Announcing HP BASIC Language Processor
for the HP Vectra PC

HEWLETT PACKARD

On the cover

Introducing the HP BASIC Language Processor, a revolutionary new plug-in card that gives users the world's most advanced instrument control language – HP Series ,2001300BASIC – on the world's most popular operating system – PC-DOS. See articles beginning on page 8.

Table of Contents

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

International Market Access

Working together we can foster profitable new business relationships. Software licensing provides a major new growth opportunity for HP value-added businesses interested in expanding into international markets. Few geographic markets can meet all the application needs of the local computer users. HP has a network of established value-added businesses throughout the world. Our objective is to provide you with information on this valuable network of potential licensors and licensees who can help you penetrate an international market.

How HP can help

HP has introduced a new program to help HP's value-added businesses penetrate international markets. It is called "International Market Access." It was introduced at the Commercial VAR Conference in November, 1986. The program is available to all commercial value-added businesses. However, to be successful and beneficial to both value-added businesses and HP, we feel that you need to meet the following criteria:

l) Long-term conimitment to the international market. Must be willing to allocate resources (people, time, and money) to make this happen.

2) Your application should meet the target market/industry needs. Generally, each country identifies the target industries and what applications they need to import.

3) Strong product features. Satisfied installed base in your home country.

4) Application programs should be well structured, thus easy to localize.

5) Willingness to establish local presence either directly or by signing up with a local distributor.

Program features

■ Hewlett-Packard will provide the target market/application needs of each country. This should help you in selecting specific geography.

■ HP will assist you in identifying a qualified distributor; this will reduce your risk in selecting a suitable partner.

■ A catalog of all potential value-added businesses that are interested in the international opportunities will be published, thus making selection easy.

HP will support and assist licensees when selected application is for the target industry.

HP will provide basic information on culture, laws, and business practices. This helps you to get more familiar with the country.

Key success factors

■ If you are not strong in your home country, chances are that going international will compound your problems. It is not a panacea for your problems at home.

Success in the international market demand long-term commitment.

■ You must know the market – what do they need, competition, etc.

■ Unless you are a large company that can afford the expenses of setting up a direct office, it is better to find a local partner who understands local needs and distribution channels.

■ Qualification of a local partner is very critical. Can they meet your expectations? What is their reputation among customers and their relationship with HP?

Finally, one-stop shopping. You will have all the information you need to make the right decisions, thus getting you started on the path of success. If you are interested in this program, please contact:

Commercial
Shamik Mehta
Hewlett-Packard Company
19091 Pruneridge Avenue
Building 46UV
Cupertino, CA 95014
408-447-1453

Technical
John Bieske
Hewlett-Packard Company
3495 Deer Creek Road
Building 27
Palo Alto, CA 94304
415-857-2481

IMPORTANT CONSIDERATIONS FOR INTERNATIONAL MARKET ACCESS

Market analysis

Analyzing the market potential for your product is an important first step before making the commitment to enter new markets. As with other investment decisions, you will want the return to compensate for the risk. There is licensing potential in both higher risk and lower-risk areas.

Uncontrollable factors

Political environment – There is wide variation among countries in laws governing software, trade secrets, copyright protection, license agreements, trademarks, patents, etc. You will want to consult a local attorney for specific, up-to-date information.

Cultural and social environment – There are variations in language, dialects, mores, business procedures, and even thought processes in different cultural environments. These variations will have an impact on how your software package may need to be adapted to the local market and who is most qualified to perform this "localization."

Economic environment – The monetary exchange rate can affect the price of your product. The local economy in the area you are selling your software package can affect the demand as well as dictate what kinds of software will be most needed, and who can best afford to purchase them.

Competitive and technological environment – Since all businesses have limited resources, in what ways are your potential customers constrained'? Does your product offer more or less features than the competition'? What are the features? Is the level of sophistication of technology in the area compatible with the level of technology of your product'!

Controllable factors

Your resources and objectives – These provide the basis for your marketing strategies. Setting your objectives and providing resources to accomplish those objectives are *key* to ensuring your success in software licensing. By taking time now, you can avoid wasting time, money, and people.

Your product – From your customer's point of view, this includes the software you write and/or market, user documentation, training classes, and ongoing software support. This product offering may be provided by either the licensor or licensee, but will most likely involve contributions from both parties.

The price – The customer pays a certain price for a "packaged software product." This represents revenue to both the licensor and licensee in the form of royalties and commissions. The pricing arrangement you agree upon can provide incentives to the licensee to more aggressively market the product and can provide the licensor with a variety of fixed and/or variable royalties. The local laws pertaining to types of price control vary by country, so check with a local attorney on this issue.

Promotional activities – How will you and your licensing partner promote the software package? Who will be financially responsible for promoting it; will the promotion be a cooperative effort? Promotional activities are many and varied, and different strategies will work optimally in different markets:

– Mass advertising in print, television, and radio can be utilized to raise the general level of awareness of your product. The effectiveness of these vehicles will vary by geographic market.

– Publicity news campaigns are less expensive than advertising, but require selling the press on the newsworthy aspects of your product. Keep in mind that certain governments may have strict requirements for what constitutes "news."

– Promotional flyers, newsletters, pamphlets, and catalogs help inform potential customers of the existence and features of your product. Promotional giveaways are also helpful to stir short-term interest.

INCREASE THE PROCESSING SPEED OF YOUR SOFTWARE INCENTIVE PAYMENTS

Wendi Schield, HP Software Supplier Channel Support Manager

If you're a software supplier who has requested a 6 percent/30 percent Software Supplier Incentive payment in the last six months, you may have noticed the processing time for these payments has improved. Decentralizing the authorization of these payments has made a big difference. However, if you are still experiencing delays, there are two points you should be aware of that will facilitate the process and eliminate delays.

First, to receive prompt processing. your request for payment should be submitted before the HP system ships and within 30 days of the system order. If the request comes after the HP system has shipped, it will be forwarded to HP's U.S. sales force headquarters in Cupertino, California. There the request will be reconciled against closed orders. As you can guess, this process will delay your payment.

Second, the end-user sales order number must always be referenced on your request. Omission of this number will also cause delays in the process as no payments are made without that number. If you are not sure what the number is, your HP sales rep will provide the information to you.

We are anxious to achieve our goal of making all software supplier payments within 30 days of the end-user system shipment. You can help us and benefit yourself by submitting your requests quickly and including the end-user sales order number. We hope you find this helpful information. We will continue to monitor this payment system in hopes of doing an even better job in the future.

Customer Support

Training

VECTRA PC FUNDAMENTALS: A COMPUTER-BASED TUTORIAL SUCCESSFULLY INTRODUCED

HEWLETT-PACKARD

Vectra PC

Fundamentals

A Computer-Based Tutorial

Vectra PC Fundamentals: A Computer-Based Tutorial (PIN HP 51410A) was introduced January 1, 1987 (refer to January 1987, issue of HP *Channels*.

The course provides a four- to six-hour introduction to the operation of the HP Vectra PC. It's intended for new HP Vectra PC users, but also provides lessons of interest to the somewhat more experienced user. The course was recently tested successfully on the HP OfficeShare Network in "networkable" mode (one station on the network can use it at one time).

PC users who have been trained are more productive than those who have not been trained – more productive *sooner,* more productive *overall.* Vectra PC Fundamentals provides a cost-effective way to make users more productive and successful.

A product flyer (PIN 5954-8625) is now available to help users understand the features and benefits of Vectra PC Fundamentals. Contact your sales rep for more information about the tutorial or to get a copy of the flyer.

Training

NEW TRAINING COURSE FOR CS-80 DRIVE SERVICE

HP Customer Service Training is offering a new CS-80 drive service training course in 1987. Course 50041A is a three-day course providing customer service personnel with the knowledge and skills to diagnose, troubleshoot, and maintain the HP 7907, HP 794X disc drives, and the HP 9144 tape drive.

Aimed to assist self-support users with concentrated disc mass-memory-storage service technology, course 50041A is structured as 20 percent lecture, 50 percent self-paced, and 30 percent lab. The course is offered at HP's Mayfield Customer Service Training Center, Mountain View, California, on April 20-22, July 20-22, and September 8-10.

Contact your HP sales rep for more information.

Training

HP LASERJET SERIES II PRINTER SERVICE TRAINING AVAILABLE

Following the successful marketing of the HP LaserJet printers (2686A/D), HP has introduced a lighter and more flexible laser printer, the HP LaserJet Series II printer. HP's Customer Service Training is offering a self-paced mentored maintenance course on the new HP LaserJet Series II printer.

The four-day class is part of course 05092A and is listed as Option 024. The only prerequisite is a basic understanding of the AC/DC theory.

To find out more about the HP LaserJet Series II printer course and its 1987 schedule, please contact Customer Service Training (toll free) at 800-523-0696. See following article for a complete listing of classes.

Training

HP PERSONAL COMPUTER/PERIPHERALS
SELF-PACED MENTORED TRAINING UPDATE

HP Customer Service Training is offering the following self-paced mentored training courses to users who want to maintain their HP personal computers and/or associated peripherals.

Course Number 05092A

Option	Description	Length (days)
001	HP Portable Computer (HP 110)	2
002	HP Touchscreen personal computer (150A)	3
003	HP Touchscreen personal computer (150B)	3
004	HP 150 emulator	1
005	HP-85A/B personal computer	2
006	HP-86A/B personal computer	2
007	HP 9121S/D disc drives	1
008	HP 9122 disc drive	1
009	HP 9133134 disc drives	1
010	HP 9114A disc drive	1
011	HP ThinkJet printer (2225A)	1
012	HP 82905A printer	1
014	HP 7470A plotter	1
015	HP 7475A plotter	1
016	HP 9872A plotter	1
017	HP 262X terminals	1
018	HP 264X terminals	3
019	Etherlink/150	1
020	HP Vectra PC (72425A)	3

Option	Description	Length (days)
021	HP Touchscreen II personal computer (150C)	3
022	HP Integral PC (9807A)	4
023	HP LaserJet printer (2686A/D)	4
024	HP LaserJet Series II printer (2686A/D)	4

Customer service training is available for these products at the Mountain View, California; Rockville, Maryland; and the Dallas, Texas, Training Centers. The schedule is as follows:

Mountain View
Week starting
 April 27
 June 8
 August 10
 September 28
Rockville
Week starting
 May 4
 June 22
 July 27
Dallas
Week starting
 June 1

Also in this issue

HP 3000

HP DS 3000
NETWORKING
PRODUCTS PRICE
CHANGE

Effective April 1, 1987, prices will be increased for selected options on HP DS Network Services (32185A/R) and HP DS Point-to-Point Links (30270A/-30271A). These increases eliminate pricing inconsistencies with NS Network Services and Link products. Due to the 30-day grace period for price increases, the new prices will not become effective until May 1, 1987. The products affected are listed below.

Product No.	Description
32185A	HP DS Network Services
Opt. 310	
Opt. 315	
32185R	HP DS Network Services Right to copy
Opt. 310	
Opt. 315	
30270A/-30271A	HP DS Point-to-Point Links
Opt. 190	
Opt. 290	
Opt. 390	
Opt. 490	

HP 3000

HP 3000 RETURN
CREDITS INCREASED

Lasting value has been a trademark of the HP 3000 family. With the introduction of the Series 930 last year, we demonstrated that commitment by offering an 80 percent return credit for the HP 3000 Series 70 toward the purchase of the Series 930. Now users can receive a 50 percent return credit for Series 70 ATPs, memory, and I/O components when they upgrade to the Series 930 or 950 (based on U.S. list prices).

Effective April 1, many HP 3000 Series 70 component return credit products will include a new option. Users who order a new Series 70 and an upgrade to the Series 930 or 950 between March 1, 1986, and October 31, 1987, can receive a 50 percent return credit for ATPs, memory, and I/O components. If you qualify for the return credit. have your sales rep order both the return credit product and the option to receive the entire 50 percent credit.

Product No.	Description
30145AN	Direct Connect ATP return credit
Opt. 070	Special Series 70 return credit
30155AN	Modem ATP return credit
Opt. 070	Special Series 70 return credit
30144AN	SIB return credit
Opt. 070	Special Series 70 return credit
30165AN	4 Mbytes for Series 70 return credit
Opt. 070*	Special Series 70 return credit
30464BN	Expansion bay and IMB return credit
Opt. 070	Special Series 70 Return Credit
30143AN	IMB return credit
Opt. 070	Special Series 70 return credit
30079AN	GIC return credit
Opt. 070	Special Series 70 return credit

*This option will be implemented on the May 1 HP Price List.

In order to qualify for the Special Series 70 Return Credit (Option 070), several rules should be followed:

1) A new Series 70 (32471A) and an upgrade to a Series 930 (32480AH) or Series 950 (product number not available) with Option 627. 628. or 629. must he ordered between March 1, 1986, and October 31, 1987.

2) A maximum of one IMB, one expansion bay and IMB, two 4-Mbyte memory arrays, and 13 GICs can be returned with each Series 70.

3) Users must order at least as many DTC ports with the Series 930 or 950 as they are returning ATP ports with their Series 70.

Since users get a better value by ordering ATP Return Credit products with the new Option 070, the old Special 48-Port ATP Product (34299AN) will soon be obsoleted.

HP Visor: Query and Reporting Tool for HPSQL

HP Visor is an end-user interface to HPSQL databases; it allows users to perform ad hoc queries and generate customized reports, without involving a programmer. In its default mode of operation, users only need to mark boxes and press function keys to perform these activities. Additional capabilities are provided to allow users to use SQL to formulate queries and perform a variety of other database operations.

Consistent with HPSQL strategy

HPSQL will be available on all commercial systems, both MPE V-based and MPE XLbased HP 3000 systems. Visor. too, will be available on all HP 3000 systems. Visor/V, for HPSQL/V databases on MPE V-based HP 3000 systems, is the first version to become available (details follow). Visor/XL, for ALLBASE/XL-HPSQL databases will not be available at the first release of the MPE XLbased Series 930, but is planned for a future release; queries, reports. SQL commands, and sequences of commands created using Visor/V will be upward compatible with Visor/XL.

Available now

Visor/V is on UB-Delta-2 MIT (began shipping in March) and was on the March HP Price List.

Product No.	Description
32425A	First copy HP Visor/V
Opt. 310	For use on HP MICRO 3000, MICRO 3000XE, or HP 3000 Series 37.
Opt. 315	Upgrade from 32425A Option 310 to Option 320.
Opt. 320	For use on HP 3000 Series 39-70.
32425R	Right-To-Copy HP Visor/V
Opt. 310	For use on HP MICRO 3000, MICRO 3000XE, or HP 3000 Series 37.
Opt. 315	Upgrade from 32425R Option 310 to Option 320.
Opt. 320	For use on HP 3000 Series 39-70.

Self-paced HP Visor Training

To learn HP Visor, users will want to take the self-paced HP Visor Tutorial training (PIN 32425-60001). The tutorial provides interactive training for new users. using a sample database distributed with HP Visor. Reference information is provided in a module of the tutorial and in a complete on-line help system. One copy of the tutorial is supplied with the Visor product; additional copies will be available through HP Direct (see phone ordering numbers on page 22).

The tutorial is divided into six modules: Introduction to Visor, Using EZAccess, Reporting with EZReport, Using SQLAccess, Advanced Visor Functions, and Reference Information. The modular structure gives users the flexibility to mix and match modules to meet individual training needs.

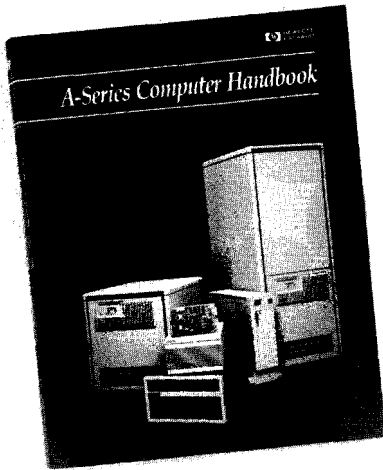Contact your HP sales rep for more information about the tutorial.

Also in this issue

HP 1000

NEW HANDBOOK FOR HP 1000 A-SERIES COMPUTER

A new reference document covering technical product information on the HP 1000 A-Series computer family has recently been published and has been distributed to all HP sales offices worldwide. This new volume, entitled *A-Series Handbook for Systems Designers and OEMs,* should be of special interest to HP 1000 technical value-added businesses, especially OEMs. The handbook is a complete catalog of all compatible HP 1000 A-Series products, including the new A400 products. This 600-page book combines an updated *HP 1000 System Designer's Guide* and all hardware and software data sheets for the HP 1000 A-Series product family – computers, operating systems, languages, feature software, and peripherals. With its attractive color cover, this handbook is intended to be a valuable addition to system designers' and OEMs' book-shelves. No longer do users have to compile their own set of data sheets on HP 1000 A-Series supported products – it's all in one place.

To receive your free copy, please contact your nearest HP sales office. The HP part number for this handbook is 5954-8555.

HP 1000

HP QDM/1000 ON THE HP 1000 A400

HP Quality Decision Management/1000 (QDM/1000) is now qualified and available on the HP 1000 A400. Performance is approximately the same as on the HP 1000 A600.

The QDM/A400 combination is ideal for those users who prefer to start out small and grow their QDM system as their requirements increase.

The order number for QDM on the HP 1000 A400 is 92131A, Option 400. Full credit on QDM software will apply toward the HP 1000 A900 upgrades so that the user's investment is preserved.

On April 1, the QDM pricing has been restructured. QDM on the HP 1000 A700 and A900 has been lowered. QDM on the HP 1000 A600 remains the same.

This announcement provides users with increased HP 1000 A-Series family compatibility and upward growth potential in the area of Quality Management.

Contact your HP sales rep for more information.

HP Precision Architecture/HP-UX

RMTERM

APPLICATION NOTE – SERIAL CONNECTION BETWEEN HP 1000 AND HP 9000 MODEL 840

RMTERM/840 allows any HP 9000 Model 840 user terminal to act as a virtual terminal to a remote system. RMTERM/840 includes all the capabilities of RMTERM/1000 which is now shipping with PCO 4.1, as well as file transfer and data logging capabilities.

RMTERM/840 provides the capability of downloading a pregenerated HP 1000 RTE-A operating system from HP-UX using any terminal connected to the HP 9000 Model 840.

RMTERM/840 has been included in the HP-UX Contributed Library Tape which is shipped with every HP 9000 Model 840. In addition, RMTERM/840 has been published in the *A-Series Computer Handbook for System Designers and OEMs,* PIN 5954-8555, which can be ordered by your HP sales rep (see first article on this page). Source code is included as part of the application note allowing users to modify the program to meet specific needs.

MIGRATION EVALUATION KIT REQUIRED FOR IMAGE/1000 MIGRATION

ALLBASE for the HP 9000 Model 840 (PIN 36217A) does not include the migration software that runs on the HP 1000. This RTE software is ordered separately with the Migration Evaluation Kit (PIN 92561A). This migration kit includes the utilities for decompiling a root file (DBDECODE) and for unloading an IMAGE11000 database (DBMUN). Users will be unable to convert an IMAGE11000 database to ALLBASE without this kit. ALLBASE does include the IMAGE11000 emulation software that runs on the HP 9000 Model 840.

The Migration Evaluation Kit also includes the Migration Analysis Utility (MAU) and associated PORT/HP-UX manuals.

The ALLBASE product tape does include all other software needed for IMAGE11000 emulation and loading on the HP 9000 Model 840.

Contact your HP sales rep for more information about the kit.

CONTEXT MBA SOFTWARE OBSOLESCENCE

On August 1, 1987, the HP 9000 Context MBA software (45481B, version 2.4) will be removed from the HP Price List for several reasons:

■ The latest version of Context MBA (3.0) is already listed in the Technical Software Center (TSC) software catalog and is being distributed and supported through: LeMain, Inc., P.O. Box 3007, Camarillo, CA 93011, Telephone: 213-374-1150.

■ Version 3.0 from LeMain has some key new features, such as macro capability and support for the HP 9000 Series 300 computers without the compatibility card interface.

■ Version 2.4 from HP does not run on the HP 9000 Models 330 and 350. Version 3.0 from LeMain currently runs on the HP 9000 Models 310 and 320 (without the compatibility card) and is being rolled by LeMain to support the HP 9000 Models 330 and 350.

Given this situation and the declining sales of version 2.4, the product is being placed in an obsolescence mode. Upgrade kits are also available from LeMain.

Version 2.4 from HP will have a five-year support life starting August 1, 1987.

HP 9000 OEM SEMINAR

HP 9000 OEM customers are invited to attend the HP 9000 OEM Seminar, "Getting Down to Business," to be held in Fort Collins, Colorado, on the afternoon of Wednesday, April 15, and the morning of Thursday, April 16, 1987.

The following topics will be included during the seminar:

■ HP Precision Architecture workstation

■ 2D graphics

■ Entry-level HP-UX workstation

■ BASIC and Pascal language processor for PC workstations

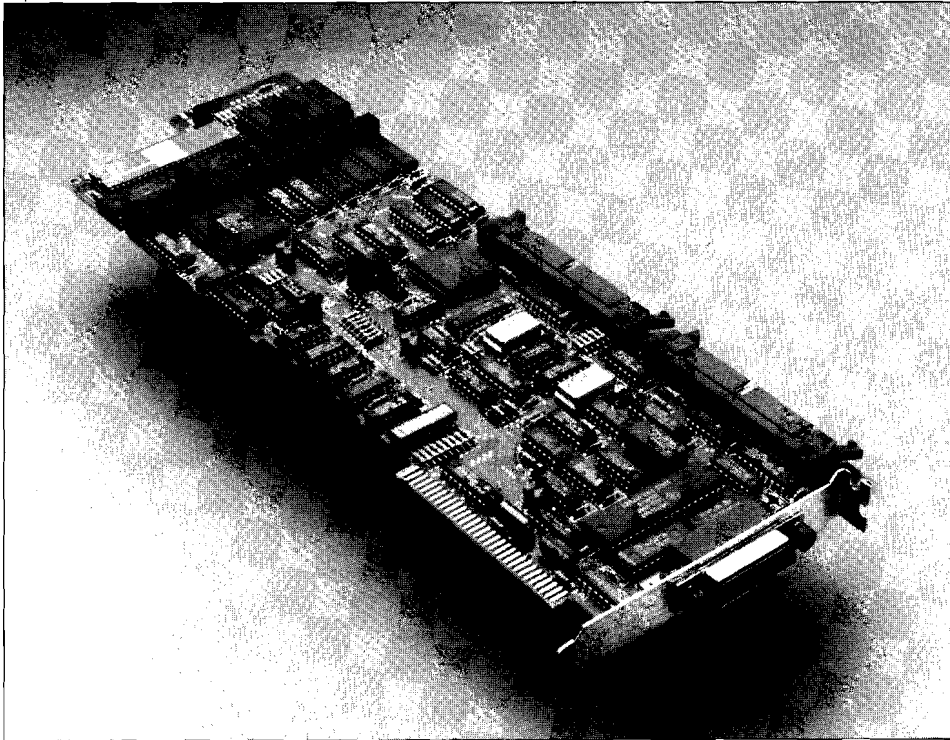Please contact your HP sales rep for more information.

Also in this issue

Desktop

HP BASIC LANGUAGE PROCESSOR FOR THE HP VECTRA PC

HP BASIC Language Processor Board

HP Controller Performance

Relative to Vectra w/GW BASIC = 1.0

Relative to HP 9816/36 = 1.0
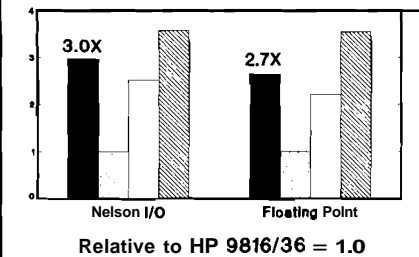
Vectra w/BLP   Vectra w/GWB   Model 0816136   Model 310
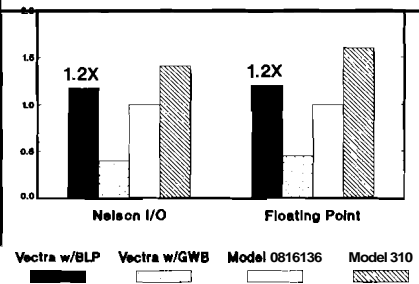
HP BASIC, with its on-board 68000 processor and built-in HP-IB, brings HP 9000 Series 300-like controller performance to the HP Vectra PC. In addition, it runs about three times faster than native DOS interpreted BASIC.

Hewlett-Packard is pleased to announce HP's premiere instrument-control language for the HP Vectra PC. The HP BASIC Language Processor consists of an HP Vectra PC plug-in card with HP-IB interface, HP BASIC 5.0 (a.k.a. Rocky Mountain), and support software. This is the same BASIC that runs on HP 9000 Series 2001300 computers, supplied on 5%-inch, DOS format discs.

When installed in an HP Vectra PC, the new subsystem delivers the best of both worlds: HP's powerful, yet easy-to-use, controller environment, *and* access to a wealth of PC-DOS application software. Now, users who desire (or are required to use) personal computers do not need to forego the time-saving advantages of HP BASIC or rewrite their HP 9000 Series 2001300 programs. And since code written for the language processor will run on high-performance HP workstations, a natural migration path is established. Other benefits include:

Low entry price.

- Compute and I/O performance greater than an HP 9816.

- Access to industry-standard LAN (SRM and IEEE 802.3 available).

- Common DOSIBASIC file structure allows data analysis via popular PC software, such as 1-2-3® from Lotus^B.

- Foreground/background operation

HP's BASIC 5.0 aids program development through interactive editing, powerful syntax checking, and the ability to search and replace strings or blocks of lines. Other advanced features such as structured programming with Pascal-like constructs (such as IF-THEN-ELSE blocks) improve programmer productivity and simplify on-going support. Independent subprograms can be used throughout the code, while local variables, global storage, and run-time linking are available for advanced BASIC programmers desiring even more efficiency.

Further, advanced I/O simplifies many otherwise complex tasks such as interrupts, data transfer, overhead processing, mass storage. printing, and plotting – all of which are critical to intelligent instrument control. HP BASIC also features the tremendous computational power found in FOR-TRAN, ALGOL, and other highly mathematical languages.

The language processor board, which includes a Motorola 68000 CPU and up to 4 Mbytes of RAM, emulates an HP 9000 Series 200 workstation. It includes built-in HP-IB and standard HP 9000 Series 200/300 DIO interface. BASIC is run like any other PC-DOS application and is compatible with DOS files and peripherals. At the same time, compatibility with programs, data, and peripherals used by other HP BASIC workstations has been maintained.

Since HP BASIC runs on its own processor board, not on the HP Vectra PC's lntel 80286, simultaneous operation of BASlC programs and PC-DOS applications is possible. The BASIC Language Processor can collect data unattended in the background while the user runs a word processor or spreadsheet.

With optional hardware, the processor operates on HP networks such as SRM and OfficeShare, and can pass files to ARPA (IEEE 802.3) networks as well. This networking flexibility makes an HP Vectra PC/HP BASIC system an excellent gateway between SRM and industry-standard LANs.

The HP BASIC Language Processor includes:

- MC 68000 processor card.
  - 512 Kbytes of RAM (expandable to 4 Mbytes).
  - Built-in HP-IB interface.
  - DIO connectors (for SRM, GPIO options).
  - Connectors for ROM expansion board.
- HP BASIC 5.0 software.
- PC Emulator software.
- Manuals and keyboard overlays.

Related accessory products include:

- RAM expansion board and 512-Kbyte expansion kits.
- GPIO interface.

Shared Resource Manager (SRM) interface.

Ordering information

Product No.	Product/Description	Date Available
82300A	HP BASIC Language Processor ■ Plug-in 68000 card with 512 Kbytes RAM, HP-IB ■ BASIC 5.0 on 360-Kbyte, 5%-inch discs ■ Manuals	May 1
82301A	HP BASIC Software-only Option (included with 82300A: for 82310A users) ■ BASIC 5.0 on 360-Kbyte, 5%-inch discs • Manuals	May 1
82303A	512-Kbyte RAM Expansion Kit ■ Set of four 1-megabit chips Used on main board or RAM expansion board	April 1
82305A	RAM Expansion Board Includes 512 Kbytes. expandable to 3 Mbytes (4 Mbytes total) ■ Expand in 512-Kbyte increments with 82303A kit ■ Attaches to processor card; doesn't require slot	April 1
82310A	HP Pascal Language Processor ■ Plug-in 68000 card with 512 Kbytes RAM. HP-IB ■ Pascal 3.2 on 360-Kbyte, 5%-inch discs ■ Manuals	May 1
82311A	HP Pascal Software-only Option (included with 82310A; for 82300A users) ■ HP Pascal 3.2 on 360-Kbyte, 5%-inch discs ■ HP Pascal manuals	May 1
50963A	Shared Resource Manager Interface ■ Usea full-performance DIO connection ■ Takes one HP Vectra PC expansion slot	April 1
82306A	GPIO Interface ■ Uses full-performance DIO connection Takes one HP Vectra PC expansion slot	May 1

NEW HP MODEL 315 HP BASIC CONTROLLER

Hewlett-Packard is pleased to announce two preassembled HP Vectra PC systems featuring the new HP BASIC Language Processor.

These bundled systems will allow purchase of a complete monochrome or color system with just one HP part number. In addition, the preassembled bundles will reduce the number of product boxes a user receives, thus saving the user set-up time. The HP BASIC Language Processor board, hard disc, video card, and interface card are installed at the factory. All the user has to do is connect the power cord and display, format the hard disc, install DOS and BASIC, and the system is ready to go.

The Model 315M HP BASIC Controller (monochrome) bundle includes the following components:

- 640-Kbyte HP Vectra PC SPU.
- 1.2-Mbyte flexible disc drive.
- 20-Mbyte hard disc and controller.
- Language Processor board (512 Kbytes, HP-IB, DIO).
- 512-Kbyte RAM Expansion Kit (Expands BASIC RAM to 1 Mbyte).

HP BASlC 5.0 software and manuals.

- Dual-Serial RS-2321422 Interface.
- Monochrome Plus Video Display and Adapter with parallel interface.
- HP Vectra PC DOS/PAM.

Keyboard.

The Model 315C HP BASIC Controller (color) bundle consists of the following items:

- 640-Kbyte HP Vectra PC SPU.

  1.2-Mbyte floppy drive.

  20-Mbyte hard disc and controller.

- Language Processor board (512 Kbytes, HP-IB, DIO).

- 512-Kbyte RAM Expansion Kit (expands BASIC RAM to 1 Mbyte).

- HP BASIC 5.0 Software.

- Serial/Parallel Interface.

- Enhanced Graphics Display and Adapter.

- Tilt/swivel base.

- HP Vectra PC DOS/PAM.

- Keyboard

Ordering information

Product No.	Product	Date Available
82314A	Model 315M HP BASIC Controller (monochrome) bundle	May 1
82315A	Model 315C HP BASIC Controller (color) bundle	May 1

Desktop

NEW, LOWER PRICES ON HP VECTRA PC CAD/CAE SYSTEMS

Effective April 1, HP has lowered the U.S. list price of its 82964E HP Vectra PC CAD/CAE System.

The 82964E CAD/CAE System is a preassembled, high-performance bundle ideal for running computer-aided design and other "power-user" applications. It includes:

- 640-Kbyte HP Vectra PC SPU with 1.2-Mbyte floppy drive.

  IBM PC/AT compatible, 40-Mbyte hard disc subsystem.

- Enhanced color-graphics (EGA) display system with tilt/swivel base.

- High-speed (8 MHz) 80287 math coprocessor.

- Serial/parallel card.

  HP Vectra PC DOS/PAM.

The combination of an EGA display, a fast, high-capacity hard disc, and 8 MHz coprocessor is a perfect fit for popular CAD packages, including AutoCAD™, VersaCAD, P-CAD, etc. The system is also ideal for getting top performance from business software like 1-2-3® from Lotus™, R:Base™, Microsoft™ Word, or desktop publishing.

AutoCAD™ is a U.S. trademark of Autodesk, Inc.

1-2-3® from Lotus® is a U.S. registered trademark of Lotus Development Corporation.

R:Base™ is a U.S. trademark of Microrim®, Inc.

Microsoft®Word is a U.S. registered trademark of Microsoft Corporation.

Desktop

HP VECTRA PC PROFESSIONAL GRAPHICS SYSTEM OBSOLESCENCE

The Professional Graphics System for the HP Vectra PC – P/Ns 82959A, 82960A, and 82960T (Monitor, Controller, and Programmer's Reference Manual) – will be obsoleted and removed from the HP Price List on April 1, 1987.

The Professional Graphics Controller (PGC) market in general did not develop into the standard that the industry expected due to its higher price relative to EGA. Although the PGC is much more powerful than most PC graphics controllers, application developers did not write drivers to take advantage of its features, and its full price/performance potential was never realized.

As an alternative to the PGC, we recommend the EGA to users who desire a medium-resolution, 13-inch color system. The EGA system is a popular PC standard and has a wealth of software that is tailored to its specifications. The new price reduction of the EGA system makes it even more competitive in this market.

HP recognizes the need for high-resolution graphics systems for the PC market and we will address this need with a more price-competitive product in the future.

Desktop

HP VECTRA 3000 PC PRICE REDUCTIONS

Effective April 1, HP Vectra 3000 PC prices will come down. In the past, users have enjoyed the convenience of preassembled HP Vectra 3000 PC models with HP AdvanceLink software. You can order a complete system with just one product number and receive a fully configured unit with a handy installation guide.

Now we have even better news for users – HP has reduced the price of the

Monochrome HP Vectra 3000 PC (PIN 72458A) and the EGA HP Vectra 3000 PC (72459A).

Product No.	Description	Savings
72458A	HP Vectra 3000 PC Monochrome Model	12.9%
72459A	HP Vectra 3000 PC EGA Model	14.2%
Savings based on U.S. list prices		

IBM comparison

The HP Vectra 3000 PC Model 58 is about $1,100 (about 19 percent) less than a comparable IBM PCIAT.

IBM PC/AT (Monochrome) Model 99	HP Vectra 3000 PC Model 58
• 512-Kbytes RAM	• 640-Kbytes RAM
• 1.2-Mbyte Hoppy	• 1.2-Mbyte Hoppy
• 20-Mbyte hard disc	• 20-Mbyte hard disc
• Serial/Parallel	• Serial/Parallel
• Keylock	• DOS 3.1
• BASIC	• AdvanceLink 2392
	• Multimode adapter
	• Mono Monitor ————
$4,895	$4,730
+DOS 3.2 95	
+Adv.Link 2392 295	
+Mono card 275	
+Mono Monitor 250	————
Total $5,810	$4,730
Comparison based on U.S. list prices	

The HP Vectra 3000 PC Model 59 is about $1,700 (about 24 percent) less than an IBM PCIAT (EGA Model 99).

IBM PC/AT (EGA) Model 99	HP Vectra 3000 PC (EGA) Model 59
• 512-Kbytes RAM	• 640-Kbytes RAM
• 1.2-Mbyte Hoppy	• 1.2-Mbyte floppy
• 20-Mbyte hard disc	• 20-Mbyte hard disc
• Serial/Parallel	• Serial/Parallel
• Keylock	• DOS 3.1
• BASIC	• AdvanceLink 2392
	• EGA adapter
	• EGA monitor ————
$4.859	$5,420
+DOS 3.2 95	
+Adv.Link 2392 295	
+EGA card 982	
+EGA monitor ————	————
Total $7,116	$5,420
Comparison based on U.S. list prices	

Against an IBM PCIAT Model 339 (30-Mbyte configuration), the HP Vectra 3000 PC is even more competitive. The HP Vectra 3000 PC Monochrome Model has about a $1,500 advantage, and the HP Vectra 3000 PC EGA about a $2,100 advantage.

Compaq comparison

The new pricing also makes the HP Vectra 3000 PC Monochrome model more attractive than a similar Compaq Deskpro configuration. The HP Vectra 3000 PC is slightly lower in price and has a much faster hard disc access time (65ms versus 105ms).

Compaq Deskpro 286 Model 20 (Monochrome)	HP Vectra 3000 PC (Monochrome) Model 58
• 640-Kbytes RAM	• 640-Kbytes RAM
• 1.2-Mbyte Hoppy	• 1.2-Mbyte Hoppy
• 20-Mbyte hard disc	• 20-Mbyte hard disc
• Serial/Parallel	• Serial/Parallel
• Keylock	• DOS 3.1
• BASIC	• AdvanceLink 2392
	• Monochrome adapter
	• Monochrome monitor ————
Subtotal $3,999	$4,730
+DOS 3.2 95	
+Adv.Link 2392 295	
+Mono card 199	
+Mono monitor 255	————
Total $4,843	$4,730
Comparison based on U.S. list prices	

Clone comparison

By applying the users' Volume End User (VEU) discount, the HP Vectra 3000 PC, with HP's reputation for quality and support, make a tough combination to beat against the low-cost AT-compatibles, as well.

Below is an example assuming a 30 percent VEU discount:

PC Limited's AT Clone (EGA)	HP Vectra 3000 PC (EGA) Model 59 (8MHz)
• 1024-Kbytes RAM	• 640-Kbytes RAM
• 1.2-Mbyte Hoppy	• 1.2-Mbyte floppy
• 20-Mbyte hard disc	• 20-Mbyte hard disc
• 2 Serial/Parallel	• Serial/Parallel
• DOS 3.1	• DOS 3.1
• AdvanceLink 2392	• AdvanceLink 2392
• EGA card	• EGA adapter
• EGA monitor ————	• EGA monitor ————
$3,272	$5,420
30 percent VEU Discount N/A	(1,626)
Total $3,272	$3,794
Comparison based on U.S. list prices	

With these recent price changes, the HP Vectra 3000 PC makes an even stronger PC workstation solution.

Desktop

HP VECTRA PC PRICE REDUCTIONS

Effective April 1, 1987, prices on selected HP Vectra PC models will be reduced up to 15 percent and selected subsystems up to 29 percent. The cuts are being implemented at this time for several reasons:

1) The worldwide success of the HP Vectra PC in the 80286 PC marketplace has allowed HP to achieve cost reductions due to manufacturing efficiencies. To ensure continued success, these cost savings are being passed on to our users as price reductions.

2) The reductions are also the result of anticipated competitive price drops this spring. Our cuts will better position the HP Vectra PC, allowing it to maintain its strong competitive position.

The price cuts focus on HP Vectra PC pre-assembled systems, the Enhanced Graphics (EGA) video subsystem, and the base HP Vectra PC Models 50 and 60. They are designed

to make these popular HP Vectra PC configurations even more appealing.

Product No.	Description
72450A	HP Vectra PC Model 50
72460A	HP Vectra PC Model 60
45896A	Half-height 20-Mbyte hard disc subsystem
45897A	Full-height 40-Mbyte hard disc subsystem
45983A	HP Enhanced Graphics Adapter
72496A	HP Vectra Publisher PC Monochrome Model 96
72497A	HP Vectra Publisher PC EGA Model 97
72458A	HP Vectra 3000 Monochrome Model 58
72459A	HP Vectra 3000 EGA Model 59
72458A & 68300F	HP Vectra 3000 Monochrome System with the Vectra Office Professional Software Pack
72459A & 68300F	HP Vectra 3000 EGA System with the Vectra Office Professional Software Pack
72458A & 68301F	HP Vectra 3000 Monochrome System with the Vectra Office Assistant Software Pack
72459A & 68301F	HP Vectra 3000 EGA System with the Vectra Office Assistant Software Pack

Also in this issue

Peripherals

Mass Storage

RACKSLIDE ADAPTER KIT FOR HP 7936/37 DISC DRIVES

The majority of HP 7936137 disc drives are installed in the HP 19511A two-pack cabinet, which comes complete with its own rackslides.

The HP 19512A rackslide adapter kit was designed for technical users who want to rack the HP 7936137 drives in a 19-inch EIA cabinet.

HP 19-inch EIA alternatives

The HP 7936137 disc drives can be racked four high in the HP 93561V cabinet, a 1600mm high 19-inch EIA cabinet from HP. The HP 93561V cabinet is a standard HP 29453 Series cabinet supplied without the front door, rear door, or power distribution unit.

Since the HP 93561V comes without front or rear doors, it may not be desirable for the office environment (due to noise and aesthetics), but rather on the manufacturing floor or instrument environments. The HP 93561V has not been tested for environmental factors (such as RFI, acoustics, and heat), so consult your HP sales rep before installing.

The HP 7974 and 7978 tape drive cabinets will not accommodate the HP 7936137 disc drives.

Non-HP 19-inch EIA rack alternative

Users currently installing HP 791XR disc drives in non-HP 19-inch EIA cabinets should be able to rackmount HP 7936137 disc drives in the same cabinet. As with HP cabinets, the HP 19512A rackslide adapter kit may be used to install the drive. Things to watch out for are:

I) The HP 7936137 disc drive sets approximately 50mm further back in the cabinet than the HP 791X disc/tape drive. The HP 791X rackslide lock is further forward so that the ¾-inch tape cartridge is accessible through the front door of the HP 7914ID/ST.

2) The HP 19512A rackslide adapter kit comes up with a trim panel. Blank filler panels will have to be ordered with the cabinet if you are mounting four discs or for other disc/instrument combinations.

3) The front-to-back airflow of the disc drive cannot be restricted by front or rear doors on the cabinet.

4) The HP 791XR rackslide requires four mounting holes inside the cabinet, one in each of the four columns. The HP 19512A rackslide adapter kit for the HP 7936137 disc requires eight mounting holes, two in each of the four columns. (Non-HP cabinets may not have the holes on the inside portion of the columns.)

Mass Storage

HIGH-END CABINET SOLUTION FOR THE HP 7936/37 DISC DRIVES

To provide an additional solution for data centers, HP is currently designing a 1600mm-high, 900mm-wide cabinet that will support eight drives in the floor space of approximately two HP 7933 or HP 7935 disc drives. This product should be available in the summer.

The HP 19511A two pack may be used with a departmental computer where the noise level is addressed

through the use of partitions to buffer the sound of the disc drives.

The 19-inch EIA is designed for the factory floor or instrument environment because there are no rear or front doors or soundproofing.

The 1600mm-high eight pack is designed for large system environments where air conditioning and 208 to 254 VAC power is available.

With the HP 19511A two pack and the HP 19512A rack adapter for 19-inch EIA, users currently have two solutions for mounting their HP 7936137 disc drives. By mid year, there will be a third solution for users who require more megabytes per square foot of floorspace.

Muss Storage

¼-INCH TAPE DRIVES – IMPROVEMENTS SINCE LINUS

As a result of recent questions, we have written this article to clarify the differences between the early ¼-inch Linus* tape drives and the ¼-inch product family of today. The product line consists of two highly reliable ¾-inch cartridge tape drives (HP 9144A and HP 35401A) that have been considerably improved and enhanced since Linus days.

One of the main drawbacks of Linus is that it writes data continuously without checking for errors or bad patches of tape. As the tape gets older, this often means that bad patches are written over and data is lost. The HP 9144A and the HP 35401A both have read-after-write capability which means that when data is written to the tape, it is immediately verified to ensure that the tape itself is good and also that the data was correctly written. If the drive encounters any errors, it will retry several times to write the data, before sparing the defective block and moving

onto the next one. This feature increases the tolerance of imperfect tapes, ensures data accuracy, and saves time in that a verify pass (which is run as a separate utility on Linus drives) does not need to be run to check the written data.

Another problem that was experienced with the earliest Linus drives was the inaccuracy of the positioning mechanism. Often the head could not reposition on track, which caused data errors. With the HP 9144A (and the HP 35401A) the head-positioning tolerances have been tightened up to ensure that data is written accurately on track.

Both Linus and the HP 9144A go through a load sequence when the tape is first put into the drive. Although the load sequence on the HP 9144A is marginally longer, it is carrying out more effective activities. The tape inside the cartridge has to be tensioned accurately (particularly when tapes have been stored for periods of time); read/write tests have to be performed and the head has to be accurately positioned.

In addition to these improvements to the drive mechanism, the cartridge itself has been improved considerably to ensure accurate data interchange from one drive to another and from one operating environment to another. Further developments are planned that will enhance the cartridge even more for the future.

With over 30,000 of these mechanisms now installed throughout customer sites worldwide, it is reassuring to know how reliable these drives are. We are continually researching new ways to improve and develop the product range and are committed to the future of ¼-inch cartridge tape technology.

*Linus **drives ore used in the H P 7098, 7911112114** disc/tape products. **The H P 9144A mechanism is used in the H P 7914CT, 7942, 7946A and 35401A**.*

Mass Storage

HP 791X AND 7941A/45A Dzsc DRIVES DISCONTINUED

HP has announced discontinuance plans for the HP 791X family, and the HP 7941A/45A disc drive products. The discontinuance schedule is:

Product No.	Off HP Price List	Support life (years)
HP 7911P/R	March 1, 1988	10
HP 7912P/R	March 1, 1988	10
HP 7914P/R	March 1, 1988	10
HP 7914CT	September 1, 1987	10
HP 7914ST	September 1, 1987	10
HP 7941A	September 1, 1987	10
HP 7945A	September 1, 1987	10

Note: *After the end of the 10-year support life, the products will enter obsolescence status. In this phase, HP support is on a best-effort basis.*

The last order will be accepted the last working day prior to the product's removal from the HP Price List as listed above. The last orders will ship within three months of that date.

We will continue to publish notices of the product discontinuances periodically in order to keep everyone informed of the latest planning.

If you have additional questions or need more information, please contact your HP sales rep.

Mass Storage

PRICE INCREASES FOR HP 791X AND 794X DISC DRIVES

The April 1, 1987, HP Price List will announce a price increase for the 7911P/R, 7912PIR, 7914P/R/CT, 7941A, 7942A, 7945A, and 7946A disc drive products effective May 1, 1987.

Any questions should be directed to your HP sales rep.

Mass Storage

HP COPYCAT/3000 NEW DISC SUPPORT

We are happy to announce increased disc drive support on HP Copycat/3000. HP Copycat/3000 has been modified, allowing the new HP 7936, 7937, and 7958 disc drives to be used as "to devices." This means that your customer can now use the HP 7937 disc drive to do a fast system back-up. The software also provides capability to copy the back-up to tape as a background operation.

The new version of HP Copycat/3000 is available and supported on UB-Delta-2 MIT. Contact your HP sales rep for more information.

Networks

HP STARLAN WIRE AVAILABLE

Unshielded twisted-pair wire of the type needed for HP StarLAN will be available and go on the HP Price List April 1. The wire is precut and connectors are attached for immediate use by users. Each cable contains four twisted pairs of wire to support voice and data

from the PC to the eight-pin phone-type wall jack, or data between a PC and a hub, or between a hub and a hub.

Users may order the cables directly from HP using the HP Direct Fast Ship 800 Number: 800-538-8787 (see additional phone numbers on page 22).

Ordering information

Product No.	Description
92268A	HP StarLAN 4-meter cable
922688	HP StarLAN 8-meter cable
92268C	HP StarLAN 16-meter cable
92268D	HP StarLAN 32-meter cable

Networks

HP OFFICESHARE NETWORK ENHANCED

The HP OfficeShare Network, the PC local area network introduced with the HP Vectra PC, has been enhanced with the products of the HP OfficeShare Networking Family for PCs: HP StarLAN, HP ThinLAN for PCs, and HP SERIAL Network. These local area network products provide PC users with access to HP's distributed data processing and Personal Productivity Center (PPC) services, such as Resource Sharing, via different physical connections.

HP StarLAN provides access using unshielded twisted-pair wiring, and HP ThinLAN uses coaxial cable. While HP StarLAN is a low-cost method for connecting HP Vectra and IBM PCs into the PPC environment, HP ThinLAN is the means for integrating our HP Touchscreen PC installed base into PPC office automation solutions. The HP SERIAL Network allows remote HP Touchscreen, HP Vectra, and IBM PCs to become part of the PPC environment via an asynchronous connection to a remote HP 3000. HP StarLAN and HP SERIAL Network are a competitive advantage when selling a PPC solution against DEC and IBM.

The following chart summarizes the products of the HP OfficeShare Net-

working Family for PCs. The kits contain the network PC interface card and software.

Product No.	Description
50904F	HP StarLAN Server Kit for HP Vectra PC
50905F	HP StarLAN User Link Kit for HP Vectra/IBM PC
50906A	HP StarLAN PC Configuration and Diagnostics Software and License for PC Server (one 50906A must be purchased for each HP StarLAN PC server).
27212A	HP StarLAN Hub
28647A	HP StarLAN 10 Mbps 802.3 Bridge
Opt. 241	Deletion of MAU and AUI cable
50907A	HP ThinLAN Server Kit for HP Touchscreen PC
50907F	HP ThinLAN Server Kit for HP Vectra PC
50908A	HP ThinLAN User Link Kit for HP Touchscreen PC
50908F	HP ThinLAN User Link Kit for HP Vectra PC
50909A	HP ThinLAN PC Configuration and Diagnostics Software and License for PC server (one 50909A must be purchased for each HP ThinLAN PC server).
50913A	HP ThinLAN Server Software for HP Touchscreen PC
50913F	HP ThinLAN Server Software for HP Vectra PC
50914A	HP ThinLAN User Link Software for HP Touchscreen PC
50914F	HP ThinLAN User Link Software for HP Vectra PC
27208A	HP ThinLAN Interface card for HP Touchscreen PC
27210A	HP ThinLAN Interface card for HP Vectra/IBM PC
50915A	HP OfficeShare Network Server Software Upgrade to HP ThinLAN Server Software for HP Touchscreen PC*
50915F	HP OfficeShare Network Server Software Upgrade to HP ThinLAN Server Software for HP Vectra PC* (50915A/F include PC Server software and PC Configuration and Diagnostics Software and License for PC server.)
50916A	HP OfficeShare Network User Software Upgrade to HP ThinLAN User Link Software for HP Touchscreen PC"

Product No.	Description
50916F	HP OfficeShare Network User Software Upgrade to HP ThinLAN User Link Software for HP Vectra PC
50910A	HP SERIAL Network User Link Software for HP Touchscreen PC
50910F	HP SERIAL Network User Link Software for HP Vectra PC
Products for an HP 3000 connection	
30265A	HP StarLAN/3000 Link for HP 3000 Series 37 and MICRO 3000 Family
30240A	HP ThinLAN/3000 Link
Opt. 100	For HP 3000 Series 3X and MICRO 3000 Family
Opt. 300	For HP 3000 Series 4X and 5X
Opt. 400	For HP 3000 Series 6X and 70
32003A	Asynchronous HP SERIAL Network Link
Opt. 100	For HP 3000 Series 3X and MICRO 3000 Family
Opt. 200	For HP 3000 Series 40 and 42
Opt. 300	For HP 3000 Series 44, 48, and 5X
Opt. 400	For HP 3000 Series 6X and 70
50912A/R	HP StarLAN/ThinLAN PC Configuration and Diagnostics Software and License for HP 3000 server or host (One 50912A/R must be purchased for each HP 3000 server or host to PCs on the network.)
Opt. 001	For HP 3000 Series 3X and MICRO 3000
opt. 002	For HP 3000 Series 4X, 5X. 6X. and 70
Opt. 003	Upgrade from Opt. 001 to Opt. 002
50911AIR	HP SERIAL Network PC Configuration and Diagnostics Software and License for HP 3000 server or host (one 50911A/R must be purchased for each HP 3000 server or host for HP SERIAL Network connections for PCs.)
Opt. 001	For HP 3000 Series 3X and MICRO 3000
Opt. 002	For HP 3000 Series 4X. 5X, 6X, and 70
Opt. 003	Upgrade from Opt. 001 to Opt. 002

User must return to HP the HP OfficeShare Network master discs to purchase the HP OfficeShare Nrtwork to HP ThinLAN upgrade products.

Printers

PRINTER DRIVERS FOR DISPLAYWRITE 4 AND HP LASERJET PRINTERS

One of the most widely used software packages on the market today is DisplayWrite 4™. Although the HP LaserJet printers are not directly supported by DisplayWrite 4, there are some third-party drivers available on the market today that can help.

Products available

DLB Enterprises, 214-642-2338, is distributing printer drivers for Display-Write 4; or more commonly known as Printer Function Table (PFT) drivers. Each PFT will work internally with DisplayWrite 4 and is installed as a printer function table.

These PFT tables from DLB will enable the user to access typesizes 8.55-, 10-, 12-, and 17-pitch. The HP fonts supported are Courier, Prestige Elite, Letter Gothic, TmsRmn proportional, and Helv in bold, italic, and upright typestyles.

The price is $80 (U.S. list) for orders of 25 or fewer. To ensure that the driver you install is working, two test documents will also be included on the disc.

■ Rum-Resident *PrintMerge*™ from Polaris Software, 619-743-7800, with its more enhanced features, supports DisplayWrite 4 and more at a cost of $149 (U.S. list).

The added features can merge graphics. and draw lines and boxes within the DisplayWrite 4 document. Right justification of proportional fonts is also a feature. Use a pop-up menu to choose a font cartridge or load soft fonts from the printer setup screen as well.

Ram-Resident PrintMerge enables the user to store macros, such as a logo, in the printer's memory. With a simple set of commands, the user can bring this into the document.

■ *LaserConnection* Driver™ from Extended Systems, 208-322-7163, intelligently supports the HP LaserJet family printers on DisplayWrite 4. The user can access the HP LaserJet printer's many features using word processing commands.

LaserConnection Driver can be configured for unique user requirements. The driver is automatically enabled and disabled while DisplayWrite 4 executes; there are no extra commands to type when switching between application programs.

All DisplayWrite 4 features are supported for networks. Alternate keyboards and revisable keyboard extensions can be used as well. Installation is simply a matter of copying the driver onto the disc directory containing the DisplayWrite 4 program files. LaserConnection, including a site license, is priced at $895 (U.S. list).

For further information on these products, please contact the companies directly.

In addition to these products, HP is offering a solution. PFTs have been created that support all 23 font cartridges, and general tables that support the soft fonts. These tables are being offered at no charge to the customer. Each table supports all of the general functions of DisplayWrite 4 including font selection, bold, underline, superscript, subscript, etc. In some instances, the products offered by the third-party vendors provide support for additional Display-Write 4 features – for example, keyboard changes or right-justification (when using proportional fonts). However, most users will find that the HP solution will meet their needs.

To receive a copy of the files, send a blank *formatted* 5¼-inch disc to: Hewlett-Packard Company, LaserJet Customer Assist, 11311 Chinden Blvd., Mailstop 114, Boise, Idaho 83714, Attn: DisplayWrite 4.

The disc will be returned with all PFT files and accompanying instructions on how to install the drivers and access the different fonts.

An HP LaserJet Printer and IBM's DisplayWrite 4 will be a popular and powerful combination. This HP-provided solution will help to emphasize our commitment to the user's success.

DisplayWrite 4'" is a trademark of International Business Systems.

Ram-Resident PrintMerge™ is a trademark of Polaris Software.

*LaserConnection Driver'" is a trademark of Extended Systems.*

Printers

HP LASERJET SERIES II PRINTER FOR GRAPHICS PLOTTING

LaserPlot™, by Insight Development, is an easy-to-use software program that allows you to use your HP LaserJet/LaserJet PLUS/LaserJet 500 PLUS and LaserJet Series II printer as if it were an HP plotter. Convert your Hewlett-Packard Graphics Language (HPGL) files into Printer Command Language (PCL) files for the HP LaserJet printers.

LaserPlot translates HP 7470A plotter data into a form that is usable by the HP LaserJet printers. (Support for the HP 7475 and HP Colorpro plotters will be available in the future.) High-quality output, which can be produced on a

plotter, can now also be printed on an HP LaserJet Series II printer.
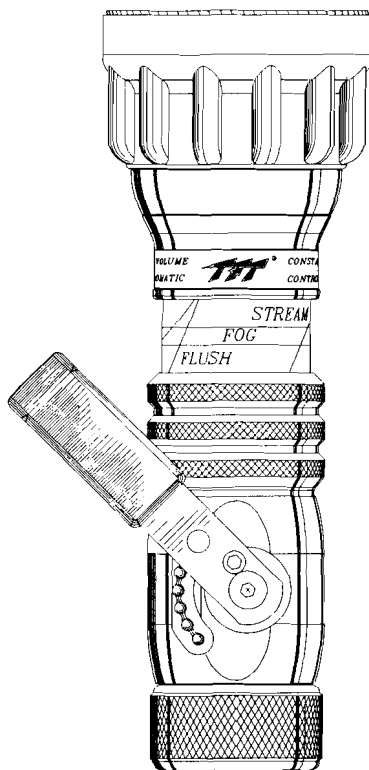
For quick output, complicated plots can be printed up to 10-times faster. At high resolution (300 dpi), LaserPlot allows users of engineering graphics and scientific programs to enjoy the speed and quiet of laser plotting. Supplement your full-size plotting with quick/legible letter-size drafts.

The easy-to-use menu allows for resolution selection, width of the line (pen), and the gray scale patterns of each pen (to emulate color). Also, multiple plots can be selected that allow for unattended printing.

LaserPlot, retailing for $150 (U.S. list), works with nearly every graphics program available for the IBM PC and HP Vectra PC compatible.

For further information, please contact Insight Development at 415-376-9451.

LaserPlot™ is a trademark of Insight Development

Printers

HP 2685C: NEW REMOTE LASER PRINT STATION

On April 1, HP announced a new generation of high-speed laser print stations designed to use the HP 2680A printer as a remote printer. The new product number is 26804C (2685C) and replaces 26804B (2685B). This new, remote print-station subsystem is on the April 1 HP Price List.

The concept of a remote print station using a high-speed laser printer responds to a market niche that only HP occupies. This is due to our broad support of RJE, MRJE, NRJE, and strengths in remote spooling. Companies such as Xerox have been making attempts to enter this niche using products like the Xerox 4050 (50 ppm laser printer).

HP has been a price leader with the HP 2685B, but significant HP 2685C configuration price decreases will keep HP way ahead in the price/performance area.

Although the features and configuration of the new and old print stations remain much the same, the recent introduction of the new low-end HP 3000s (MICRO 3000 and MICRO 3000XE) has provided two new printer controllers with improved performance and much lower price tags than the HP 3000 Series 37XE and 42.

Other new products that can be used with the new print station include the HP 7958A, 7936H, and the 35401A. The prime print-station market continues to be a remote IBM connect to any IBM mainframe through IBM 3705, 3720, and 3725 communications controllers.

The HP 2680A now supports high-volume label printing. (See the February 1987, issue of HP *Channels,* page

16, for more information on label printing.)

For more information on the new HP 2685C, linking up to other computers, and discounts, please contact your local HP sales rep.

POLARIS FONT CONTROL FOR HP LASERJET SERIES II PRINTER

Polaris Font Control (PFC) is a program designed to use with MS® Word or Wordstar® 2000 and your HP LaserJet Series II printer. This program will enable users to create printer driver tables easily and automatically.

The creation of printer driver tables gives users immediate soft font and dual font cartridge support for MS Word and Wordstar 2000. Users can mix font cartridges with soft fonts in the same document to create high-quality output.

With Polaris Font Control, users are able to use the new HP soft fonts from Bitstream – Century Schoolbook. ITC Garamond, Zapf Humanist 601, and Headline Typefaces I.

For the installed base of HP LaserJet PLUS and LaserJet 500 PLUS printer users, Polaris Font Control also increases the MS Word and Wordstar 2000 font functionality. By mixing soft fonts and cartridges in a single document, users can create their own custom printer driver tables.

For further information on Polaris Font Control, contact Polaris Software at 800-338-5943, or in California phone 800-231-3531.

MS® Word is a U.S. registered trademark of Microsoft Corporation.

Wordstar® 2000 is a U.S. registered trademark of MicroPro International Corporation.

HP PRINT CENTRAL AND RESOURCE SHARING ADD SUPPORT FOR THE HP LASERJET SERIES II PRINTER

HP Print Central and Resource Sharing now provide support for the exciting new HP LaserJet Series II printer (see article in the March 1987 issue of HP *Channels* – "Announcing the HP LaserJet Series II Printer," on page 16). With this new support, users can immediately take advantage of the HP LaserJet Series II printer in a shared environment. Print Central and Resource Sharing provide shared printing capabilities for the HP Vectra PC, HP Touchscreen/150 PC, and the IBM PC/XT/AT using the HP 3000 as a server.

Print Central is a low-cost, entry-level, shared printing solution for PCs connected to an HP 3000 through basic serial connections. With Print central, the user can invest in high-quality peripherals such as the HP LaserJet Series II printer and leverage its cost among a large group of users. In addition, since Print Central uses existing RS-2321422 connections, no significant investment is required for additional networking equipment. With Print Central, users have access to high-quality printing capabilities and management receives a high return on their peripheral investment.

Resource Sharing is an advanced LAN-based, PC-integration solution. It allows PC users to take full advantage of network-wide computing resources by providing shared access to central files, disc space, printers, and tape drives. Resource Sharing operates over StarLAN or ThinLAN for local configurations, and HP SERIAL for remote connections. Resource Sharing allows users to leverage their peripheral investments and optimize the management and control of PC resources.

Both shared printing solutions allow users to access the full capabilities of the HP LaserJet Series II printer in a shared environment. This includes access to full-page 300×300 dpi graphics (available with a memory upgrade) with products such as Drawing Gallery. Other capabilities that complement Print Central and Resource Sharing appear in the following table:

Feature	Comparison	Benefit
Larger input tray	Capacity for 200 sheets versus previous limitation of 100 sheets for the HP LaserJet and LaserJet PLUS printers.	Reduces interruptions due to out-of-paper situations.
Larger output tray	Capacity for 100 sheets versus previous capacity of 20 sheets.	Reduces attending needs due to output tray overflow.
More font cartridges can be inserted	Allows two cartridges to be inserted versus previous one cartridge limitation.	Provides wider selection of fonts that can be easily accessed by the user.
Duty cycle increased	Toner cartridge replacement required after 4,000 sheets versus 3,000 sheets.	Reduces ongoing maintenance requirements.

The HP LaserJet Series II printer should be configured as a LaserJet when using it with Print Central or Resource Sharing. It can be used in either the Processed or Direct mode. Support of the HP LaserJet Series II printer does not require a software update.

The HP LaserJet Series 11 printer (PIN 33440A) was added to the HP Price List on March 1. Print Central (PIN 32593A) and Resource Sharing (PIN 32597A) are currently available products.

HP 2563B: A GREAT SOLUTION FOR TECHNICAL SYSTEMS

The HP 2563B, introduced in November 1986, is a great solution for HP's technical systems. At 300 lpm, this dot matrix, impact printer leads all others in reliability and flexibility. In addition to being competitively priced, the standard HP 2563B is a customer-pleasing, quietized printer at 55 dBA.

For the HP 1000, the following systems support the HP 2563B:

HP 1000 systems

- L-Series (Discontinued in 1986)
- A400
  A600
- A700
- A900
- M-Series (Discontinued in 1986)
- E-Series
- F-Series (Discontinued in 1987)

For the HP 9000 systems, the following matrix details the system and operating version that supports the HP 2563B:

HP 9000 systems

Order printer interface option	Series 200			Series 300		
	B	P	U	B	P	U
200	2.0	3.1	2.1	4.0	3.1	5.0
290	No	No	5.1	No	No	5.0

Order printer interface option	Series 500		Series 800
	B	U	U
200	1.02	2.0	Uns
290	1.02	2.0	B.1

Notes: B = *BASIC*
       P = *Pascal*
       U = *UNIX® operating system*
       No = *Does not work*
       Uns = *Unsupported*

New structure for the HP 2563B

When the HP 2563B was introduced, its structure was very different from the HP 2563A. The standard product became a 55 dBA unit complete with quietized cabinet, sound enclosure, and passive stacker. To get the desktop model (the standard model for the HP 2563A), Opt. 114 was added. This option deleted the quietized cabinet, sound enclosure, and passive paper stacker.

Note: The sound enclosure on the standard product is not the same one offered as an option on the HP 2563A.

Why was the structure changed?

1) The quietized feature is being increasingly demanded by users. Many competitors had already responded to that demand by offering quietized printers – and HP met that challenge. To date, orders for the HP 2563B have been running at 80 percent quietized and 20 percent for the desktop model (HP 2563B, Opt. 114).

2) To simplify the sale. Rather than dealing with numerous options and alternatives, this structure allowed the HP 2563B to be offered as a *fully loaded* product: one number to order; one basic structure to sell. And for those users who did not want these features, Opt. 114 was created to get back to the 65 dBA, desktop model.

Did the price increase?

No, the price for the desktop model remains the same.

For a more complete explanation of the new structure, please refer to the November 1986, issue of *HP Channels,* page *28,* or call your HP sales rep.

DISCONTINUED PRINTERS UNSUPPORTED ON NEW HP 3000 SYSTEMS

Five discontinued printers from HP, the HP 2611A, 2617A, 2608A/S, and 2619A, will be unsupported on the new HP 3000 systems – the HP MICRO 3000, MICRO 3000XE, and the HP 3000 Series 930 and 950.

Users who are upgrading their systems to these products should be aware that many of their old printers will not be supported.

Depending on the printer ordered and the printer that is traded in, HP will give users a trade-in credit of *up to* $4,500 (U.S. list) for their old printer when they order the HP 2563B, 2564B, 2567B, 2680, 2685, or the 2689. This program expires on April 30, 1987.

Please contact your HP sales rep for details on the Printer Plus program.

OBSOLESCENCE OF HP 2671G AND 2673A PRINTERS ANNOUNCED

Effective July 1, 1987, the HP 2671G and 2673A thermal graphics printers will be removed from the HP Price List. The options and interface kits that will also be obsoleted are listed on the next page.

Product	Option
HP 2671G	008, 040, 042, 044, 048
HP 26710G	040,042,044, 048
HP 2673A	039,040,042,044, 240
HP 26730A	040,042,044
HP 26710A	040,042,044, 048
HP 26700A	008

The HP 2671G and 2673A are 80-column, 120 character-per-second, 90 dots-per-inch graphics thermal printers. The HP 2671G was introduced in August 1981, and the HP 2673A was introduced in October 1981. A steadily declining order rate, coupled with the availability of lower-cost technologies in personal printing, has forced the obsolescence of these products. As replacement products, we suggest the HP ThinkJet and QuietJet printers as well as the HP 82906A and 2932A dot matrix impact printers. The last order date for the HP 2671G and 2673A will be June 30, 1987. The latest ship date is planned to be December 31, 1987. Support life for both products will be a minimum of 10 years from the date of our last customer shipment.

Printers

HP THINKJET PRINTER ENHANCED WITH "QUALITY MODE" PRINTING

All HP ThinkJet printers now offer "Quality Mode" for users who desire improved print quality for daily correspondence – while maintaining full 150 cps speed printing. Users who have felt that the HP ThinkJet printer's print quality was lacking should see Quality Mode printing, which gives a darker print contrast.

Users will be surprised at the perceived print quality improvement. In fact, in market research tests where the HP ThinkJet printer print quality was compared directly to the competition

(IBM Proprinter), results showed that using "Quality Mode" now makes the HP ThinkJet printer equal in print quality. A *Consumer Reports* magazine review ". . . judged the print quality to be on a par with that of the best dot-matrix printers when printing in boldface."

Quality Mode is simply the HP ThinkJet printer's full-time Bold, yet easier to use. Instead of having to remember escape sequences and control characters, all the user needs to do is power off the HP ThinkJet printer and then hold down the blue panel button while powering back on. To change back to draft mode, simply power the printer off and on. Because Quality Mode is already in full-time Bold Mode, it is not possible to emphasize single words or phrases using most standard software applications.

```
Sample of Quality Mode:

Quality mode is easily
enabled by holding down
the blue button on top
of your ThinkJet while
turning ON the printer.
Once Quality Mode is
enabled through the blue
button. it can be dis-
abled by turning the
printer OFF.  See your
ThinkJet printer manual
for more details!
```

```
Sample of Draft Mode:

Quality mode is easily
enabled by holding down
the blue button on top
of your ThinkJet while
turning ON the printer.
Once Quality Mode is
enabled through the blue
button, it can be dis-
abled by turning the
printer OFF.  See your
ThinkJet printer manual
for more details!
```

Try Quality Mode for improved print quality and darker print contrast while maintaining full-speed printing.

Scanners

OCR SOFTWARE FOR HP SCANJET SCANNER NOW AVAILABLE

HP has announced the availability of Optical Character Recognition (OCR) software from Flagstaff Engineering for the HP ScanJet scanner. OCR allows a user to scan text and convert the image of the text into computer readable form (ASCII text). Once this text is converted, it can be placed into a variety of application packages such as word processing, databases, or spreadsheets.

Flagstaff Engineering's ReadRight reads several font styles easily and quickly. These font styles include: Courier, Pica, Elite, Prestige Pica, Prestige Elite, Letter Gothic, OCR-B, Bookface Academic, and Prestige Renown/Style.

ReadRight from Flagstaff Engineering is a good match for the user who needs to enter large quantities of pre-printed text into a personal computer with relative ease.

For further information, contact Flagstaff Engineering at 602-779-3341 or your HP sales rep.

Scanners

SOLUTION TECHNOLOGY'S OCR SOFTWARE – SCHEDULE DELAY

Solution Technology's Advantex Optical Character Recognition (OCR) software has slipped its introduction until this summer. Anyone interested in

an OCR solution for the HP ScanJet scanner should contact Flagstaff Engineering at 602-779-3341 (see previous article).

Solution Technology is planning a summer introduction. If you need further assistance with this software, contact Solution Technology at 305-487-1880 or your HP sales rep.

Terminals

HP 2622A TERMINAL DISCONTINUED JULY 1

Since the introduction of the HP 2392A display terminal in June 1984, demand for the HP 2622A block mode terminal has decreased. The HP 2622A display terminal will be removed from the HP Price List on July 1, 1987. The last order date will be July 31, 1987. The 2622A will carry a 10-year support life.
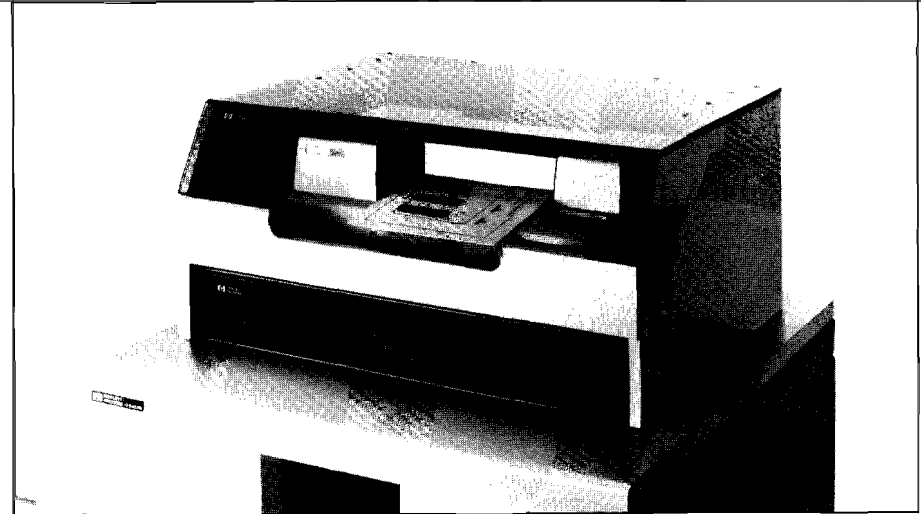
Also in this issue

Supplies

Supplies

IMPROVE OFFICE PRODUCTIVITY WITH PLOTTER SOUND ENCLOSURE

HP Direct has introduced a new plotter sound enclosure which reduces the sound of the HP 7470, 7475, and 7440 plotters by as much as 90 percent.

The combination of sound-suppressing particleboard lined with foam, a removable foam plug, and a durable acrylic lid muffles plotter vibration noise to as low as a mere 53 decibels. This sound enclosure also serves as an equipment protector – shielding the plotter from dust, spills, and other environmental contaminants, just as it shields the user from unwanted noise.

Designed with full user convenience in mind, adequate space is provided for HP's 92177W/X Graphics Organizer to easily slide underneath the plotter. This means the user has easy access to the plotter supplies stored in the organizer. HP Direct's plotter sound enclosure complements HP computer systems and HP's Design Plus furniture. Dimensions: 11%-inch H x 25%-inch W x 19¼-inch D (299.21 x 641.35 x 488.95 mm).

For fast service, users should call the HP Direct phone numbers listed at the end of this section.

Product No.	Description
92166E	Plotter sound enclosure
92177W	ColorPro Graphics Organizer
92177X	HP 7475A Graphics Organizer

The sound enclosure is available to dealers if they choose to order it.

NEW HP LASERJET SERIES II PRINTER SUPPLIES AND ACCESSORIES

Looking for supplies for your new HP LaserJet Series II printer? The new toner cartridges, extra paper trays, and other accessories are available from HP Direct. The chart below lists available supplies/accessories and ordering information. Remember, the current HP LaserJet printer toner cartridge and paper trays are not compatible with the new HP LaserJet Series II printers.

Ordering information

Product No.	Description
92295A	Toner (EP-S) cartridge. Prints 4000 pagesicartridge based on 5 percent coverage (8% x 11 inch or 216 x 279mm page)
92295B	8½ x 11 inch extra paper tray. Holds 200 sheets.
92295C	8% x 14 inch (216 x 356mm) legal extra paper tray. Holds 200 sheets.
92295D	Metric A4 (210 x 297mm) extra paper tray. Holds 200 sheets.
92295E	7¼ x 10% inch (184 x 267mm) executive paper tray. Holds 200 sheets.
922596	100 percent cotton dust cover.
92285P	Plug-in cartridge font organizer. Stores up to four fonts in sturdy acrylic box.
33443A	1 Mbyte extended memory board. Provides full-page 300 x 300 dpi graphics and allows for more fonts and forms to be downloaded. Recommended for the single-user environment.
33444A	2 Mbyte extended memory board. Provides full-page 300 x 300 dpi graphics and gives shared-printer users the flexibility needed to meet their individual downloading requirements.
33445A	4 Mbyte extended memory board. Provides for special memory-intensive applications as well as full-page 300 x 300 dpi graphics and multiple font/form downloading.

For fast service, users should call HP Direct phone numbers listed at the end of this section.

Note: the extended memory boards shown in the photograph will be available by phone on May 1.

NEW CABINET FOR HP LASERJET PRINTERS AND SUPPLIES
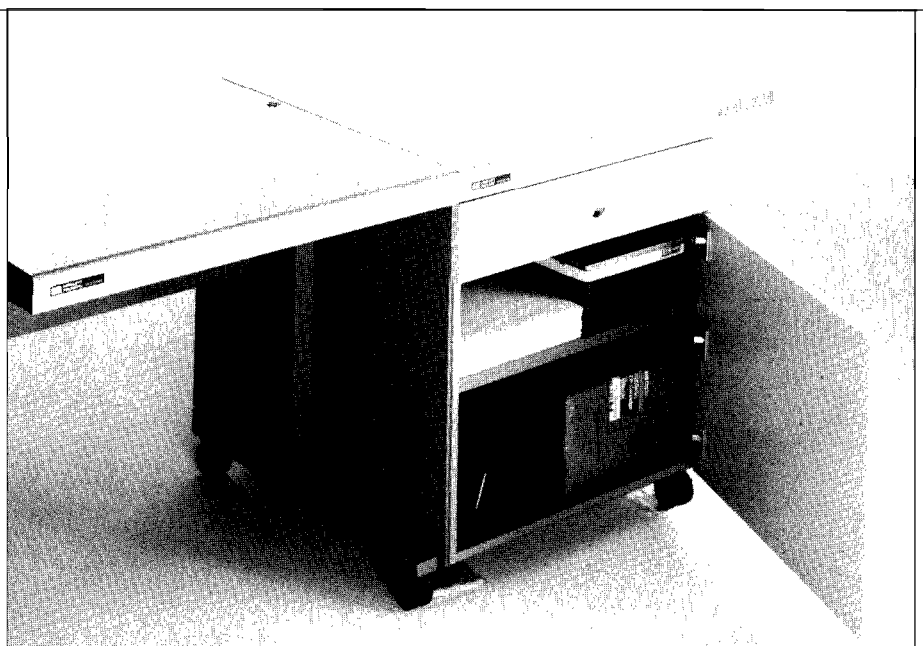
HP LaserJet, LaserJet PLUS, LaserJet 500 PLUS, or LaserJet Series II printer users now can eliminate clutter and promote productivity with their very own printing headquarters. HP

Direct's new Mobile LaserJet Printer Cabinet serves both as a printer stand

and a space-efficient, spacious storage unit for users' printing supplies.

Features

Top drawer has customized dividers to keep fonts and manuals organized and within easy reach.

▪ Middle shelf holds up to three paper trays and several reams of paper.

▪ Bottom shelf has ample room for two EP toner cartridges.

▪ Slide out shelf glides to either side for additional work space or surface space for other supplies.

▪ Heavy-duty, self-locking casters for mobility/stability as needed.

▪ Has exact dimensions of HP Design Plus furniture: 15%-inches H x 21%-inches W x 26-inches D (720 x 600 x 711 mm).

▪ Color is dove gray.

Ordering information

Product No.	Description
9221 ▮B	Mobile LaserJet Printer Cabinet

Users should call the HP Direct order phone numbers listed on this page.

Supplies

HP Direct order phone numbers

HP Direct Fast Phones – the easy, direct way for you to order supplies, accessories, media, furniture, and software from HP Direct.

Location	Telephone Number
Australia	(03) 895-2645
	(03) 895-2615
	(03) 895-2815
	(03) 895-2861
Austria	(0222) 2500-615
	(0222) 2500-616
Belgium/Luxembourg	(02) 762 32 00
Canada	
Toronto Local	416-671-8383
Ontario	1-800-387-3417
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Denmark	(02) 816640, ext. 258
Finland	(90) 887 2361
France	(1) 69 288 390
Greece	(01) 6726090
Italy	(02) 9236 9437
	(02) 9236 9478
	(02) 9236 9585
Japan	
Sagamihara	0427 59 1311
Osaka	06 304 6021
Middle East	
Athens	(01) 6828811
Norway	(02) 171180
South Africa	
Johannesburg	(011) 8025111
Cape Town	(021) 537954
Spain	(91) 6374013
	(91) 6370011
Sweden	(08) 7502400
Switzerland	(057) 31 22 53
	(057) 31 22 54
	(057) 31 22 59
The Netherlands	(020) 547 6606
United Kingdom	(0734) 697201
United States	800-538-8787
West Germany	(0130) 3322

SOFTWARE PACKAGES AVAILABLE AND WANTED

If you have a software package available for cross-licensing, or are looking for a package to cross-license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classifieds (at no charge), see the address at the end of this section.

Software Packages Available

Industry: *Cross industry*

Absrracr: CONCERT is a three-in-one business package. Features include: word processing with forms generation, mail merge, etc.; database; and business planner, which will prepare forecast and reports. Automatically calculates profit and loss and balance sheets.

Industry: *Cross industry*

Absrracr: ESCAD is a low-cost. computer-aided design system. ESCAD 2.5 features include pattern hatching, on-screen menus, geometric calculations, parallel curves. windows, zoom, auto dimensioning, block arrays, and circular array.

Comparzy Name: Energy Soft Computer Systems Limited

Address: Whelmer House
Skelmersdale,
Lancashire,
England
WN8 6NN

Phone: +44 695 31473/22810/33310

Telex number: 677467

Contact Person: R. D. Thurston

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross industry – office automarionlpublicarions*

Absrracr: The Professional Writer's Package is a complete document-publishing package especially designed for the needs of professionals requiring powerful features. It can create the most simple to the most complex documents, including technical manuals. lengthy reports, legal documents. etc.

Features:
- Complete MS[a]-DOS, UNIX[a] operating system. and XENIX[a] compatibility
- Multiple columns, automatic headers, footers, and footnotes
- Table of contents and index automatically generated
- Labeled, numbered, and nested lists
- Automatic page numbering, word wrap, and left and right justify
- Spelling checker
  Foreign language support (including Slavic and Greek)
- Large list of devices supported
  On-line, context-sensitive help
  Interaction with the operating system from within the program
  Complete customization capabilities

Industry: *Cross indusrry – software development tools*

Abstract: EDIX is a full-screen text editor with specialized features that are especially appealing to programmers, writers, and other professionals requiring flexibility and power.

Features:
Multiple windows and buffers
Subprocess execution with standard output capture
MS[a]-DOS, UNIX[a] operating system, and XENIX®
compatibility
- Adjustable screen and window sizes
Simple and complex search patterns
Versatile translate (replace) command
Macro processor facility for defining your own commands
Unlimited keyboard detinition
Cursor and buffer status displays
Foreign language support

Company Name: Emerging Technology

Address: 4760 Walnut Street
Boulder, Colorado 80301
USA

Phone: 303-447-9495 or in USA, 800-782-4896

Contact Person: Maria A. Pardee

Type of Distributor Wanted; Open

Geographic Coverage: Worldwide

MS[a]-DOS and XENIX[a] are U.S. registered trademarks of Micro-Soft Corporation.
UNIX® is a U.S. registered rrademark of AT&T in the U.S.A. and other countries.

Industry: *Cross industry – Software development tools*

Abstract: ARTESSA/3000 is a powerful Application Generator. designed to deliver real productivity gains to the HP 3000 user committed to COBOL and structured programming methodologies. ARTESSA is a true fourth-generation language featuring a high-function man-machine interface, through which the analyst can specify the design of the entire database and the functions to be delivered by the application. ARTESSA then builds complete COBOL source and object libraries and the necessary JCL. Maintenance of generated applications is fast and precise. The end-user can be involved in an interactive design/review approach by use of the prototyping facilities.

AUTESSA supports MPE files. KSAM, IMAGE, and VPLUS/3000. It interfaces to DICTIONARY/3000 and POWERHOUSE. Facilities include integral data dictionary, integral HELP support to Analyst and end-user, automatic documentation creation, prototyping, JSP COBOL, and invocation points for non-ARTESSA routines.

Company Name: RAET Software Products

Address: P.O. Box 4077
  6803-EB Arnhem
  The Netherlands

Phone: (+ 31 85) 246-218

Contact Person: Geoff Davies or Hans van der Leeuw

Type of Distributor Wanted: HP 3000 Systems House

Geographic Coverage: Worldwide

Industry: *Civil Engineering – water resources*

Abstract: HydroCAD is a computer-aided design program for analyzing the hydrology and hydraulics of stormwater runoff. It allows the construction of a complete model for any watershed and drainage system. This model can then he used to predict flooding or other occurrences, and to determine the effects of proposed development.

The market for stormwater analysis tools is expanding rapidly as more state and local agencies require these studies for all new construction and development. There is also a growing recognition of the need to evaluate existing drainage systems that may be inadequate. HydroCAD is designed to meet these needs by incorporating the latest engineering techniques into an interactive modeling system.

HydroCAD runs under the BASIC operating system on most HP 9000 Series 200 and 300 computers.

Company Name: Applied Microcomputer Systems

Address: Page Hill Road
  Chocorua, NH 03817
  U.S.A.

Phone: 603-323-8666

Contact Person: Peter Smart

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross industry*

Abstract: TEXTPLUS is a general-purpose word processing system for the HP 3000 user. It is user friendly, runs on all block-mode terminals and supports many printers. TEXTPLUS can access IMAGE-files to merge data and text without intermediary steps. Functions include a "you see what you get" editor, formatting with automatic hyphenation, report printing with headings, footings, table of contents, subject index, and printing of correspondences with form overlay, mailmerge, audit files, etc.

Linguistic modules are available for 10 European languages and include automatic hyphenation, string handling, and spell check. Program messages are available for 6 languages.

TEXTPLUS has powerful functions for in-house publishing with the HP LaserJet. TEXTPLUS stores texts in a database. With an additional package called THESAURUS. quick information retrieval (by keywords) is possible in large document databases.

Company Name: Boll und Partner Software GmbH

Address: Kreuzstr. 25
  6052 Miihlheim am Main
  Federal Republic of Germany

Phone: (Germany) - 6108 - 7 1580

Contact Person: Franz-Josef Boll

Type of Distributor Wanted: Open

Geographic Coverage: Europe outside Germany, America

You can list your company in the **Cross-Licensing Classifieds** (either Software Packages Available or Software Packages Wanted) by sending the information in the format used here to:

Hewlett-Packard Company
Value-Added Solutions Marketing
Attn: Marilyn Rauchle
10520 Ridgeview Court
Building 49C
Cupertino, CA 95014
U.S.A.

Entries will run for two months. The most recent additions are shaded. Be sure to send the information in at least one month before you wish it to appear.

How to get your name added to the distribution for HP *Channels*

If you work for a company that is a value-added business for Hewlett-Packard and want to receive your own copy of *HP Channels,* call Hewlett-Packard and have your sales rep send your name and the information requested below to Tracy Wester.

HP sales reps only: To add new U.S. or Canadian accounts to the distribution for *HP Channels,* please send Tracy Wester the following information (on HP Desk 0000/53 or to the address listed below): company name, address, phone number, OEM contract number, contacts' name/title, HP products used, and HP sales rep name and employee number. For accounts outside of the U.S. or Canada, contact Tracy Wester to get the name of the person who handles the distribution of *HP Channels* in your country.

Please address editorial correspondence to Tracy Wester at address listed below.

ZALUMS, PETER
SYDNEY SALES - AUSTRALIA
HPAA 5062

H E W L E T T · P A C K A R D

HP CHANNELS

Hewlett-Packard Company
Tracy Wester, Editor
Corporate Marketing Communications
3200 Hillview Avenue, Building 16L
Palo Alto, CA 94304-1298 USA

ADDRESS CORRECTION REQUESTED
RETURN POSTAGE GUARANTEED

**HEWLETT
PACKARD**