COMPUTER SYSTEMS NEWSLETTER

For HP Field Personnel
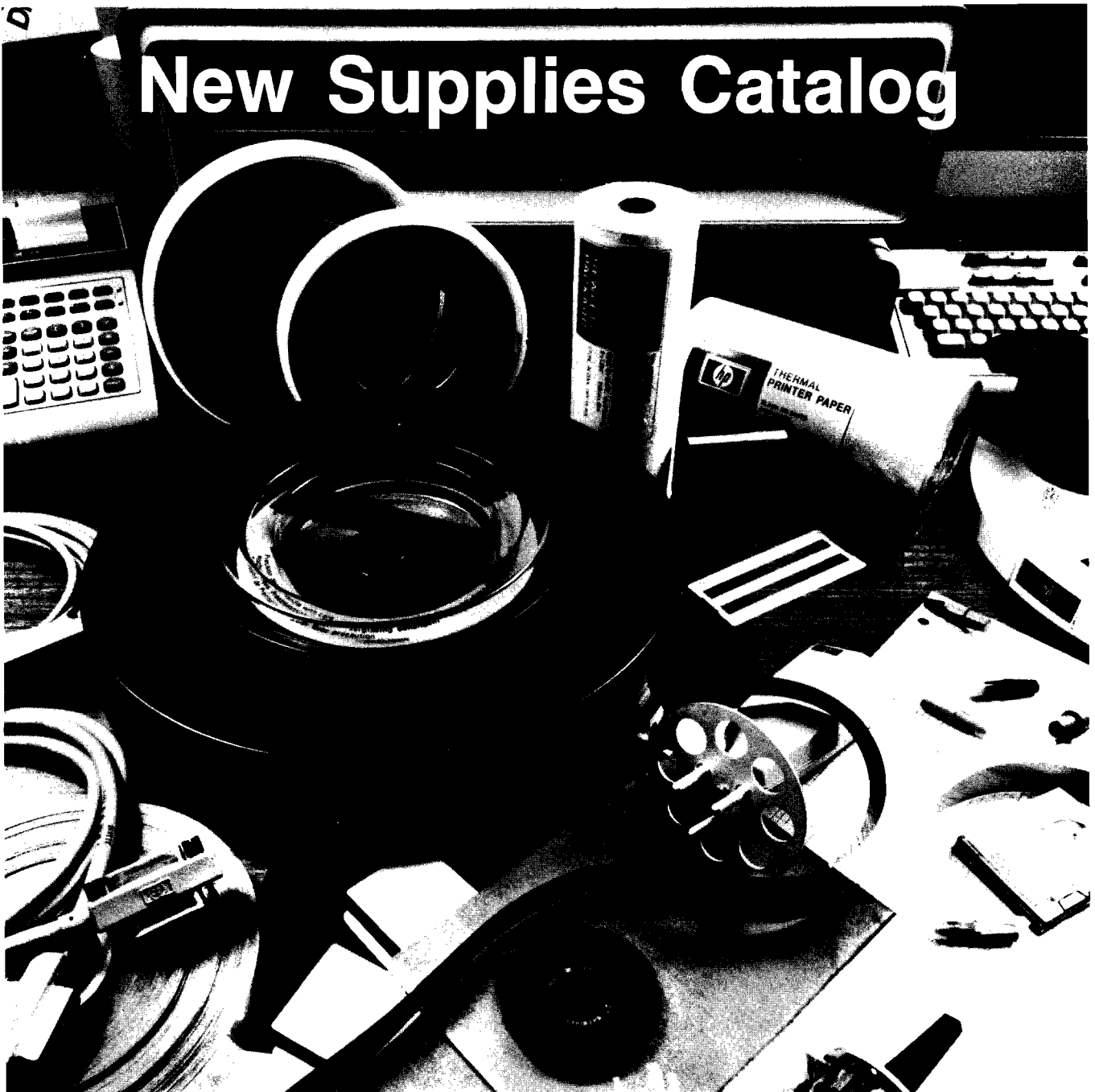
REINHARDT, HELMUT
FRANKFURT
IPSA

[hp] **HEWLETT PACKARD**

Vol. 5., No. 8
March 1, 1980

New Supplies Catalog

New Supplies Catalog . . . . .Page 20

In This Issue...

BOISE DIVISION NEWS

Division News

"Top Hand" Sales Award Given
By: Dave Gerhart/Boise

In the "Old West" the cattlemen referred to the best cowboys as the top hands. *Lothar Motzke* (Boeblingen) won the top hand award for most desktop/2631A and 2631G sales for 4th quarter '79.

Boise Division's 4th quarter desktop/2631A and 2631G sales promotion was a big success. We feel that the desktop sales force showed a tremendous amount of enthusiam throughout the campaign.

Twenty-six Boise serial printers were sold by Boeblingen's *Lothar Motzke*, — the winning amount for the printer campaign. As a result, *Lothar* was presented with Boise Division's "Top Hand" award — a pewter sculpture of a cowboy astride his horse in pursuit of a stray calf.

The Johannesburg office was most successful with all desktop salespeople turning in sales of seven printers each. Congratulations to *Denis Du Buisson*, DM, for heading up the successful crew of *Andy MacGregar, Richard Dekkar, Jim Higgins, Chuck Redman* and *Neil Alcock.*

Sales Aids

2608A Character Design Kit Available
By Sue Brault/Boise

Boise Division now gives your customer the opportunity to design their own character sets on the 2608A. The character set kit includes an instruction manual, worksheets, and mark-sense cards for on-site character design.

To order: Contact your regional Boise Division Sales Development Representative for further details and the Design Kit.

New Printer Price Guide
By: Sue Brault/Boise

The Hewlett-Packard Family of Terminal Printers Price Guide is now being mailed to your sales office. The price guide Pub. No. 5952-9450(D) 1/80 reflects the February price increases for the 263X printer family. Extra copies are orderable through the Corporate Literature distribution center.

3

FOR INTERNAL USE ONLY

HP Computer Museum
www.hpmuseum.net

DESKTOP COMPUTER DIVISION NEWS

Product News

Used Equipment Exchange
By: Al Sperry/DCD

This used HP desktop computer equipment (Opt. 888) is for sale or wanted by customers. Note that Opt. 888 is merely an internal code, and does not physically affect the equipment.

For Sale: 9815S (Two available); 9830A, Opts. 274, 276; 11279B; 9871A; 98021A; 9865A: 09830-73015; 09830-73013.

Wanted: 9867B

For further information, call *Chris Stumbough* or me at DCD.

Sales Aids

Programming Tips Book Available
By: Bill Sharp/DCD
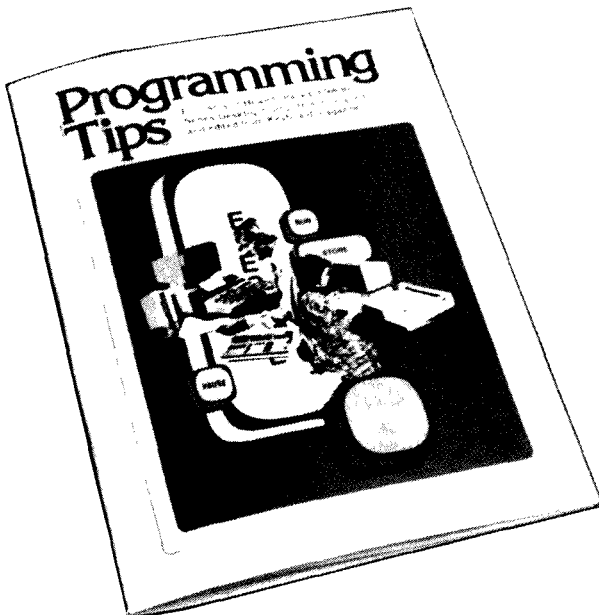
As announced in the January/February issue of *Keyboard,* the new compilation of programming tips from past issues is off the press and we are filling customer orders.

The book includes programming tips for use with the HP 9810, 9815, 9820, 9821, 9825, 9830, 9831 and Systems 35 and 45 Desktop Computers. The tips cover a wide range of purposes, from speeding up programs and detecting errors, to games. The book is organized by mainframe, and contains a topic Index.

The Programming Tips book is available at no charge to owners and users of all HP 9800 Series desktop computers. As a member of the field sales force, you are entitled to a copy for yourself, or small quantities for leave-behinds (in most cases, your DM has ordered copies for this purpose. Please check with your DM to assure quantity is adequate.) Requests for multiple copies should come from the DM.

For fastest action, address orders for the Programming Tips book to: *Chris Stumbough,* Hewlett-Packard *Keyboard,* 3404 E. Harmony Road, Fort Collins, CO 80525.

HP 6940/9825 Brochure
By: Bill Boehm/DCD

HP 6940/9825
Automatic Test, Measurement and Control System
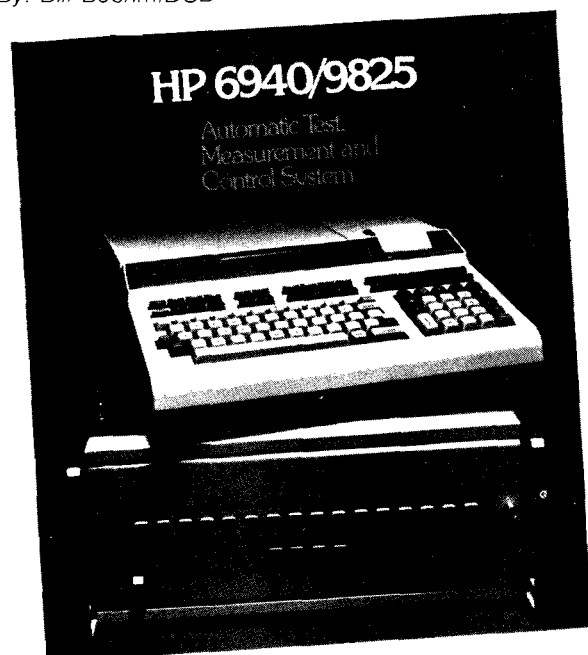
The HP 6940/9825 combination is a beautiful marriage! The 6940 Multi-programmer provides customers with a flexible, high-performance front end to their automatic test and control systems. With the 9825 being DCD's premier I/O controller, we see that performance is an uncompromising feature in both the 6940 and the 9825. In addition, the 9825's friendliness and ease of use yields the customer short software-development times and the opportunity to grow with their needs. Combining the 6940 with the 9825 provides the customer with a friendly, high performance and economical solution to data acquisition and control applications.

In order to further enhance the 6940/9825 success story, DCD has a brochure summarizing the 6940/9825 system's features and capabilities. This brochure, which is so popular that it has just been reprinted, also provides many examples of applications for the 6940/9825 system in areas of testing, measurement and control.

Order from Corporate Literature: HP 6940/9825 Automatic Test, Measurement and Control System, #5953-1094.

DCD Technical Training Supports You and Your Customers
By: Stanwood Lehman/DCD

A primary DCD Marketing challenge in the '80s will be training the field and helping the field train our customers. Several programs are underway to help increase your productivity in selling desktop computers and your customers' efficiency in using them.

How DCD Training Supports You

SR and SE training at DCD has one major objective: to establish awareness of our products, markets and people to help you sell and support desktop computers with increased proficiency and productivity. Four major programs are scheduled in FY80 to achieve this objective.

- Technical Products Training (TPT) — (SR220) is a two-week program for new SRs and staff engineers who have completed the prestudy requirements. The course is designed to provide an understanding of desktop computers, markets and benefits as well as the DCD people knowledge to help sell desktops successfully.

- Technical Products Cross Training (TPC) — (SR221) is a one-week program for Senior/Major Account SF02 SRs and DMs only. This course is designed for field personnel who have experience and knowledge of computer products, but who need to develop expertise with desktop computers and DCD to increase their sales productivity.

- SE Desktop Systems (SE225) is a three-week program for new SEs who have completed the prestudy requirements. The course is designed to train the SE in desktop systems and marketing methods. The content deals primarily with data communication, instrumentation and architecture.

- SE Desktop Applications (SE325) is a two-week program for experienced SEs. This course is designed to train SEs on firmware and software that support desktop applications. The content deals primarily with graphics, database and application software for desktop computers.

We at DCD feel that the proper combination of people, product and market knowledge will help you increase your productivity in the 80s. All registration for these programs should be handled via TWX to *Roxanne Hetzel* at Cupertino (COMSYS Code 5000).

Watch for "How DCD Training Helps You Support Your Customers," in a future *CS Newsletter* article.

DISC MEMORY NEWS

Division News

Expanded On-Line Support
By: Steve Germain/DMD

The DMD Sales Development on-line staff is expanding again! The latest additions to our "lean and mean" team are *Debbie Henrichs* and *Mike Gordon*. *Debbie* has been doing an outstanding job coordinating our Neophyte Training Program and is anxious to take on the many additional challenges of sales support for the Canadian sales region. *Mike Gordon* will support the Midwest sales region exclusively. He joins the team after a couple of months of off-line support.

Please join me in welcoming *Mike* and *Debbie* to sales support!

Steve Germain
Regional Sales Development Manager
Ext. 2578

Rich Bowles	*Mike Gordon*	*Mark Minné*	*Cathy Salinas*	*Debbie Henrichs*
Ext. 2693	Ext. 2060	Ext. 2641	Ext. 2439	Ext. 2909
● Neely	● Midwest	● Eastern	● Southern	● Canada
● ICON		● HPSA		

Disc Memory Division
Boise, Idaho
(208) 376-6000
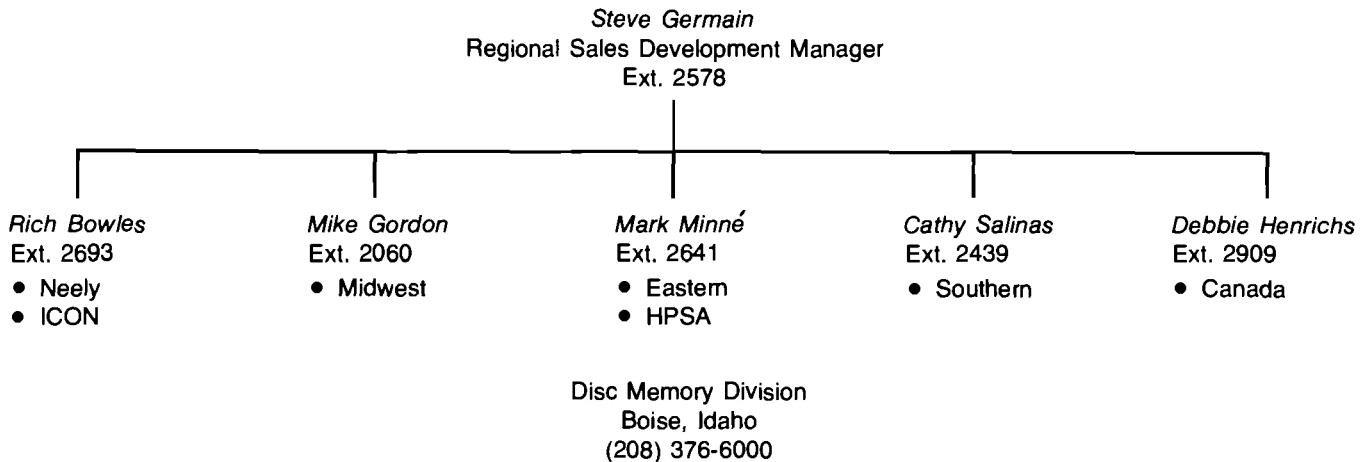
New Midwest Support Person
By: Steve Germain/DMD

The "ferocious" DMD Sales Development on-line support team has acquired the talents of *Mike "Mad Dog" Gordon. Mike* recently joined DMD after 3½ years with Computer Support Division. He has a BS degree in Computer Science from the Oregon Institute of Technology. His experience at CSD as a customer engineer, systems analyst, and production control supervisor will help to strengthen our sales support capability. *Mike* will support the Midwest, and learn about the burgeoning desktop computer market.

DATA SYSTEMS NEWS

Division News

DSD Sales Development Addition
By: Joe Schoendorf/DSD

It is my pleasure to welcome John McGowan to our Sales Development staff. John has been named to replace Dick Landes, who has been promoted to Corporate Contracts Administrator, reporting to Carl Cottrell.

John graduated from Stanford in 1969 with a bachelor's in Industrial Engineering, and received his M.B.A. from the University of Santa Clara in 1973. He is currently enrolled in the University of Santa Clara School of Law.

A former senior government sales engineer with Westinghouse Electric, John joined HP about two years ago, as a Corporate Procurement Contracts Administrator. He was promoted to Manager of Corporate Procurement Agreement Administration with responsibility for managing negotiations of Corporate-wide purchase contracts for components and materials used in HP products. Thus, he brings an added dimension in his understanding on a broad scale of the material requirements planning for a large corporation.

Product News

RTE-4B On-Line Diagnostics and Verification Package
By: John Koskinen/DSD

All those good diagnostics and verification routines placed on the RTE-4B primary systems are now available as a product — 91711A.

The on-line diagnostics and verification routines are now supplied as a relocatable product. The routines can be used on a customer's generated system simply by using the LOADR. No special off-line program loading is required. This product is not the same as the 24396 series. The 24396

series diagnostics are off-line — they need to be loaded into the system and are run completely standalone.

The new on-line product begins the way all diagnostics and verification routines will be done in the future. If a new diagnostic must be run standalone, it will be loadable into a standard RTE-4B system. The 24396A-F product will now be placed in the mature software category.

The diagnostic package handles:

- Processor, Memory, and Firmware.
- 7900/06/20//25 MAC/ICD Drives.
- 7970 Mag Tape.
- Line Printer.
- 2645/48 Point-to-Point/Multi-point.
- 3070/75/77 Terminals.
- RS-232 Terminals.

The product is classified as Active Type II software, which means free right-to-copy.

Ordering Information

Item	Price
91711A	$500
-001 Cassette	30
-051 800 BPI MT	0
-052 1600 BPI MT	0
91711Q Manual Update Service	2/mo.
91711S Software Updates	20/mo.
-020 Cassette	10/mo.
-051 800 BPI MT	0
-052 1600 BPI MT	0

DATACAP/1000 And 3075/6A CRT Display Option
By: Steve Richard/DSD

A Reminder: DATACAP/1000 does not yet support the recently announced CRT display option (006) on the 3075A and 3076A Data Capture Terminals. Support of the CRT will be provided in a later release.

DATA TERMINALS NEWS

Division News

US Data Capture Marketing Team Expands
By: Guenter Kloepper/DTD

Rene Feitelson joined us the end of January to help support and promote the Data Capture Product Line out of DTD. She brings extensive experience on HP products to her new job, having interfaced an HP Desktop to an HP 1000 in her last assignment. *Rene* will report to me and provide general field support for Data Capture products.

Product News

### HP 2648A Production Boost = Better Availability
By: Peter Taylor/DTD

Data Terminals Division is currently making a quantum leap in HP 2648A production. Manufacturing is doing everything possible to increase production. During the month of February alone, DTD is planning to build at least 50% more 2648A's than originally scheduled. March and April will see even more 2648A's coming off the production line.

This increase means *better availability*. In fact, DTD promises 60 day delivery for 2648A's ordered with the HP 1000 model 45.

HP 2621A National Options
By: Wendi Brubaker/DTD
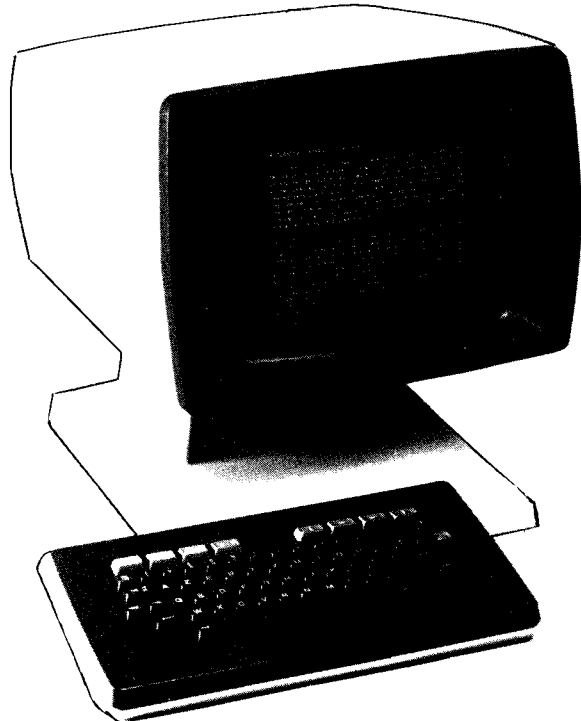
Did you know that the HP 2621A can now "speak" Danish, Finnish, French, German, Norwegian, Spanish, Swedish and UK English? With the new National options, foreign language support is a reality on the 2621A.

The 2621A National options are shipping today. Cost is $100 US; availability is 4-10 weeks. Not only have they been well received in Europe, Canada and around the world, major multinational companies in the US have shown great interest. Don't pass up this opportunity to offer your accounts these new capabilities.

Options 1-6 to the 2621A select Swedish/Finnish, Norwegian/Danish, French, German, UK and Spanish respectively. These options provide a unilingual terminal that is compatible with the ISO standards. The data sheet (5953-2035) provides additional information. (It should be in your office today.)

The 2621P National options are not yet available. We will let you know as soon as the 2621P's go on the Corporate Price List.

For your customers that already have 2621's and want to convert them to the National versions, upgrade kits are being made available through the DTD Specials Group.

To upgrade a 2621A to a National version, order 93986A options 1-6. The 93986A costs $250 US and provides parts and installation. Zone charges need to be added when needed for installation. Options 1-6 specify which language is desired. There will be upgrade kits available for 2621P after the 2621P National versions are available. The kit will be 93986P and will cost $550 US. This also includes parts and installation. Since the National options for the 2621P will be $100 US, I would recommend keeping upgrades of the 2621P to a minimum. The 93986A's are HEART overrides.

Get your National 2621A orders in today. Take advantage of our quick delivery.

HP 2648A And 32K Control Memory PCA's
By: Dave Williams/DTD

Recently there have been several inquiries concerning how to use 32K Control Memory PCA's in place of the 2648A standard 24K Control Memory PCA's. Here's how to do it:

ROM Loading

1. Load ROMs from first 24K in sockets A0 through A22 of the first 32K board.

2. Load ROMs from sockets 0, 2, 4 and 6 of the second 24K board into sockets A24, A26, A28 and A30 of the first 32K board.

Note: The first 32K board should now be fully loaded.

3. Load remaining ROMs from the second 24K board into the second 32K board beginning with socket A0.

Note: Sockets A0 and A2 of the 32K board will be empty since sockets 8 and 10 of the second 24K board were empty.

Strapping

	First 32K Board	Second 32K board
First Bank	All Closed	0,2 Open 4-14 Closed
Second Bank	All Closed	All Open
Third Bank		
A15	Closed	Open
DR	Open	Open
BS	Open	Open
DRE	Open	Open
BSE	Open	Open
DRAM	Open	Open
*LRAM	Open	Closed
36K	Closed	Closed
SLOW	Open	Open

* One of the 32K boards must have this strap open and the other 32K board must have this strap closed.

HP 2647A: Long and Short Numbers
By: Scott Guthrie/NSR-Airport

When dealing with long and short numbers in the HP 2647, remember that numeric constants are considered short unless the number of digits forces them to be long.

Example: We all know that 1/3 = .333333. But, even if we specify that the answer "A" in the programs below is long, program will return a short precision answer. (See program 1). Programs 2 and 3 show two methods to avoid this precision problem.

```
10!   Program 1
20    Long A
30    A = 1/3
      Run
      .3333333432674408          (Not very good!)
```

```
10!   Program 2
20    Long A
30    A = 1.0000000/3.0000000
40    Print A
      Run
      .3333333333333333          (16 digits of accuracy!)
```

```
10!   Program 3                  (The preferred method)
20    Long A, X, Y
30    X = 3
40    Y = 1
50    A = Y/x
60    Print A
      Run
      .3333333333333333          (16 digits of accuracy!)
```

The Asynchronous versus Synchronous Story
By: Richard Franklin/HPG

(Dedicated to ensuring you give professional answers to all those questions you get before you get the order.)

Chapter 1

As you know, DTD has long had Multi-point terminals and now more and more HP systems support them. However, sooner or later when talking to your prospect about Multi-point, he/she asks: "What is the difference between synchronous and asynchronous Multi-point?"

In summary:

| Synchronous	Asynchronous
Higher speed modems available.	Modems up to 1800 Baud
Modems typically turn around faster	Differential signal between terminals
More efficient transmission of large blocks	Greater distances between terminals
Distance between terminals reduces with increased speed and quantity	Can use asynchronous repeaters
	Lower modem cost

And the data is different.

Asynchronous Data arrives one character at a time in a random fashion. The start bit is detected by the terminal and a clock starts (approx. at the Baud rate) to detect the ones and zeros. A small error in this clock rate is not vital as it only has a few bits to count and then will restart on the start bit of the next character

ASCII Code

Start Bit   Stop Bit

Parity Bit
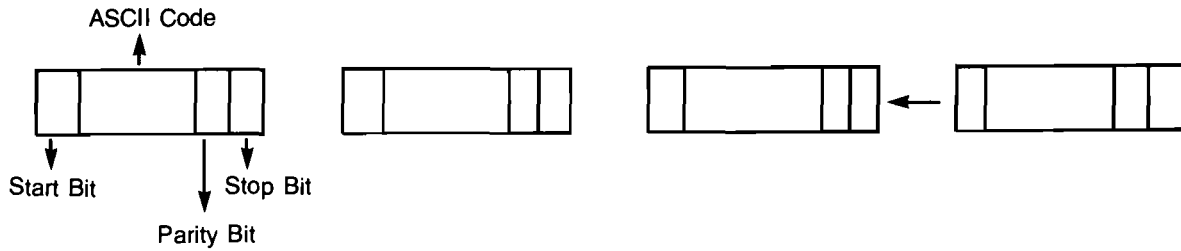
Synchronous Data does not have start or stop bits, but is a constant stream of bits in a block. In this case the modem supplies a clock to the terminals in addition to the data. This enables the terminal to know at what instant to sample the signal to detect a "one" or "zero".

For example, the terminal can detect that this is in a "one" state, but is it 0 1 0 or 0 11 0 or 0 111 0?
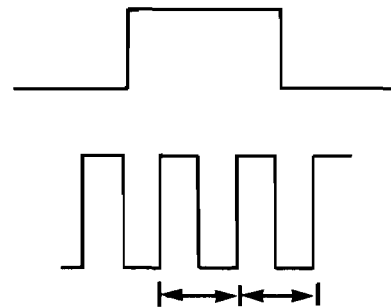
With the clock it can count easily that it is 0 11 0

But surely the clock will "drift" out of synchronisation with the data?

And how does it know which is the first bit of a character?

Watch for **Chapter 2.**

Sales Aids

Computer Graphics in *Harvard Business Review*
By: *Jerry Erickson/DTD*

In the current (Jan/Feb. '80) issue of *Harvard Business Review* is an information-packed article entitled "New Promise of Computer Graphics" by *H. Takeuchi* and *A.H. Schmidt.* The article does not mention Hewlett-Packard by name, but it is a very informative discussion of who is buying computer graphics systems, for what kinds of applications they are using them, relative cost involved for a company to buy graphics either from outside suppliers or obtain their own equipment. It concludes with a good section on where the future market in computer graphics will be . . . certainly the kind of information that anyone selling HP 2648 or 2647 graphics terminals should be aware of. Get a copy from your library and check out the wide open new market in computer graphics.


GENERAL SYSTEMS NEWS

Division News

### 1979 HP 250/HP 300 Winners Congratulated!
By: Bea Smith/GSD

Business Systems Program expressed appreciation to its top North American and ICON salespeople in fiscal '79 and awarded them striking lucite paperweights engraved with a symbol of the HP 250 or HP 300 (see below) and their name. BSP is especially proud of these top performers for having made such a substantial contribution during the important first year in the market for the HP 250 and HP 300.

Ron Eldred, top HP 250 salesman in North America, receives an award and special thanks from *Bill Krause,* BSP Manager. *Ron's* DM, *John Knopp,* Neely-Santa Clara, looks on.
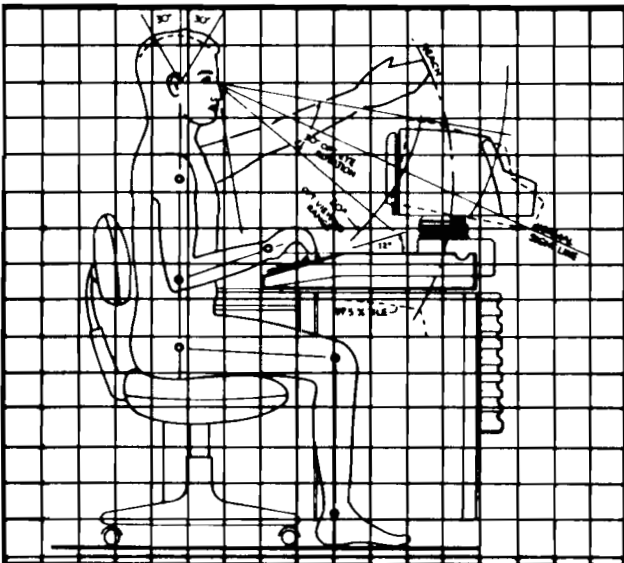
HP 250 Top Salesperson
FY 1979
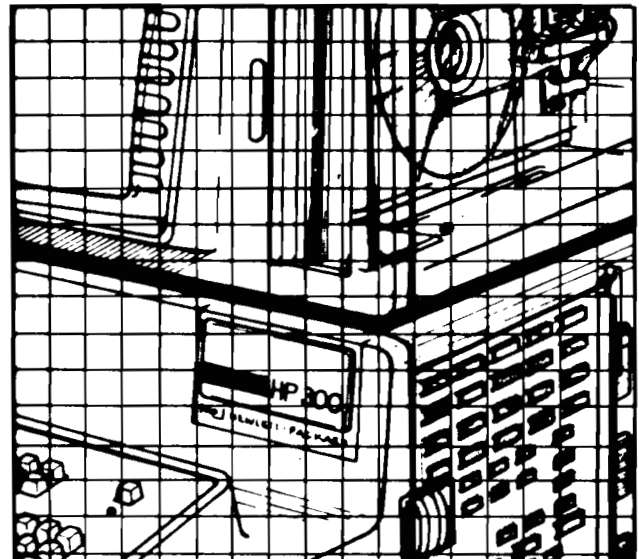
HP 300 Top Salesperson
FY 1979

North American & ICON 1979 Top Salespeople

Region	HP 250	HP 300
Neely	Ron Eldred	Larry Stewart
Midwest	Joe Kail	Joe Kail
Eastern	Glen Surbey	Marsha Mirman
Canadian	Terry Irwin	Art Monk
ICON	Graham Palmer	Hernan Marino
	(Australia)	(Venezuela)

HP 3000 Program Sales Awards

By: John Celii/GSD

We apologize for the delay in publishing the December winners of the HP 3000 program sales awards. In reviewing our selection criteria, we inadvertently omitted sales personnel from November's Honor Roll; therefore, we have made a few modifications. The Revised November and December Award winners are:

HP 3000 PROGRAM HONOR ROLL
NOVEMBER, 1979 (Revised)

NAME	OFFICE
Mike Alexander	Winnersh
Julie Anthony	Lawndale
Don Bacastow	Rockville
Jim Banish	Hanover
Fred Bay	Cincinnati
Don Becker	Tualatin
Ray Bitterman	Sacramento
John Boutsikaris	Salt Lake City
Bryon Brown	Sacramento
Roger Buchmann	Brussels
Roland Chollet	France
John Conroy	Los Angeles
Denny Courrier	Vancouver
Marya Daniels	Fullerton
Alain Derche	Evry, France
Allyn Fields	Dallas
Joe Kail	Dayton
Vince Khanna	Santa Clara
Dilep Mathur	Lexington
Don McAvoy	King of Prussia
Paul McFarlane	Iowa City
Mitch McCarroll	Lexington
Dennis McDonnell	Santa Clara
Philippe Melard	Belgium
Dave Polley	St. Paul
Rick Sain	Airport
Dave Sedivy	Rolling Meadows
Frank Sims	Tulsa
Colin Smith	Winnersh
Stu Spector	King of Prussia
Tom With-Peterson	Denmark
Claude Vergnes	Orsay, France
Willie Whitfield	Atlanta
Steve Wieber	Rolling Meadows
Len Wisniewski	King of Prussia
Dennis Woolley	St. Paul
George Wuermser	Munich
Stu Yellen	Palo Alto

CONGRATULATIONS!!!

HP 3000 PROGRAM HONOR ROLL
DECEMBER, 1979

NAME	OFFICE
Rick Ammon	Manhattan
Antonio Ariza	Barcelona
Peter Backers	Netherlands
Hugo Bauwens	Brussels
A.J. Berkley	Kenner
Steven Blucert	Winnersh
Ed Bollett	Palo Alto
John Boutsikuris	Salt Lake City
Roger Chalke	Winnersh
Alain Derche	Evry, France
John DeRoig	Amsterdam
Rich Dodd	Paramus
Gunnor Ekelof	Sweden
Jim Jaskousky	Bellevue
Helmut Henrich	Frankfurt
Tom Hill	Palo Alto
Mark Hobson	Winnersh
Steve Hughes	Cleveland
Harrie Kabbes	Amsterdam
Ralph Kotoski	Albuquerque
Dave Leicht	Ft. Lauderdale
Dennis McDonnell	Santa Clara
Marsha Mirman	King of Prussia
Terry Ohlrich	Airport
Mike O'Reilly	Santa Clara
Bill Pate	Santa Clara
Dick Peake	Columbus
John Renshaw	Bellevue
Richard Rollins	Sacramento
Edward Savarese	San Diego
Gerhard Schmid	Calgary
Frank Simms	Tulsa
Debbie Turbide	Hanover
Q. Unass	
Mark Verbefsky	Fullerton
Thomas Walker	Dartmouth
Pete Watters	Airport
Stu Yellen	Palo Alto

CONGRATULATIONS!!!

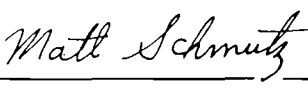**Outstanding SR of the Month — December**

Our Major Account program is alive and well! This is the second month in a row an outstanding sales representative has accomplished large, multiple system orders:

HP 3000 PROGRAM OUTSTANDING SALES REP OF THE MONTH DECEMBER, 1979

This is to acknowledge that *Gerhard Schmid* of HP Calgary achieved the highest HP 3000 Order Performance for the Month of December, 1979.

Congratulations from the entire HP 3000 Program!

John Celii   *Matt Schmutz*

| HP 3000 | HP 3000 |
| Sales Manager | Program Manager |

$ $ Million Dollar Club Members $ $

Unfortunately, we cannot place any names on our Million Dollar Club List. Some of you are getting close — let's have a Winner in January!!!

HP 3000 PROGRAM

FY'80 MILLION DOLLAR CLUB

?

Who Will Be The First Member????

Competition

IBM Delays System/38 Manufacturing Software Delivery
By: Mike Kalashian/GSD

Computer Museum

After announcing delayed System/38 hardware delivery (See *CS Newsletter*, Feb. 1, '80, p. 33), IBM has also announced delayed availability of its System/38 manufacturing application software package, MAPICS. The package will not be available until September, '81. Three of the 11 modules were scheduled for May, '80 while the remaining eight were scheduled for September, '80.

In addition to the delay, some significant changes to the product were also announced:

1. MAPICS/38 will not allow externally defined data formats, as previously announced. This means that all data modifications must be accomplished by rewriting the application's source code.

2. The minimum system configuration has been increased: main memory from 512Kb to 768Kb, and disc storage from 64.5Mb to 129Mb.

3. A separately orderable conversion reformat utility program is now required in addition to the application programs.

4. Although numerous conversion packages will be available for conversion from System/34's and System/3's, IBM assumes no responsibility for their success nor will any assistance be provided other than on a time and materials basis. In addition, the conversion programs are only intended to convert unmodified IPICS or MAPICS/34 applications.

What does all this mean? Your customers can order HP's manufacturing application software package — Materials Management/3000 — today. With its complete Materials Planning and Control features, data and user interface customization *without* programming, ease of use, ease of installation, and ease of conversion (at HP's expense) if required; Materials Management/3000 offers your customers a solution that they can use NOW!

Why wait, sell Manufacturing!!!

Training News

Manufacturing Industry Specialist SEs Trained on Materials Management/3000
By: Frank Kopish/GSD

As of Feb. 1, all North American, Australian and UK Industry Specialists have been retrained in HP's exciting new manufacturing application product — Materials

Management/3000. An additional 11 SEs have also been added to the Industry Specialist team. This enthusiastic group has been armed with product documentation, demonstration material and a pre-release of the product for customer demonstration to aid in selling Materials Management/3000. Why not look up your local Industry Specialist and see what he/she has to help you sell manufacturing.

There are still openings for the April Industry Specialist Class but these seats are expected to fill quickly. Other classes are scheduled for July and October so plan now for scheduling the training of your next Industry Specialist.

Sales Aids

Hot DDP User Story
By: Larry Hartge/GSD

Have you been looking for a slick reprint of an article by a DDP user? Well you've got it! Its in the DDP Binder we gave you during the September NPT Tour — along with many other DDP application briefs.

The hot 4-color glossy reprint written by *Cort Van Rensselaer,* is at the back of the "Application Briefs" section of the binder.

Design the information system to match the organization it supports.

CENTRALIZE?
DECENTRALIZE?
DISTRIBUTE?

by Cort Van Rensselaer

HP GRENOBLE NEWS

Division News

Manufacturing Seminar on Data Capture
By: Guenter Kloepper/DTD

More than 80 prospects attended a one-day Manufacturing seminar featuring Data Capture products in Phoenix, Arizona, in January. The seminar provided a number of good Data Capture leads. Why not organize a similar seminar yourself? There's factory help eager to give you a hand.

MANUFACTURING SEMINAR

YOU ARE CORDIALLY INVITED to attend a one-day Manufacturing Seminar hosted by the Phoenix Computer Sales Office of the Hewlett-Packard Company.

WE ARE PLEASED TO PRESENT FOUR EXCEPTIONAL GUEST SPEAKERS:

    Mr. Guenter Kloepper will lead a discussion concerned with Shop Floor Data Collection. Mr. Kloepper comes from Hewlett-Packard's Grenoble France Manufacturing Division, where he implemented their manufacturing data collection system.

    Mr. Dave Walizewski will discuss a portion of the speech he made to the 22nd Annual APICS convention in St. Louis last year titled Shop Floor Control. Mr. Walizewski is a Professional Engineer and has been the guest speaker at four national APICS gatherings.

    Mr. Bob Waters will present Hewlett-Packard's Material Requirements Planning System. Mr. Waters is an Industry Applications Specialist at Hewlett-Packard's Los Angeles Airport Sales Office. Before joining Hewlett-Packard, Mr. Waters worked for Xerrox Computer Services for a number of years where he served as a consultant for users of Xerrox's manufacturing software system.

    Mr. Warren Taniguchi will discuss a user's prospective on the results of implementing a Material Requirements Planning System. Mr. Taniguchi is the materials manager for Hewlett-Packard's IC Group at the Santa Clara Division.

Enclosed please find a copy of the agenda which describes the day's schedule. Also find a copy of Hewlett-Packard Computer Advances which contains three articles on manufacturing systems:

        · Lift the ceiling on productivity
        · Factory data collection; putting it to work
        · Materials management made more manageable

These three articles describe in overview fashion the content of this seminar.

This seminar will be held on Wednesday, January 23, 1980, at the Fiesta Inn, 2100 S. Priest, Tempe, Arizona 85282. (see enclosed map)

Please call Ms. Donna Diekema at (602) 273-8008 to reserve a place.

European SEO Meeting

By: Maurice Poizat/Jean-Pierre Baudouin/HPG

About 40 SEO Managers and Supervisors, led by Bob Lewin, were hosted at Grenoble from January 7-9, '80 at a "large scale" SEO meeting. Several factories were represented — CSB, BDD, HPG, DSD, DTD.

Results, objectives, admin, training, customer services, customer satisfaction were some of the subjects debated. The fruitful discussions proved that Factory-Field communication has a lot to benefit from such meetings.

U.S. guests, Bill Senske/DSD and Dave Goodreau/DTD

L to R: Klaus Dieter Klein/Frankfurt, Henri Democeaux/Orsay, and Larry Lorren/Winnersh.

Product News

Used Equipment Available

By: Muriel Jean/HPG

The following used equipment (Opt. 888) is available at 25% less than List Price, without any warranty.

Both items are equipped with alpha-keyboard, alpha-display and the unique multifunction reader.

1	3076A S/N 1910F00136	$3150
	Opt: 004, 005, 007	
1	3076A S/N 1910F00135	$3150
	Opt: 004, 005, 007	

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.

Point-to-Point Enhancement For HP 307X Terminals

By: Bernard Guidon/HPG

Another plus for your HP 3075A and 3076A terminals: in addition to the various point-to-point handshake capabilities that we are supporting today, the terminals have been upgraded to also support the DC1 protocol especially useful for HP 3000 point-to-point operations. The DC1 protocol allows the computer system to control the flow of data coming from the 3075A or 3076A terminals. The 3075A (and 3076A) equipped with the new firmware will stay in WAIT (red light on) up to the time it receives the DC1 from the computer. This triggers the terminal to go to the READY STATE, i.e. enabling input such as keyboard, card, badge etc.

This new enhancement allows the 3075A and 3076A terminals to exhibit similar operating behavior regardless of the mode of connection point-to-point or multi-terminal setting.

With the MTS/3000 release and the new capabilities in point-to-point, the 307X terminal will be even more attractive for your customer.

HP 307X Terminal point-to-point handshake capabilities		
Transmission / Handshake	Data Affected	
	CPU to Term.	Term. to CPU
Clear to Send		X
ENQ-ACK	X	
X-On/X-Off	X	
DC1		X

↗ New!

HP 307X Data Capture Terminals Supported with MTS/3000

By: Bernard Guidon/HPG

**HP 3076A**

HP 3075A

HP 3077A
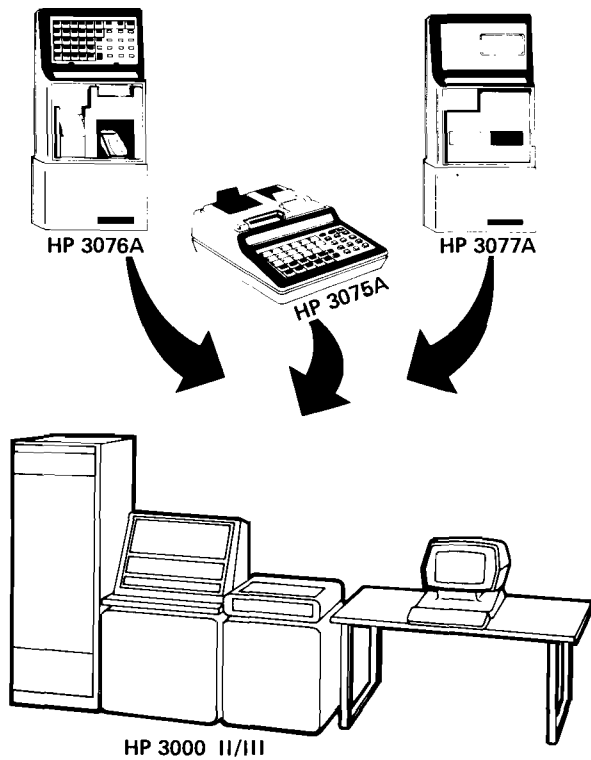
HP 3000 II/III

Now you can sell even more HP 3075A 3076A, 3077A Data Capture Terminals on your HP 3000!

Yes, multiple 307X's can be connected to the HP 3000 Series II/III via the new release of the MTS package. The new MIT 1918 + Datacomm provide you with a unique advantage over competition.

The HP 3000 can also be used to collect data from cards, badges, special function keys, etc . . . no minicomputer manufacturer currently offers such a range of terminals for Data Capture.

So take this opportunity to sell more HP 3000's and 307X terminals in the two basic configurations:

The 264X daisy chain

| 3000 | 2645 or 307X
              Daisy chain connection
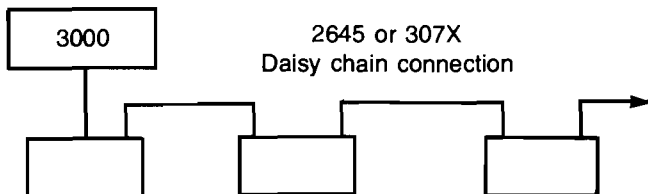
The "do everything" Factory Data Link

3000

3074

307X

3074
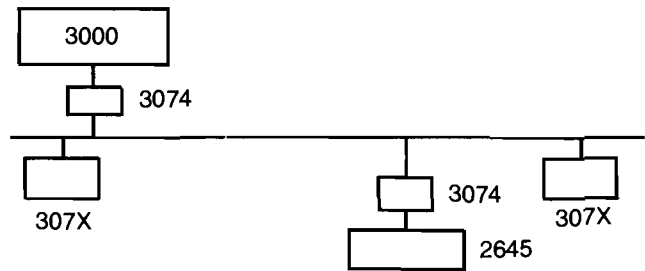
307X

2645

On both connections, any mix of HP 2645's and HP 307X's are supported, application programs written in any HP 3000 supported languages (COBOL, FORTRAN, BASIC, SPL) can control the 307X terminals thru the easy to use terminal escape sequences.

As of today, MTS/3000 does not support remote connection over asynchronous modems and therefore remote sites should be reached via the point-to-point connection. Remember point-to-point connection allowed full duplex modems transmission.

HP 307X Support on HP 3000 Series II/III

Protocol Connection	Point-to-Point	Daisy Chain	Factory Data Link
Hardwired	Yes	Yes	Yes
Fully Duplex Modem	Yes	—	—

In fact, MTS/3000 has been designed for similar programming capabilities between point-to-point and multi-terminal connection.

To demonstrate how easily 307X terminals can be programmed on the HP 3000, HP Grenoble will release in the coming weeks a programming brief illustrated with examples written in the four major languages — COBOL, FORTRAN, BASIC, SPL.

If you need a rush copy, contact your friendly Sales Development person in Grenoble or in DTD for a draft copy.

The 307X terminals are currently being presented at the San Jose HP 3000 User's Group Meeting. I'll let you know about the outstanding success they receive.

The 307X terminal factory data linked to the HP 3000 Series II/III — another winner for HP!

CS GROUP NEWS

San Diego Division

SALES DEVELOPMENT ORGANIZATION

Sales Development Manager

Greg Diehl
(X328)

Marketing Assoc.

Vicki Eyre
(X243)

Sales Development Engineer

Walter Nash
(X267)

Trade Shows
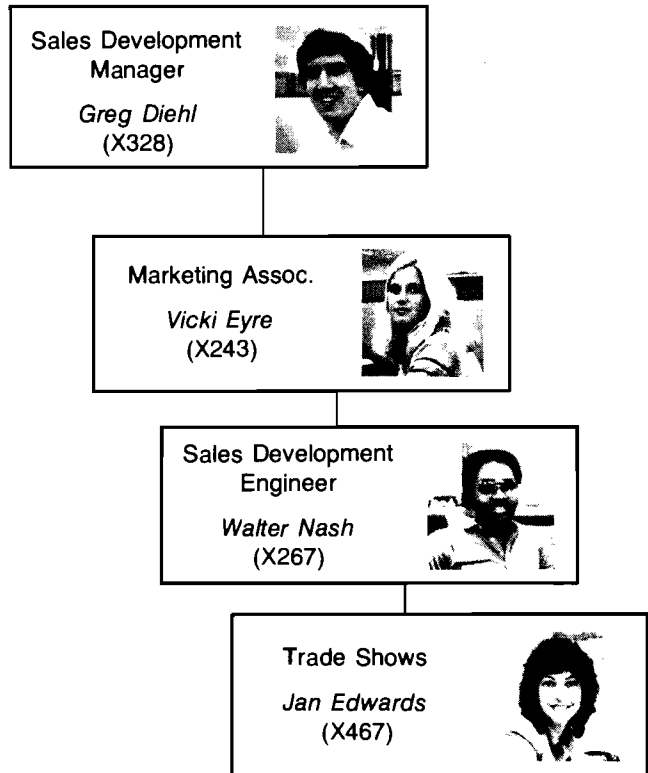
Jan Edwards
(X467)

Division News

Support Plus — Sales Development
By: Al MacIlroy/SDD

SDD Sales Development works on the OEM marketplace. Their primary objective is to find new applications and sales leads for SDD graphics products. They are also responsible for generating leads at trade shows, working with timeshare services to support SDD plotters, and working with your SDD Regional Support person to create proposal packages for your potential graphics customers. This Sales Development Group is currently staffed with four people, and they are working hard to increase your computer graphics OEM opportunities. Another "Support Plus" for your success from SDD.

Product News

HP PLOT/21 Conversion Guide
By: Peggy Wyman/SDD

Hot off the presses! San Diego has a new publication: Application Note 229-1, the PLOT/21 Software Conversion Guide.

PLOT/21 is a San Diego Division software product for use with the HP 7221A/B/S graphics plotters. PLOT/21 is a set of FORTRAN IV subroutines. Versions of the software are available and supported for three systems.

- HP 3000 Series II, III, and 33
- GE Mark III timesharing
- DEC-PDP/11 with RT-11 Operating Systems

This Application Note was written to help the potential, or existing, customer convert the PLOT/21 package to a computer system that is not among those supported. It discusses the areas that need to be considered for his/her computer system, such as:

- character sets available and method character representation
- internal word structure
- method of conversion for decimal ASCII to ASCII
- FORTRAN IV constructs and intrinsics
- I/O conventions
- use of global variables and labeled common blocks
- variable dimensioning of arrays
- handshaking

The discussions point out which areas of source code to be changed, in particular cases, to overcome any discrepancies in the target systems. In addition, the note discusses storage and memory requirements, and how to reduce package size by "pruning" unnecessary features.

It's a very helpful document for you and for your customers. Call us; we'll send you as many copies as you need (P/N 5953-4054).

PLOT/21 Application
By: Chuck Halso/SDD

Although most of us are at least familiar with HP PLOT/21, recent changes and expanded uses of the software package have indicated the need to clarify the application of PLOT/21 for optimum use. Use the following guidelines.

The latest version of PLOT/21 is Revision B, which includes HP PLOT/21 software for the HP 3000 Series II, III, and 33 computers, GE Mark III timeshare, and DEC PDP-11 series computers (RT-11 operating system only). Any customer who desires to convert PLOT/21 for an unsupported system should use the HP 3000 Series Version of PLOT/21 (Option 001 or 002), and will be responsible for any software modifications in accordance with guidelines established in Sales Amplifier Plotters No. 12 and Application Note 229-1 (HP PLOT/21 Software Conversion Guide). Whenever a customer intends to use PLOT/21 EBCDIC Code instead of ASCII, he must take responsibility for converting from EBCDIC to ASCII. The criteria to run test programs for this purpose are also contained in Application Note 229-1.

A final note — Revision B of PLOT/21 is software-compatible with Revision A on HP plotter models 7221A/B/S. By applying the above conditions, we can save the customer and ourselves a lot of time — time we can use to sell more plotters!

Buffer Field Retrofit Kit
By: Vern Hudson/SDD

Question: I have a customer in my territory, Never-Fail Electronics, who has received his 7221B and realized he forgot to specify the expanded buffer option 001. Now he is in trouble because his buffer overflows and spills out onto the newly waxed floor. What can we do for him?

Answer: You can look like a hero to NFE by recommending our expanded buffer field retrofit kit, HP P/N 07221-60001. The kit is in stock at CPC and is priced at an amazing $95.

HP 7310A Ad
By: Bob Reade/SDD

This new ad highlighting the forms capability of the HP 7310A Graphics Printer began running in the Feb. 25 issue of *Computerworld* and the Feb. 28 issue of *Electronics*.

The ad presents the quality, capability, and speed of the 7310A for printing, graphics, and forms, with emphasis on forms. The *Electronics* insertion is intended primarily for OEMs. Watch for us!

Computer Supplies Operation News

New Supplies Catalog ... Super Sales Tool and Helpful Service Reference!

By: Carl Anderson/CSO

- **Complete listings of all HP computer supplies, including those for desktop computers**

- **Includes popular HP-IB and RS-232C cables**

- **New table for terminals, desktop computers and plotters; new copy holder too**

- **New static control mats for protection from static-induced data errors**

- **Visible quantity discount levels (including prices in US edition)**

- **HP Supplies' fast Direct Phone Order Service is actively promoted (US edition only)**

- **Excellent indexing; extremely easy to use**

- **For distribution to customers by all members of the SR/SE/CE field team**
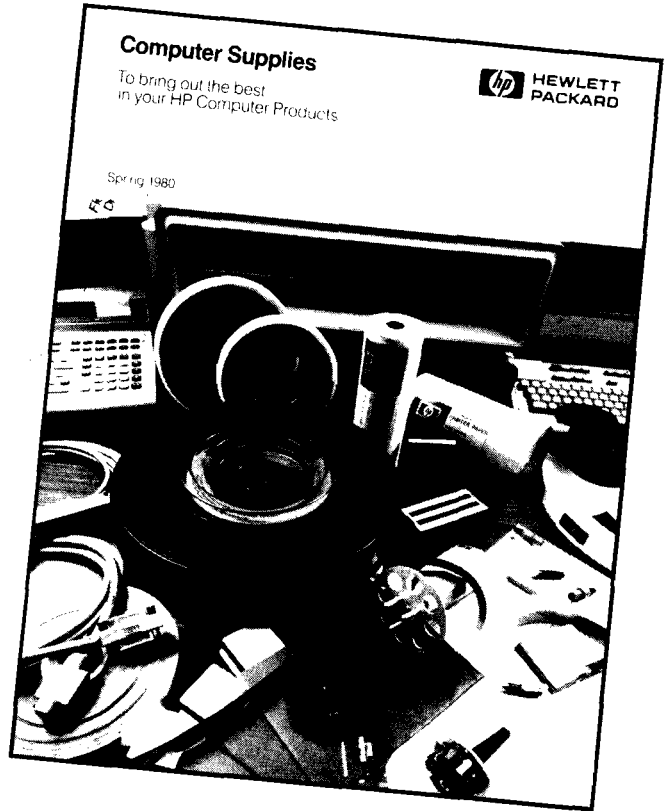
Watch for the brand new Spring 1980 HP Computer Supplies Catalog (P/N 5953-2450) that should reach your office within the next few days (slightly longer if you're located outside the US).

This extremely useful 36-page edition is *the* reference for all HP computer supply items. It includes *media* such as rigid and flexible discs, mag tape, and the HP mini cartridge; *operating supplies* such as thermal papers, ribbons, plotter pens, etc.; and *convenience items* such as cables, terminal table, copy holder, and static control mats.

SRs should use this catalog to complement front-end selling of peripherals, desktop and larger computer systems — as a positive demonstration of HP's excellent supplies support.

CEs and SEs should be sure to get this helpful supplies reference into the hands of existing customers. They'll really appreciate it because the information is authoritative and complete. (P.S. Make sure your office Order Processing people also know about this useful tool!)

We at CSO thrive on your comments and feedback so please let us hear from you if you have suggestions regarding the catalog or any other facet of our services. We're at 1330 Kifer Road, Sunnyvale, CA 94086 — phone (408) 738-8858 or COMSYS 2268.

About the Newsletter

Contributors please check with your Divisional editor for new submission deadlines.