to pencil his data.

At the introduction of the 3070B and the 3075A, the multifunction reader was specified to also read marked cards in the so-called "clock-on-data" mode. Experience has shown that the alignment requirements of the marks versus the clock marks is not a trivial matter, and can lead to poor performance. Customers already using clock-on-data (they are very few) have gone through the process of learning how. However, we are no longer prepared to give the very specialized support required by the clock-on-data mode.

So please, for the greatest chance of success, for new applications propose only the clock-after-data mode of marking cards. Take full advantage of the HP multifunction reader's features and sell more marked cards applications with clock-after-data.

3075A/3076A Fire Sale

By: Muriel Jean/HPG

The following used equipment (Option 888) is available at Price List less 30%, *without any warranty*.

3076A	s/n	1928F00226	Opt. 007-	\$2465
3076A	s/n	1928F00179	STD	1880
3075A	s/n	1928F00331	Opt. 007-	2180
3075A	s/n	1928F00343	Opt. 007-	2180

Availability: Approx. 2 weeks ARO

Please contact me (Ext. 221) or our Product Marketing Manager, *Bernard Guidon*, (Ext. 220) for transmitting instructions.

Units are available on a first-come, first-served basis.

1,000th Data Capture Terminal

By: Brian Holmes/HPG



February 19th was a proud day for HPG when the 1,000th terminal rolled off the Data Capture Terminals production line.

Since their inauguration in January '79, the HP 3075A, HP 3076A and HP 3077A terminals have proved a

successful addition to Computer Groups' products. The success of the first 1,000 terminals was based on features like MFR, Type V Reader, Factory Data Link Communications. The recent addition of a CRT option makes these terminals unique and will, with your efforts, greatly increase sales.

Which Printer For Turn Around Documents?

By: Bernard Guidon/HPG

The Turn Around Document application is key to most manufacturing companies. HP has today a full system available for this application: the computer system; line printer; and Data Capture Terminals.

However, choose carefully the HP line printer to be used. The basic criteria for a good Turn Around Document is the *contrast* of the overprinted marks versus the background.

To achieve good contrast and reliable readings, these marks must be generated on a line printer equipped with an OCR ribbon. Therefore any printer which does not support an

OCR ribbon *should not* be used. Consequently, as of today, only HP drum printers should be used i.e. HP 2613A, HP 2617A and HP 2618A.

With the 307X terminals, there is no need to order the special drum fitted with the slug character " ". The standard drum will be adequate using the capital letter I to generate your marks.

HP Grenoble is actively working on a document to provide all necessary information to generate Turn Around Documents compatible with the 307X terminal family. This document will be available soon. However, if you need more information, contact Sales Development at Grenoble, or *Guenter Kloepper* at DTD. Close the loop of the Turn Around Documents and close the order.

CS GROUP NEWS

CMG News

HP In the \$Billion DP Club

By: Bob Ingols/CMG

Part of our public relations effort is to provide information on HP and its products to industry consultants and market research firms, as well as publications' editors. Research firms like IDC, Dataquest and A.D. Little are important sources of information for our customers and prospective customers.

An example of our efforts in this regard, is the recent visit of top people from International Data Group, Inc. of Boston to our Computer Group factories in Cupertino, Boise and Fort Collins, to meet our management and learn about our products. Represented were IDC, Computerworld and Computer Business News.

We can't give out all the figures these organizations ask for (such as Division sales breakdown), but do cooperate as much as possible with them along Corporate Guidelines.

Therefore, the reports that you see periodically in publications are generally educated estimates by the research organizations.

Below, are recent charts published by IDC which show Hewlett-Packard as the fastest growing member of the top eight computer companies in the US and the leader in desktops, as well as remaining second in minicomputer revenues.

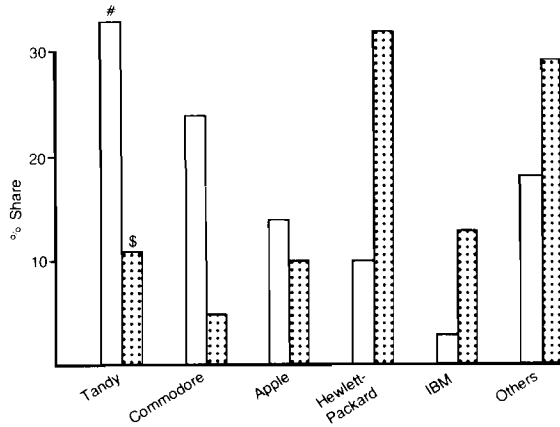
**Billion Dollar Club
Information Processing Related Revenues**

	1974	1979	Compound Growth	1979 Growth
IBM	\$10,510M	\$18,338M	11.8%	7.4
NCR	1,122	2,600(e)	18.3	16.1
Burroughs	1,293	2,400(e)	13.1	15.2
Sperry Univac	1,294	2,360(e)	12.8	15.1
CDC	1,101	2,273	15.6	21.7
DEC (6/30)	422	1,804	33.7	25.5
HIS	856	1,453	11.2	12.3
HP	390	1,092	22.9	42.0
TOTAL	\$16,988M	\$32,320M	13.7%	12.2

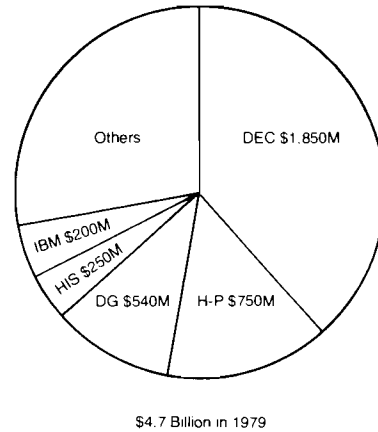
**Information Processing Revenues — Leading Manufacturers
(Million Dollars)**

	1974	1975	1976	1977	1978	1979
IBM	10,510	11,850	13,400	14,765	17,074	18,338
NCR	1,122	1,415	1,674	1,944	2,240	2,600e
Burroughs	1,293	1,457	1,612	1,794	2,083	2,400e
Univac	1,294	1,433	1,467	1,726	2,050	2,360e
CDC	1,101	1,246	1,358	1,513	1,868	2,273
DEC (6/30)	422	534	736	1,059	1,437	1,804
HIS	856	856	914	1,037	1,294	1,453
HP (10/31)	390	399	461	588	769	1,092
Total	16,988	19,190	21,622	24,426	28,815	32,320

Vendor Shares
1979 Desktop Computer Shipments



Minicomputer Revenues



Application Story Reprints

By: Sherri Sumner/CMG

Many application stories on HP computer products have been reprinted from various publications and are available

to you. Below is an index of articles which can be ordered through our Corporate Literature Depot.

Article Reprints Index

Title	Product	Company	Pub. No.
Distributed Minicomputer System Increases Range of Lab Data	HP 1000	Lawrence Livermore Labs	5953-3350(97)
Advanced Test Facility Built Around A Minicomputer	HP 1000	Fiat-Allis	5953-3351(97)
Minicomputer Pays as Solar Collectors Catch Rays	HP 1000	Union Carbide	5953-3352(97)
Evaluate Crew and Aircraft Performance	HP 1000	Saudi Arabian Airlines	5953-3353(97)
Automatic Testing of Spacecraft Batteries	HP 1000	Jet Propulsion Laboratories	5953-3354(97)
Transaction Processing that Pays for Itself	HP 3000 Series II	Commercial Office Products	5953-3355(97)
WP Maker Edits Inventory with Package's Help	MFG/3000	Vydec, Inc.	5953-3357(97)
On-line Computer Aids Fick Foundry Marketing	HP 3000	Fick Foundry	5953-3358(97)
Distributed Minis Aiding Solar Energy Tests	HP 1000	Sandia Laboratories	5953-3360(97)
Troubleshooting System . . . for CNC machines	HP 1000	McDonnell Douglas	5953-3361(97)
Mini Prescribed for Drug Company's DP Needs	HP 3000 Series III	Hoechst-Roussel	5953-3364(97)
Small Systems 'Team' Manages Sporting Goods	HP 3000	Spalding Sporting Goods	5953-3365(97)
Hewlett-Packard aims at business and technical markets for minicomputers		HP	5953-3366(97)
Thousands of Boards, Circuits Tested Automatically by Mini	HP 1000	Rockwell Collins' Automatic Test Center	5953-3367
Switch to In-House System Saves \$1,000/Mo.	HP 3000 Series II	Farr Co.	5953-3368
Computer Aids to Efficiency	HP 3000	Southwest Tablet	5953-3369

Title	Product	Company	Pub No.
Star Forms' Computer System Puts Data Reporting Burden On The Manager Who Needs It	HP 3000	Star Forms	5953-3370
Centralize? Decentralize? Distribute? By Cort Rensselaer		(Reprint)	5953-3371
Dual Minis Pump Savings For Oil and Gas Company		HP 3000	5953-3372

We need many more application leads. If you have a particularly good/unique customer application story, please fill in and send the form below or call *Bob Ingols*, (408) 996-9383 Ext. 275, Public Relations Manager at

Computer Marketing Group and give him the customer's name, the contact, and a brief description of the application. Let us know what's going on in your neck of the woods and we'll share it with others . . .

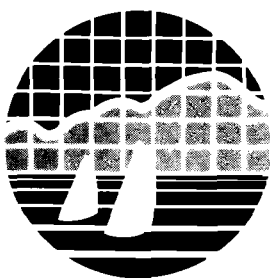
To: Bob Ingols
 Computer Marketing Group
 19320 Pruneridge Ave.
 Cupertino, CA. 95014

Customer: _____

Contact: _____ Phone: _____

Product: _____

Brief description of application: _____



San Diego Division

Product News

Price Correction — 7221B Option 001 Retrofit Kit

By: Vern Hudson/SDD

My apologies for an incorrect price published in the March 1, '80, issue of the *CS Newsletter*.

The incorrect price quoted for the 7221B Option 001 Retrofit Kit, P/N 07221-60001, was \$95. In fact, the correct price is \$275. Sorry for any inconvenience caused by this error.

Paper Advance Retrofit Program to End

By: Bruce Woolpert/SDD

When the paper advance 4-color plotters were introduced last August, we announced a factory retrofit program that made it easy for your customers to upgrade their 9872A or 7221A plotters to include automatic paper advance, cutting, and stacking. Since the retrofit capability has been offered for more than eight months, we have decided to discontinue the retrofit program on June 1, '80. Customers who want their "A" units upgraded must submit an order before June 1, '80. Since the units cannot be upgraded in the field, your customers must decide *now* if they want to upgrade.

In order for the 7221A or 9872A unit to be retrofitted with the convenient paper advance capability, the plotter must be returned to the factory. Retrofit packages will not be supplied for field installation. The customer can send his plotter to either SDD, BID, or YHP for retrofit. Turnaround time will be 2-3 weeks. When the customer orders the upgrade, the factory will give an acknowledge date — that is the date upon which the customer's unit should arrive at the factory.

The 9872A upgrade kit is model 17072A. The 7221A upgrade kit is model 17073A. US price for each is \$2,750.

Price includes all material and labor for the upgrade, modification and checkout, the operating and programming manual, and return shipping costs from the factory to the customer.

A data sheet (P/N 5953-4018) is available from the Corporate Literature Department which describes the retrofit program and the upgraded product's capability.

Forms and Raster Dump on RS-232? Yes!

By: Greg Elmassian/SDD

The normal interface used for a raster dump device connected to an HP 2647A terminal is the 13296A HP-IB card. "But what about my customer who requires forms and raster dump capability?", you say. It's extremely difficult to fit both the display enhancements board and the HP-IB card into the one empty slot in a standard 2647A.

The solution to this dilemma is to order an HP 7310A with option 011 (2640 series forms character set) and option 959 (RS-232 interface).

To connect the 7310A to the 2647A you need the 13250B (02640-60143) Extended Asynchronous Communications/Serial Printer interface. This interface is available as an option to the 2647A. Configure the interface as a normal datacomm board. Set the board to octal address 10 (A11, A10, A9 closed). When used as a datacomm board, the 1323N (02640-60131) US Modem cable is usually required.

To connect to the 7310A, use the 13232G (02640-60098) RS-232 Printer cable. Open straps G, H, U, and V on the keyboard card. Be sure to enable the hardware handshake mode on the rear of the 7310A. (Note that the RS-232 card can be configured for custom baud rates, and that this configuration will work to the upper limit of the 7310A, 19.2K baud.)

To copy forms, execute this command in the command window:
COPY ALL FROM DISPLAY TO DA (carriage return)

"DA" stands for datacomm. (Note: You will have to type the "TO DA" by hand since there are no special function keys to do it for you.)

To raster dump, execute this command in the command window:
TRANSFER ALL FROM GRAPHICS TO DA (carriage return)

An added bonus: Unlike the HP-IB interface driver, the datacomm driver does not send a top of form command to the HP 7310A at the end of the raster picture. This will allow forms, graphics, and text to be printed in any order on the page.

Sales Aids

Free 35 mm Slide Offer

By: Bruce Woolpert/SDD

During the recent 7310A NPT Tour, many of you requested a slide set which included all SDD peripherals. It's now ready and waiting for your order.

This set includes all SDD graphics peripherals which can be added to any existing presentation you may have, or with which you can develop a special presentation on graphics. To get it, contact *Nancy Carter*, SDD, Ext. 362.

Updated Sales Literature Listing

By: Ron Whitburn/SDD

An updated San Diego Division sales literature list is now available. See your office literature person for more information or contact *Gloria Fagnoli*, (714) 487-4100 Ext. 294, for a copy.

HP Plotter/Printer Selection Guide for Desktop Computers

By: Chuck Halso/SDD

A selection guide has been developed in a decision-type format to simplify the selection of a SDD plotter or printer for use with an HP desktop computer (See Figure 1). The guide is primarily for use by SRs but should be useful to anyone wanting to use plotter/printer peripherals with desktops. It is a basic guide and is not intended to present alternatives to every possible desktop configuration and interface. Rather, it presents the most desired configurations to optimize the capabilities of a plotter or printer with a particular desktop computer.

For unusual configurations and interfaces not covered by the guide, contact your San Diego Division RSE. It is highly recommended that the guide be used with a copy of the relevant technical specifications of the desired plotter or printer in hand for reference.

This selection guide is the first in a series. Other guides will include HP 1000 systems, HP terminals, HP 3000 systems, and non-HP systems. Please contact SDD should any problems be encountered with the guide. All comments and suggestions welcome.

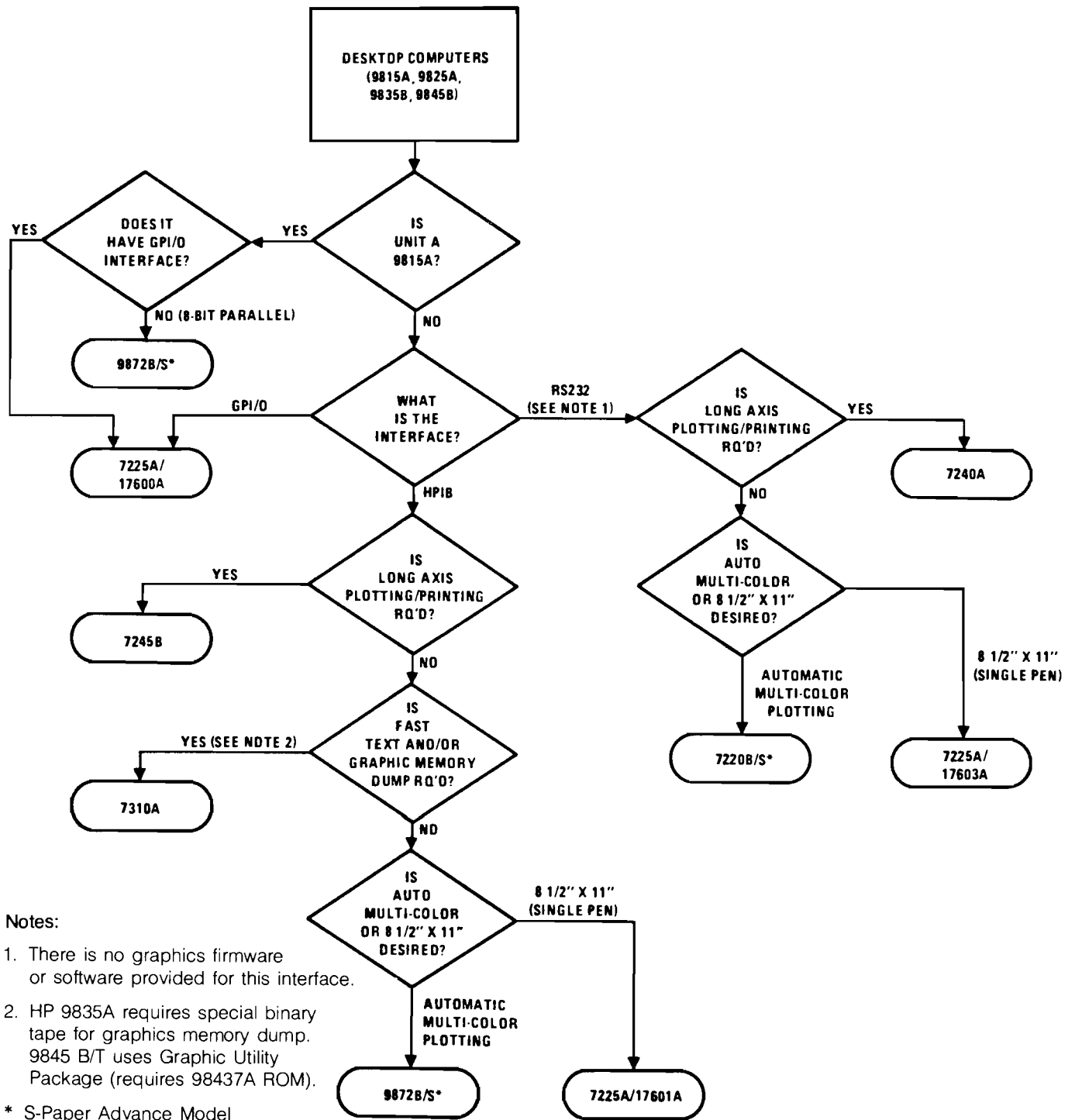
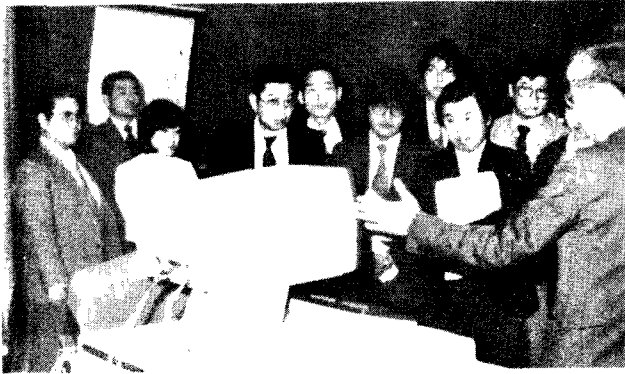


Figure 1: Desktop Computer/Plotter, Printer Selection Guide

YHP News

L-Series Announcement in Japan

By: Masaaki Tagami/YHP



YHP announced the L-series computer in Japan on March 4. Representatives from major Japanese industries' newspapers and major magazines visited the YHP conference room to see "the big tiger" — the L-series system. They were interested in the L-series' new concept — DIA (Distributed Intelligence Architecture) and were surprised at the big transfer speed difference between DMA and Interrupt method.

Our sales volume will be geared up again by the L-series computer and its successful press introduction.

Computer Supplies Operation News

Product Stickers Promote Supplies Phone Ordering

By: Fran Jeffries/CSO

In the U.S. — Special HP Phone Number
HP Computer Supplies
 (800) 538-8767 toll free
 In California:
 (408) 738-4133 collect
SHIPMENT WITHIN 24 HOURS

Providing the customer with instant information on the consumables direct phone ordering number is the purpose of CSO's latest promotional program.

The stickers (shown above) with the toll free number for direct contact with CSO's distribution center are presently being placed on Vancouver, Disc Memory and Boise Divisions' products that use consumables. The stickers are strategically positioned on each product near the consumable item and out of sight when the machine is operating. For example, on the line printer products the sticker is inside the lid, near the printer ribbon, and out of sight when the lid is shut.

The stickers have undergone thorough environmental testing at Disc Memory Division to ensure no difficulty with peeling or residue, even in the most hostile environments.

Future plans call for expansion of the program to Data Terminals, Desktop Computer and San Diego Divisions' products that use consumables.

COMPUTER SYSTEMS NEWSLETTER

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