Circulate!

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

January 1988

HP 9153C – New rugged desktop disc drive

Inside: July through December 1987 Index

HEWLETT PACKARD

HP CHANNELS

Volume 7, *No.* 3

Editor
Tracy Wester

HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

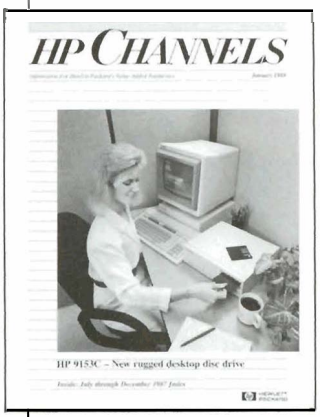
For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

See back cover for subscription information.

Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.

Hewlett-Packard does not warrant the accuracy of the information provided in HP Channels *and shall not be liable for any use made of the information contained herein. Information provided in* HP Channels *is subject to change without notice.*

On the cover



The HP 9153C personal disc drive features flexible capacities, optional 3½-inch microfloppy, and HP's own designed and manufactured "Nighthawk" mechanism. The drive is ideal for HP 150C, engineering workstation, and low-end HP 9000 system environments. See articles beginning on page 15.

Table of Contents

PARTNERS WITH HP

1 VAB Integration Program: integrating HP office products with vertical business applications

SUCCESSFUL SOLUTIONS

2 HP LaserJet Assist Line helps solve magazine publisher's problems

PRODUCT NEWS

Customer Support

4 Training
Worldwide customer service training support
HP offers computer fundamentals course
HP offers enhanced HP LaserJet printer service training
HP LaserJet 2000 printer service training available

Business Computers

5 General
New release of HP Financial Budgeting available

5 HP 3000
HP 3000 Series 52A and 58A to be discontinued

Technical Computers

6 General
HP at UniForum '88

6 HP 1000
Third Edition A-Series Computer Handbook available
PMC/1000 discontinued

7 HP 9000
Price increase for 27110B and 27113A
56/64 Kbps option now available for direct I/O RJE interface
Product structure change and BASIC 5.0 bundling for HP 98163
HP 9000 Models 825S and 825SRX memory price reductions
HP 9000 Series 800 software price increases
HP 9000 Model 310 to 330 trade-in program now in place
Announcing new HP 9000-to-IBM SNA3770 batch product
Announcing Network File System/9000
HP TODAY evaluation kit available
HP TODAY price increase

Personal Computers

12 Portable
Preconfigured options discontinued for HP Portable PLUS

12 Desktop
3½-inch media available for PPC software
Microsoft Windows Version 2.0 now available for HP Vectra PCs
HP NewWave environment literature
HP 150/Touchscreen PC price increase

Peripherals

15 Mass Storage
HP introduces new 3½-inch Winchester disc drive
HP 9153C system support
New 2-Mbyte microfloppy integrated with HP 9153C
Discontinuance notice for personal data storage products

16 Networks
ADCC sales to be restricted
Free HP OfficeShare upgrades
HP ThinLAN Hub configuration update
HP-IB extender interconnection

18 Printers
HP LaserJet Series II printer named Printer of the Year by Datek
New supplies and accessories brochure replaces font catalog
HP proprietary software support matrix for the HP PaintJet printer

Supplies

19 Supplies
Five-year warranty for new ¼-inch magnetic tape
HP Direct Order Phone Numbers

CROSS-LICENSING CLASSIFIEDS

21 Software Packages Available and Wanted

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

VAB Integration Program: integrating HP office products with vertical business applications

Hewlett-Packard is pleased to introduce the Value-Added Business (VAB) Integration program. The program is designed to encourage VABs to integrate HP's office products with their vertical business applications.

The trend in today's market is the emergence of integrated business systems (IBS), which incorporate vertical business applications with information management and communication facilities. Industry analysts claim that the IBS segment is the fastest-growing segment within the computing market. A. D. Little, a market consultant, projects that demand for integrated systems will experience growth of more than 500 percent over the next five years (from $15 billion in 1986 to $76 billion in 1991).

The VAB Integration program gives you the opportunity to capitalize on this growing market with a minimal development investment. Within the program, HP's VABs – both value-added resellers and software suppliers – are given special incentives and extra assistance from HP, providing an opportunity to turn their industry-specific applications into fully integrated business solutions. Our intention is to work closely with VABs to ensure that the integration process is as easy as possible. The goal is increased revenues for both VABs and Hewlett-Packard and the promotion of a solid HP/VAB relationship.

To assist VABs in the integration of HP information services with their software. and to support that effort, HP provides:

- Loaner software for products to be integrated.
- 35 percent discount off "R" copies of the software to value-added resellers, 6 percent commission for HP software relicensed by software suppliers.
- Integration training and dial-up consulting.
- Assistance with joint merchandising of integrated applications.

The HP VAB Integration Program provides a wide range of benefits to value-added businesses willing to make a firm commitment to the program. These benefits include:

Increased competitive advantage via improved product differentiation with the ability to respond to customers' expanding needs to access, analyze, present. and distribute information.

Increased revenues and an expanded customer base due to expanded solution offerings.

Recognition as a leader in integrated solutions within their vertical market segment.

- Increased customer loyalty as a result of having a single-source supplier for their total business system.
- Higher profit margins on integrated HP office products due to program discounts and larger systems sales.

This program is available immediately for enrollment. Contact your HP sales rep for more information.

HP LaserJet Assist Line helps solve magazine publisher's problems

One year ago, the editors of *Srable Mates* magazine in Royston. Georgia, began publishing a comprehensive publication for horse owners. The publication acquaints equestrians with sales organizations catering to horse owners such as tack and feed suppliers, service organizations such as riding clubs and stables, and provides a complete listing of classified ads for equipment and animals plus a calendar of events within and around the state of Georgia.

Over 10,500 copies of *Srable Mares* are distributed every two weeks in over 340 locations, and advertisers for the magazine are from regional and national (U.S.) firms.

The free magazine is financed entirely by advertising dollars, dictating that the format and content be very professional and legible in order to stimulate readership and advertising sales. Until three months ago, this professionalism was obtained through the traditional means of manual page layout and conventional typesetting via the printshop. The magazine. according to copublisher Del Wideman, ". . . caught on like wildfire. We needed a way to make it less expensive to publish, and a way to keep local control during printing. This made us look into the possibility of using the computer to publish."

The Widemans researched various systems for their desktop publishing needs and settled on an AST personal computer with 40 Mbytes of memory, a Canon scanner, and an HP LaserJet Series 11 printer. "We looked at Postscript printers but were not impressed with them for their font and graphics print quality," says Ms Wideman. "The LaserJet Series II had the print quality we had to have, and the compatibility with enough software packages for us to print over 200 font styles."

Going online with the new desktop publishing (DTP) system was not without its problems. After choosing Ventura Publisher™ page composition software from Xerox Corporation, the VS Font Library and a font generation package from VS Font Company, and the PC Collection of graphics and word processing packages from Microsoft Corporation to define their publication in the PC, the first issues attempted would not print correctly. Repeated print-run attempts proved unsuccessful and frustrating. Finally, a call to HP's LaserJet Assist Line got results.

The magazine is a collection of text and complicated advertising-graphics layout. With graphics as memory intensive as they are. the printer in its standard 512 Kbyte memory configuration was diagnosed by the Assist Line group as having insufficient memory for the task at hand. The recommended 4%-Mbyte memory upgrade board for the printer quickly solved that problem. With the large memory capacity now available in the printer, *Stable Mares* magazine could begin desktop publishing in earnest.

The editors of *Srable Mares* do all the camera-ready artwork for their publication using scanned images, graphics produced with Paintbrush Plus, and text files from PCWrite. All these tiles are imported into Ventura, and the page-layout capabilities of the program allow for blank spaces on which to later paste small photographs of animals sold in the classified section. (Buyers demand high-resolution, newspaper-style PMTs

similar to half-tone pictures for an accurate reproduction of horses they may decide to spend thousands of dollars on.) Almost every paid advertisement between the covers of ***Stable Mates*** is generated from either a scanned or graphics-generated file. Large, commercial ad-slicks are imported into Ventura via the scanner for incorporation into the document, an activity that relies heavily on the high-resolution print quality of the HP LaserJet printer. The entire publication is defined in two colors via the software. When printed, ***Stable Mates*** is reproduced from computer files of camera-ready art and printed in two colors. on newsprint, in 7% x 10%-inch bound format.

Says Del Wideman, "We received almost instant impact from the change in print quality when we started using the LaserJet Series II printer and the computer to publish our magazine. Our computer-generated document gave us straighter lines, cleaner layout and design, and really improved the look and image of our magazine. This is critically important to us since we sell advertising as a business, and advertisers demand a good format for their money." The success enjoyed by the publishers of ***Stable Mates*** has not gone unnoticed. They have received many requests to do typesetting, and national horse organizations have contacted them with requests to publish their organization's newsletters.

The use of the DTP system has allowed another big change at *Stable* Mares – a business expansion into North and South Carolina. "We anticipate great savings as a result of using this technology," states Ms Wideman. "The improvements in image and circulation coupled with these cost savings have allow our plans for expansion into the Carolinas." The usually intangible nature of an image enhancement is far from intangible in the case of ***Stable Mates*** magazine. By reacting to the technological gains in electronic publishing that allow regional experts the chance to sell their knowledge without the large capital costs in the past, and by purchasing the products that allow these gains from a manufacturer that can provide technical support. ***Stable Mates*** has joined a fast-growing group of entrepreneurs – commercial desktop publishers.

The HP LaserJet Assist Line is: 208-323-2551.

SUCCESSFUL SOLUTIONS is a forum for you as HP value-added businesses to share your sales expertise and experiences with our readers. If you have a success story or application article that you feel would benefit other value-added businesses, we would like to hear from you. Please send your ideas, comments, articles, and questions to:

Tracy Wester
Editor, HP Channels
Hewlett-Packard Company
3200 Hillview Avenue
Building 16L
Palo Alto, CA 94304
U.S.A.

Customer Support

Training

Worldwide customer service training support

To take advantage of the favorable currency exchange rates, international users who are interested in self support are encouraged to participate in HP's Customer Service Training's International Training Program (ITP).

ITP offers interested users the best and most up-to-date HP service information and technology delivered at their site. ITP users are also constantly in touch with HP support people and activities to ensure a continual success in self support.

HP Customer Service Training is committed to the training needs of users worldwide.

To find out more about our International Training Program. please write

Hewlett-Packard Company
International Training Program
Customer Service Training
100 Mayfield Avenue
Mountain View, CA 94043

Training

HP offers computer fundamentals course

Hewlett-Packard Customer Service Training (CST) is offering a computer1 microprocessor fundamentals course.

Course 50043A is a five-day class covering computer basics such as digital terminology, functional theory, numbering systems, machine language programming, and device applications. A microprocessor trainer is used to demonstrate programming applications. Some basic knowledge of AC/DC or related work experience is preferred1 required.

For further information or class schedule, please contact Customer Service Training at 415-691-5300 or via our toll-free numbers at 800-523-0696 (in the continental U.S.) or 800-882-9595 (in California).

Training

HP offers enhanced HP LaserJet printer service training

Hewlett-Packard Customer Service Training is offering an enhanced HP LaserJet printer service training program.

Course 50042A is a five-day class developed to train customer service and maintenance personnel in the diagnostic, repair, and maintenance techniques for the HP 2686A/D and the HP 33440A laser printers.

Students will be taught to service the respective printer with the theme that the equipment is an integral part of a PC-printer network. Hardware service knowledge is reinforced with selected PC-LaserJet configuration methods. The class is 40 percent lecture and 60 percent lab.

Interested customers can subscribe to the following course options:

- Option 001: HP 2686A/D printer. 5 days.
- Option 002: HP 33440A printer. 4 days.
- Option 003: HP 2686A/D and HP 33440A printers. 7 days.

1988 50042A schedule

At Customer Service Training Headquarters in Mountain View. California:

- February 1-5
- March 21-25.

At Rockville Technical Training Center in Rockville, Maryland:

- January 25-29
- March 28-April 2

For more inforniation, please contact Customer Service Training at 415-691-5300 or via our toll-free numbers at 800-523-0696 (in the continental U.S.) or 800-882-9595 (in California).

Training

HP LaserJet 2000 printer service training available

Hewlett-Packard Customer Service Training is offering a five-day HP LaserJet 2000 printer maintenance/ service training at the HP Dallas1 Irving, Texas. Technical Training Center.

Course 50045A provides customer and dealer service personnel with the necessary knowledge and skills to operate, diagnose. troubleshoot, and repair the HP LaserJet 2000 printer to the replaceable subassembly level.

1988 50045A schedule

- Week of February 1
- Week of May 23
- Week of August 29

For more information or a copy of the course data sheet. please contact Customer Service Training at 415-691-530015905 or via our toll-free numbers at 800-523-0696 (in the continental U.S.) or 800-882-9595 (within California).

General

New release of HP Financial Budgeting available

The A.O1.OO version of HP Financial Budgeting (HPFB) was made available in mid-December, 1987. This new version features the following improvements.

- Multiple views of an organization. One can track budgets not only by department, but also by product or projects that cut across department boundaries.
- A more powerful modeling language. Introduces a broader feature set that includes: If . . . Then . . . Else logic, Boolean operators (and, or, not), Comparison operators (e.g. <,>,=, >=,<>,<=).Year-to-date aggregations, etc.

  Enhanced online variance review and exception-reporting capabilities.
- Faster roll-up processing
- More flexible balance sheet budgeting
- Simplified model maintenance

More powerful than a spreadsheet

HPFB, an HP 3000-based financial-planning product, provides modeling capabilities similar to, but significantly more powerful than, PC spreadsheet programs. For example, if several departments have developed budgets on separate PC spreadsheets, HPFB can upload these spreadsheets and:

- Consolidate the PC budget information from multiple departments

  Enable analysis, simulation. and changes to budget requests
- Distribute approved budget information back to individual departments

HPFB's three-dimensional structure performs these tasks without manually reentering information.

In addition, HPFB provides quick access to actual-versus-budget variance information from HP Financial Accounting or other general ledger systems. Users can analyze and control operational expenses while the information is still relevant – a feature few competitors can match.

To find out more about the popular HPFB product, contact your HP sales rep.

HI' 3000

HP 3000 Series 52A and 58A to be discontinued

Due to the popularity of the HP 3000 Series 52C and 58C, the "A" version of these products will be discontinued on March 1, 1988. The HP 3000 Series 52C and 58C introduced last January incorporate new technologies and have effectively replaced demand for the Series 52A and 58A.

The difference between the "A" version and the "C" version is the memory board. The "A" version uses two 2-Mbyte cards and the "C" version uses one 4-Mbyte card. The 4-Mbyte card provides higher reliability and lower support costs than the two 2-Mbyte cards.

The Series 52A and Series 58A will continue to be available as remarketed products from HP's Finance and Remarketing Division.

Product numbers to be removed from the March 1, 1988, HP Price List are listed below.

Series 52A	Series 58A
32552A	32558A
32552AH	32558AH

Also in this issue

HP NewWave environment literature 14

ADCC sales to be restricted 16

Technical Computers

General

HP at UniForum '88

HP's booth at the UniForum '88 trade show, to be held February 9-12 in Dallas, Texas, will feature both an application-oriented demonstration and new product exhibitions of the UNIX® operating system. UniForum is the premier UNIX operating system trade show in the United States, attracting the entire UNIX community – from upper management to technical engineers and value-added business.

HP will have great visibility at the show. Lew Platt, executive vice president of the Technical Systems Sector, will be the main speaker on February 10. Additionally. HP is presenting 7 of the 24 technical papers during the conference.

At UniForum, HP will continue to demonstrate to customers and prospects that we are the major vendor committed to ongoing development and support of the UNIX operating system in numerous applications across a broad range of marketplaces.

The main section of HP's booth will focus on how the UNIX operating system connects all phases of business operations. This will be accomplished in one integrated demonstration using real application environments, including engineering, manufacturing, and commercial systems. HP's technology corner will offer a number of individual demos including X-Windows'" . support, networking, and new product exhibits.

For more information on HP's activities at UniForum, contact your HP sales rep.

UNIX® is a registered trademark of AT&T in the U.S. and other countries.

X-Windows is a trademark of MIT.

HP 1000

Third Edition A-Series Computer Handbook available

The Third Edition of the ***A-Series** Computer Handbook* (P/N 5954-8576) is now available. This new edition completely reflects all of the changes to the HP 1000 A-Series product line. It also includes the new 2134A (A400 in 20-slot box) computer, and the new 12103K, L, and M and 12221B memory array cards that can give you a system with 32 Mbytes of memory in only four card-cage slots. It incorporates the RTE-A Rev. 5.0 Performance Brief, a (main and disc) Memory Requirements Estimator, a new interfaces overview, and new data sheets on these products:

- 92083A RTE Profile Monitor (now supported on both RTE-A and RTE-6/VM)
- 12041B multiuse multiplexer

  37204 multipoint HP-IB extender
- New. low-priced HP 700141 and 700192 terminals
- 39800A and 39801A bar code readers and the 92915A and 92916A bar code readers
- New HP DraftMaster I and II plotters (7595A and 7596A)

  New HP RuggedWriter 480 printer (2235B)

  New HP PaintJet printer (3630A)

  New HP 7980A and 7979A magnetic tape drives

Use this new Third Edition along with the HP 1000 A-Series Configuration and Ordering Guide (PIN 5954-8577) and the new HP 1000 Ordering Information packet (PIN 5954-8580(D)) to get up to date on all the exciting changes in the A-Series.

Keep second edition Computer Handbook for reference

Fifty-two pages of data sheets covering discontinued products, such as 91732A Data Link Software, HP LaserJet printers, HP 7510 film recorder, HP 758XB drafting plotters. HP 791X disc/tape drives. and HP 7933135 discs, have been deleted from the Third Edition *A-Series Computer Handbook*. In addition, Section 3 on Computers has been completely overhauled to agree with the new HP 1000 A-Series product structure. Users needing the "old" information should keep their Second Edition *A-Series Computer Handbook* (PIN 5954-8571) for reference.

HP 1000

PMC/1000 discontinued

HP has decided to discontinue development of process-control applications software. As a result. the A-Series version of the PMC/1000 product will be moved to the inactive status effective January 1, 1988. Both the 92121A and 92121R PMCI1000 products. including all options. will be removed from the HP Price List at that time. The PMC/1000 product will be supported for five years until December 31. 1992. During this five-year support timeframe, HP will update the product only to fix serious and critical defects and/or to keep PMC/1000 up to date with a new revision of RTE-A or DGL. No enhancements will be added or considered.

HP 9000

Price increase for 27110B and 27113A

On February 1, 1988, a price increase for the HP 9000 Series 5001800 (PIN 27110B) and the 900 Series HP 3000 (PIN 27113A) HP-IB products will go into effect. A data sheet for the Series 5001800 HP-IB is available within the HP 1000/9000 specs guide, PIN 5954-6312.

HP 9000

56/64 Kbps option now available for direct I/O RJE interface

Hewlett-Packard's HP 9000 Series 2001300 computers now have 56164 Kbps data rate capability while emulating IBM 278013780 workstations. HP's new V.35 RJE interface allows HP systems to transmit batch jobs and receive output at the new increased speed while utilizing the IBM Bisync protocol. The interface can operate at up to 64 Kbps, but can also operate at slower rates to accommodate different modems.

Specify Option 001

The new V.35 product will include the PC assembly, .five-meter cable. and test hood – all conforming to the CCITT V.35 standard. The product's first availability will be on the January 1988 HP Price List under PIN 98641A Option 001.

HP 9000

Product structure change and BASIC 5.0 bundling for HP 9816S

The HP 9816S/BASIC 5.0 bundle has been restructured to increase the RAM to 1¼ Mbytes. This amount of RAM will more than cover the requirements of BASIC 5.0. Any 9816S bundle ordered after January 1 will include both BASIC 5.0 and the increased RAM. The new structure affects only Option 001 and 256 – all other options will remain the same. Option 001 is eliminated, and Option 256 has changed. The new structure is listed here.

Product No.	Description
9816S	Personal computer with 1¼ Mbytes Read/Write memory, graphics and RAM-based BASIC 5.0 (Includes a built-in 256 Kbyte RAM end additional 1-Mbyte RAM cord. P/N 98257A)
Opt. 256	Delete RAM-hascd BASIC 5.0 and one 1-Mbyte RAM card (98257A)
	Other options: Unchanged

The following configurations will still be orderable by specifying Option 256 and purchasing the appropriate additional products, but the price of some configurations will rise.

- 9816S with 512 Kbyte or 768 Kbyte RAM (price will be increased up to 5 percent)
- Pascal Language System, Right-to-Execute. and Right-to-Reproduce
- HPL Language System and Right-to-Reproduce
- Right-to-Reproduce of BASIC Language System
- ROM-based BASIC Language System

If you have any questions concerning the new structure, contact your HP sales rep.

HP 9000

HP 9000 Models 825S and 825SRX memory price reductions

Effective January 1, 1988, memory prices for the HP 9000 Models 825S and 825SRX are being reduced by as much as 38 percent.

Product No.	Description	U.S. list price Old	New
A1004A/A1005A	Model 825S/SRX		
Opt. 001	2 Mbytes RAM	$ 4.500	$ 3,500
Opt. 002	8 Mbytes RAM	16,000	10,000
A1009A	2 Mbytes RAM	5.000	4.000
A1010A	8 Mbytes RAM	18.000	12,000

continued on next page

With these new memory prices. our system prices become more competitive. For example, the system price for an HP 9000 Model 825S with 16 Mbytes RAM. 300-Mbyte disc, and 10 terminals will be lowered from $86,400 to $80,400 versus a comparable MicroVAX 3500 system at $94,200. The system price for a Model 825S with 32 Mbytes RAM, 571-Mbyte disc. and 16 terminals will be lowered from $136.400 to $118.400 versus a comparable MicroVAX 3600 system at $124,000.

The comparison for the Model 825SRX workstation is equally favorable. The system price for a Model 825SRX with 16 Mbytes RAM, 300-Mbyte disc, and a ¾-inch tape drive will be lowered from $102,700 to $96,700 versus a comparable SUN 41260 CXP system at $86.500. The remaining $10,000 price differential can be overcome by HP's graphics advantages in realism, capabilities in hardware. and more configuration flexibility.

Note to non-U.S. readers: U.S. list prices featured in this article are for comparison. Contact your HP sales rep for the equivalent reductions in your country.

HP 9000

HP 9000 Series 800 software price increases

The prices of the following HP 9000 Model 82.5. 840, and 850 software will increase on January 1, 1988.

- HP-UX

  Languages

  Database

- Networking
- Graphics (A-Copy) – no increase
- Graphics (R-Copy)

Contact your HP sales rep for more details.

HP 9000

HP 9000 Model 310 to 330 trade-in program now in place

The long-awaited HP 9000 Model 310 to Model 330 trade-in program is now available. This upgrade allows users to increase system performance from 0.6 MIPS to 2 MIPS, protect their investment in the Model 310, and maintain the growth path to other Series 300 computers. The following performance comparison details the performance increase users will realize.

General-performance comparison (relative)

Application	HP 9000	BASIC	Pascal	HP-UX
110 intensive	Model 310	1	1	1
	Model 330	1-2	1-2	1½-3
computation integer	Model 310	1	1	1
	Model 330	3	3	4
Floating point	Model 310	1	1	1
	Model 310 with 98635A	1½	3	1½-4
	Model 330	4	15	20
	Model 330 with 98248A	–	–	35

Note that this information is a general case and reference data only. Real performance depends on each application and hardware contiguration. In order to know the real performance improvement, benchmarking with the user application is required.

Compatibility

The Model 330 is object-code/load-store compatible with the Model 310. There may also be differences based on the system configuration (peripherals, number and type of interface cards, operating system and version, applications, etc.).

Program **structures/limitations**

Product No.	Option	Description	Limit
98562A	0H0	Return credit for returned Model 310 SPU	1
98257N		Return credit for returned 98257A	3
98620N		Return credit for returned 98620A/B	1
98625N		Return credit for returned 98625A/B	1
98635N		Return credit for returned 98635A	1
98643N		Return credit for returned 98643A	1

All components must be returned to HP to get the proper return credit. If you order a 98258A 4-Mbyte controller board concurrently. you may specify up to seven 98257Ns. Note that if you have a built-in display interface for the Model 310, you will have to purchase a 98542A display interface board.

For more information, please contact your HP sales rep.

HP 9000

Announcing new HP 9000-to-ZBM SNA3770 batch product

HP 9000-to-1BM communication has been greatly enhanced with the introduction of another product in the family of SNA offerings: the HP-UX SNA3770. It allows HP 9000 Series 300 HP-UX workstations and Series 800 HP-UX minicomputers to emulate the functions of an IBM Model l communications terminal. HP has added additional functionality that enables users to print reports from IBM hosts at remote sites. share expensive mainframe peripherals, take advantage of the mainframe's computing power, access and update host resident databases. routinely submit large jobs in unattended mode, and transfer files between the IBM mainframe and HP-UX systems.

With SNA3770 and SNA3270 sharing SNALink, users have the capability of batch and interactive communications. This allows programmers to do development work using SNA3270 and run larger batch jobs with SNA3770.

These capabilities make HP more competitive against the IBM RTIPC, Sun, Apollo. and DEC. All of these companies, except Sun, offer competing SNA batch emulators.

Typical uses

The HP-UX SNA3770 and Gateway1 SNA3770, with appropriate HP-UX SNALink or Gateway/SNALink, make a number of applications possible:

- Program developers can use a single workstation to download host files for local editing and debugging on a powerful HP-UX machine, submit jobs to an IBM host. monitor background processing. and share work with other engineers.
- As part of a high-speed print station. an HP 9000 with HP-UX SNA3770 provides an effective way to print reports from an IBM host at remote sites.
- Component design engineers can now use the superior HP-UX graphics workstations to design components and send commands to IBM hosts to download CAD files to computational or database servers in the network.
- HP-UX SNA3770 can be used to submit jobs on the host to access or update bulk databases. The product may be used to transmit large files to update a centralized database and then to periodically receive an updated copy of the entire database or portions of it.
- Monitoring applications or processes running on several IBM hosts may be accomplished with windows and multiple SNALinks on a single workstation.

Product description

The HP-UX SNA3770 is a software product that provides batch data transfer between an HP 9000 Series 300 or 800 and an IBM System/370-compatible mainframe in an SNA environment. The product emulates the functions of an IBM 3777 Model I communications terminal.

HP-UX SNA3770 requires HP-UX SNALink to provide emulation of the lower four layers of the SNA model. SNALink allows concurrent and multiple SNA3270 and SNA3770 sessions on the same link to the host – users can have batch and interactive communications on the same workstation. HP-UX SNALink is available with RS-232-C interfaces at transfer rates up to 19.2 kbps. and V.35 interfaces and transfer rates up to 64 kbps.

HP-UX SNA3770 is provided in standalone and gateway configurations. The gateway configuration allows several systems on a LAN to share a single link to the IBM host. The standalone configuration provides each system its own link to the IBM mainframe and its own terminal emulation software.

continued on next ***page***

HP-UX SNA3770, the standalone configuration, is available only in the HP 9000 Series 300 workstations. It provides high-performance single-system connections to IBM mainframes. Workstations may be configured with up to 32 active sessions.

HP-UX Gateway/SNA3770, the gateway configuration, is available in the HP 9000 Series 300 and 800. Both the Series 300 and 800 access the IBM system through a Series 300 functioning as a gateway on a LAN. HP-UX Gateway1 SNALink supports up to 50 SNA3770 sessions in the HP 9000 Series 300.

Up to four copies of SNALink can be run simultaneously to provide concurrent communications to hosts over separate lines. In addition, the HP 9000 Series 300 that serves as a gateway for other Series 300 and 800 workstations does not have to be a dedicated server (as is the case of several of our competitor's offerings).

Product	HP 9000 system	Configuration
HP-UX SNA3770	Series 300	Standalone
HP-UX Gateway/SNA3770	Series 300	Gateway
HP-UX Gateway/SNA3770	Model 825	Gateway
HP-UX Gateway/SNA3770	Model 840	Gateway
HP-UX Gateway/SNA3770	Model 850	Gateway

HP 9000

Announcing Network File System/9000

The Network File System (NFS) Services1300 and 800 products planned for the January 1, 1988, HP Price List will do more to support HP's commitment to multivendor communications than any other product, to date. Imagine a product allowing access to files on another vendor's computer system without any noticeable loss in performance. In addition, users of NFS cannot distinguish between accessing files remotely and those residing on a local disc. Most user-level commands (e.g. list, remove, copy, etc.) operating locally, in most cases, will work on a remote file with almost no change in response time. Your HP systems engineer (SE) will have access to information on NFS performance, and how to configure an environment where users can log in at any node in a group of NFS systems and enter their own "home" directory, seeing the same view from any seat.

The Series 300 system bundles, which include the HP 98594L HP-UX Software bundle license, contains a license to use NFS. The NFS media and documentation are sold separately in the HP 98594A Opt. 022 product. Installed base Series 300 users who wish to order NFS separately must purchase the HP 50969L, license to use, required for any node executing NFS. HP 50969A includes the media and documentation. The NFS Services1800 products, HP 50970A, HP 50971A. HP 50972A, for the Model 825, 840, and 850 contain a license to use, required media options. and documentation. An "R," right to reproduce suffix, for users already purchasing the media, contains a license to use, and documentation. NFS has the following product structure:

Product No.	*Description*
50969L	License to use NFS
50969A	NFS Services/300
Opt. 022	%-inch tape
Opt. 045	3½-inch disc
50970A	NFS Services1825
Opt. AAO	%-inch cartridge tape
Opt. AA1	½-inch 1600 bpi tape
50970R	Right to Reproduce
Opt. OBO	Delete manuals
50971A	NFS Services1840
Opt. AAO	%-inch cartridge tape
Opt. AA1	½-inch 1600 bpi tape
50971R	Right to Reproduce
Opt. OBO	Delete manuals
50972A	NFS Services/850
Opt. AAO	¼-inch cartridge tape
Opt. AAI	½-inch 1600 bpi tape
50972R	Right to Reproduce
Opt. OBO	Delete manuals

All "A" and "R" products include the following documentation:

- Using and Administering NFS Services
- Programming and protocols for NFS Services
- NFS Services Reference pages

Note that documentation for the Series 300 and Series 800 differ. You may order documentation separately through the *Computer Users Catalog* or HP's Direct Marketing Division (DMK) with the following product numbers, which correspond to the manuals above.

NFS/300	NFS/800
50969-90000	50970-90000
50969-90010	50970-90010
50969-90030	50970-90030

HP 9000

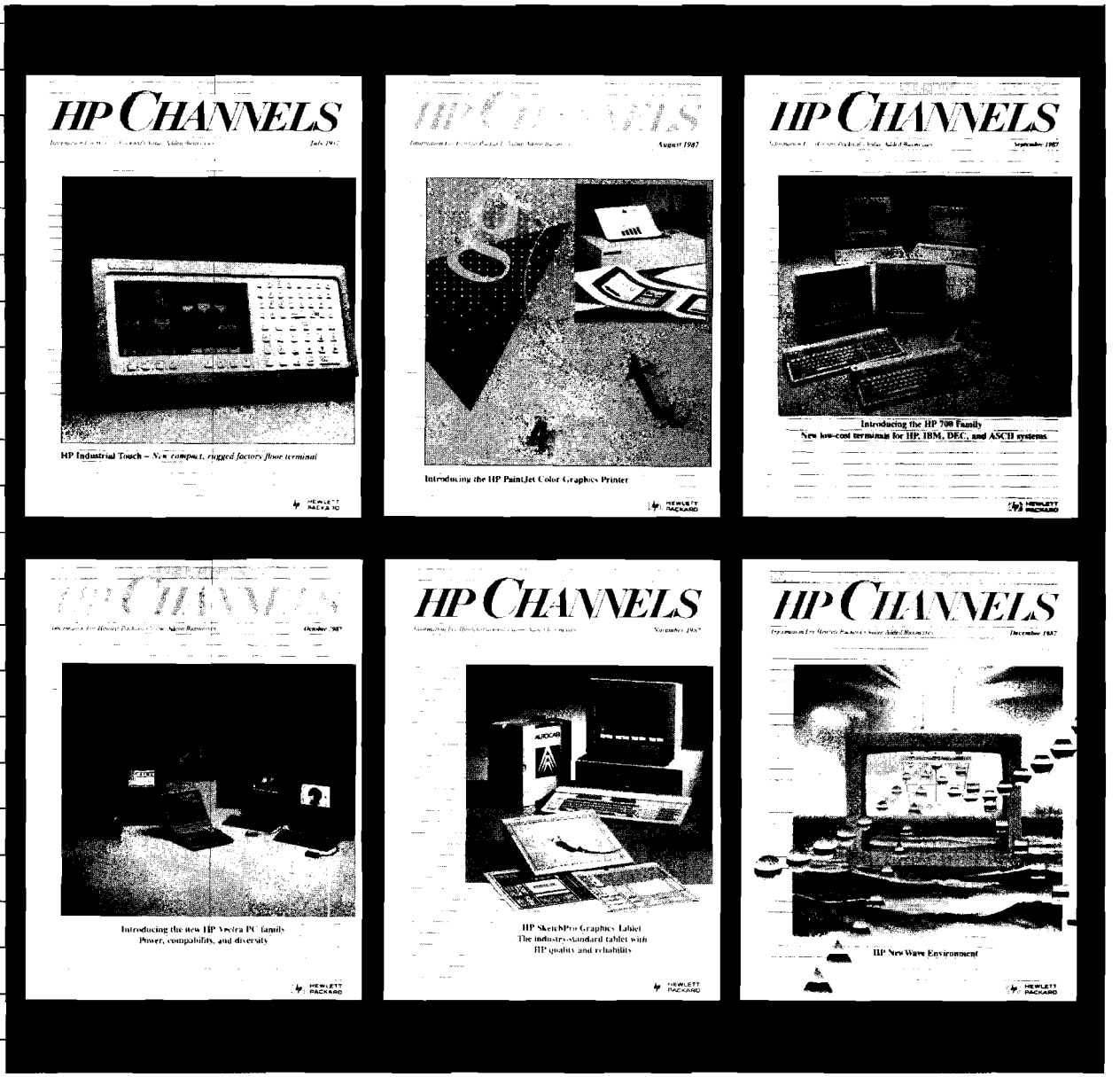
HP TODAY evaluation kit available

A new evaluation package for HP TODAY, Hewlett-Packard's advanced fourth-generation language (4GL) running under HP-UX, is now available through your HP sales rep.

Known as the HP TODAY Loaner Pack, the hit is intended for you to use for longer-term in-house evaluation. It includes HP TODAY Developer for any one of the HP 9000 family of computers (Series 300, 500, or 800), together with a complete set of Developer manuals (Self-paced Training, Reference, and Administration). There are also two very simple demonstration applications included on the distribution tape.

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses **January 1988**



Index for July through December 1987 issues

HEWLETT PACKARD

HP CHANNELS

Index to July through December 1987 issues

Editor
Tracy Wester

HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you **be** more successful.

This index includes articles that appeared in HP *Channels* from July through December 1987.

The articles in this index are listed by section in the order in which they appeared.

Table of Contents

	Issue	Pg
PARTNERS WITH HP		
Partners with HP		
Get Ready for the 1987 Technical VAB Conference	Jul	
VAR Discounts Now Available on HP Remarketed Equipment	Aug	1
Refurbished Products from HP	Aug	1
HP's Quality Refurbishment Process	Aug	2
Introducing HP Security Monitor for Security-Conscious Users	Sep	1
HP Takes the Offensive in the Workstation Marketplace	Oct	2
Commercial Value-Added Business Advisory Council Formed	Nov	1
Commercial VAR Conference Scheduled for March 1988	Nov	2
HP Scores High in 1987 VARBUSINESS Report Card Review	Dec	
Successful Solutions		
ISV Wins with HPtoday	Sep	2
HP Financial Management Systems and STI – A Winning Combination	Nov	3
CUSTOMER SUPPORT		
Training		
Worldwide Customer Service Training Support	Jul	2
ALLBASE/HP-UX Customer Training Available	Jul	2
Desktop Publishing Hardware Service Training	Jul	2
New HP LaserJet 2000 Printer Service Training	Jul	2
Customer Service Training, An Integral Part of HP Customer Support Strategy	Sep	4
Computer Based Training Service Courses Available	Sep	4
HP Offers Computer Fundamentals	Sep	4
HP Offers On-Site Service Training	Sep	5
New RTE-6/VM and RTE-A User Courses	Sep	5
HP Offers HP 1000 and HP 3000 Service Training	Sep	5
CS-80 Disc Drives Service Training Available	Sep	6
HP Offers Enhanced HP LaserJet Printers Service Training	Sep	6
New Customer Training Course for Advanced TurboIMAGE Users	Oct	3
HP LaserJet 2000 Printer Maintenance Training Available	Oct	3
Self-paced Service Training Packages Available	Oct	3
HP SQL Customer Course Now Available	Nov	4
ECM Classroom Course Price Reduced	Nov	4
HP Offers Enhanced HP LaserJet Printers Service Training	Nov	4
Support		
Memory Support Prices for High-end Systems Reduced to Zero	Sep	7
BUSINESS COMPUTERS		
General		
New System Dictionary Features	Jul	3
Diagnostic Utility Subsystem Available on Cartridge Tape	Jul	3
HP Business BASIC A.02.00 Release	Oct	4
JOIN13000 – HP Business BASIC Update	Oct	5
BASIC/V – HP Business BASIC Update	Oct	5
HP Business Report Writer. New Features with Version A.01	Oct	6
HP Report Facility Obsoleted	Oct	6
New Release of HP DeskManager	Oct	7
HP DeskManager Connects to DEC's All-in-One	Dec	2
Small Business Computing		
Announcing Shipments of the HP 250 and HP 260 Performance Upgrade	Aug	3
HP 260 Supports HP LaserJet Series II and QuietJet Printers	Sep	7
New Peripherals Certified on HP 260 Systems	Dec	2
Precision Architecture		
FastLane 3000. Planning for a Fast. Efficient Migration	Aug	3
Migration Toolset Releases on UB-Delta-1	Aug	3
HP 3000		
NS 3000/V – The Alternative to DS	Jul	3
DS to NS Point-to-Point Promotion Update	Jul	4
Distributed Information Centers: A New Reason to Buy HP 3000s	Jul	5
Introducing TurboSTORE/V for Faster Backup	Aug	4
HP 3000 MPE V Systems Support HP 7979 and 7980 Tape Drives	Aug	5
New Manual Set Available for HP MICRO 3000 Users	Aug	6
HP 3000 Series III Trade-In Promotion	Aug	6
Remarketed HP 3000 Series 58 Bundle	Aug	7
Introducing NetDelivery/V	Aug	7
New October 1 Pricing for Office Systems	Aug	7
Order New Release of HP DeskManager before November Price Increase	Aug	8
November Product Obsolescence Plans	Aug	9
Resource Sharing PC Backup Availability	Aug	9
All HP MICRO 3000 Prices Now Include Site Prep	Sep	8
HP MICRO 3000XE and DEC MicroVAX II - Performance Benchmark Results	Sep	8
Remarketed HP 3000 Series 37R Bundle Now Available	Sep	8
Memory Return Credit Reductions	Sep	9
MPE V to MPE XL Migration Literature Pack	Sep	9
HP 7936/37XP Discs Supported on MPE V/E HP 3000 Systems	Sep	9
FastLane 3000: Product Update	Oct	7
HP 3000 Supports HP RuggedWriter Printer	Oct	8
Print Central and Resource Sharing Support the HP RuggedWriter Printer	Oct	8
Announcing HP 7550 Plotter Support for Print Central and Resource Sharing	Oct	9
HP 3000 Series 37 and 42 Discontinuance	Oct	10
Business System Plus Today's New Business System Supports the Wave of the Future	Dec	3
Introducing the Business System 3000 A Network-Ready - HP MICRO 3000	Dec	4
Matching Support Products for Business System Plus and Business System 3000	Dec	4
PAM is Available for IBM PCs with Business System Plus	Dec	5
Resource Sharing Performance Improvement	Dec	5

	Issue	Pg
Cooperative Services for Even More PC Integration	Dec	6
Announcing HP SQL/V Release 2	Dec	7
SNA SERVER ACCESS/XL Replacement	Dec	8

TECHNICAL COMPUTERS

HP 1000

Low-Volume HP 1000 Products Removed from HP Price List	Aug	11
Introducing Snapshot/1000: The RTE-A Performance Maximizing Service	Aug	11
Second Edition of HP 1000 A-Series Handbook Available	Aug	11
Control/1000 Removed Irom HP Price List	Aug	12
Bundled Development Software for HP 1000	Sep	10
¾-Mbyte HP 1000 A900 Memory Now Available	Sep	11
HP 1000 E-Series Discontinuance	Sep	11
New HP 1000 A-Series Product Structure	Oct	10
HP 1000 A-Series Price Increase	Oct	11
PMC/1000 Obsolescence Plans	Oct	11
HP PCIF/1000 Device Communications	Dec	8
HP PCIF/1000 Enhancements	Dec	9
HP 1000 A600 20-slot Box Discontinuance	Dec	9
RTE 5.0 Released	Dec	9

HP Precision Architecture/HP-UX

Introducing HP Visor/HP-UX	Jul	6
HP 9000 Series 800 Software Product Structure	Jul	6
Graphics Editor Now Available on HP-UX	Aug	12
HP 9000 Series 800 Upgrade Program Update	Sep	11
Information Management Solutions for HP-UX Users	Sep	11
Open-System Tools for HP 9000 Series 800 Systems	Oct	11

HP 9000

HP 9000 Series 500 5.2 Supports Ada	Jul	7
HP 9000 Plus-A-Plus Promotion	Jul	7
MicroTrak and PlotTrak Obsolescence	Jul	7
HP EGS Update	Jul	8
HP SQL Now Available on HP 9000 Series 300	Aug	12
TCP/IP for HP 9000 Series 500 Now Shipping	Aug	13
Updated HP PCDS 1.1 Manual Set	Aug	13
Introducing Error-Correcting RAM for HP 9000 Model 350	Sep	12
Faster Floating Point Performance for HP 9000 Model 330 and 350 Workstations	Sep	13
How to Specify Option 0041005 on RAM Board/FPA for HP 9000 Series 300	Sep	13
HP 9000 Series 300 HP-UX Release 5 5 Supports Additional VAXNMS FORTRAN Features	Sep	14
Positioning Relations DBMS Products for HP 9000 Systems	Sep	14
New Products and Prices Realign HP 9000 Workstation Line	Oct	11
New Release of X Windows for HP 9000 Series 300 and Model 825	Oct	12
REDUCE Algebraic Programming System for HP 9000 Series 300	Oct	13
BASIC 5 0 Upgrade Kit Now Available	Oct	14
R-Copy Software Clarification	Oct	14
R-Copy Price Increase on the HP 9000 Series 800	Oct	14
HP ME-ASSIST for Faster ME-CAD Startups	Nov	5
Agreement Puts Smalltalk-80 on HP 9000 Computers	Nov	6
HP 9000 Model 320 System Bundles to be Discontinued	Nov	7
Announcing HP 9000 Series 800 OEMNAR Conversion Incentive Discount	Dec	10
Workstation Pascal Available for HP Vectra PCs	Dec	10
VMEbus for HP 9000 Series 300	Dec	11
HP 9000 Model 330 Upgrade to Model 350	Dec	12
New Revision of Shared Resource Manager	Dec	12
Increase in Right-to-Copy Prices for BASIC and Pascal	Dec	13
Discless — the HP Way: Superior Performance at Considerable Cost Savings	Dec	13

PERSONAL COMPUTERS

General

Updated HP FastTrak for Graphics Gallery	Sep	15
Introducing the HP NewWave Environment	Dec	14
HP NewWave Developer Products	Dec	15
More About the HP NewWave Environment: The Object Management Facility	Dec	16
Preparing for the Future with the HP NewWave Environment	Dec	16
HP NewWave Developer's Conference to Follow VAR Conference	Dec	17
New PC-3051308 Low-Cost Controller	Dec	17
PC-308M/C Controllers Obsolete	Dec	18

Portable

Lotus 1-2-3 Upgrade Now Available for HP Portable PLUS	Aug	13
Introducing the HP Portable Vectra CS PC	Sep	16
HP Portable Vectra CS PC Market	Sep	16
Posilioning HP Portable Vectra PC Family and HP Portable PLUS	Sep	17
Office Software for New HP Portable Vectra CS PC	Sep	17
Graphics Gallery Software Now Available for New HP Portable Vectra CS PC	Sep	17
New AdvanceLink for HP Portable Vectra CS PC	Sep	18
HP Portable PLUS Price Reductions	SeP	18
Introducing Lotus 1-2-3 Release 2.01 for the HP Portable PLUS	Sep	18
Step-by-step Booklets Help Unleash Power of HP-28C	Sep	19
The HP Portable Vectra CS PC — the Portable Extension to the HP Vectra PC Family	Oct	15
Graphics Gallery for the HP Portable Vectra CS PC Now Shipping	Oct	15
HP Portable Vectra CS PC Tested Software List	Nov	7
Printers for the HP Portable Veclra PC	Nov	7
New Infrared Printer Interface for HP-41 Calculator	Nov	8
Obsolescence of Lotus 1-2-3 Release 1A for the HP Portable PLUS	Dec	18

Desktop

New HP Vectra PC Model 60 Bundle	Jul	9
New HF Vectra PC Upgrade Kit	Jul	9
HP Vectra PC Model 60 A to be Discontinued	Jul	10
New HP Vectra PC 40-Mbyte Hard Disc Available	Jul	10
40-Mbyte Subsystem: Configuration1System Requ rements	Jul	11
Introducing HP Vectra PC MS-DOS 3.2	Jul	11
HP Vectra 3000 PC Versus IBM, Compaq, and Clones	Jul	11
How to Upgrade to New HP AdvanceLink Vectra PC	Jul	12
Video Choices for the HP Vectra PC	Jul	13
HP Vectra Office PC Software Packs Now Orderable Separately	Jul	13
HP Vectra PC BASIC Version 3.22	Jul	14
HP Vectra PC Prices Reduced	Jul	14
New Advertising Campaign Begins for Graphics Gallery	Jul	14
New Advertising Campaign Begins for AdvanceLink	Jul	15
1-2-3 from Lotus Upgrade Program Extended	Jul	15
Volume Discounts Available for 1-2-3 from Lotus Release 2.01 Upgrade	Jul	15
New Version of Lattice C Available for HP 150/Touchscreen PC. HP Portable, and Portable PLUS	Jul	16
New HP 150/Touchscreen PC System Documentation	Jul	16
HP 150/Touchscreen PC: Price Increase	Jul	17
EtherMail/150 Discontinuance	Jul	17
Introducing Gallery 2.0 — Enhanced Graphics Gallery	Aug	14
Drawing Gallery 2.0 — Enhancements in Detail	Aug	15
Now 12 Chart Types with Charting Gallery 2.0	Aug	16
Graphics Gallery 2.0 — APerfect Partner for Desktop Publishinĝ	Aug	17
How to Upgrade to ihe New Gallery 2.0	Aug	18
Drawing Gallery Replaces HP Draw	Aug	18
Gallery 2.0 Learning Products	Aug	20
Selected Software Discontinued on HP 3000, HP Touchscreen PC, and HP Vectra PC	Aug	20
HP Vectra Industrial PC and AT&T IWS — a Comparison	Aug	21
Lotus 1-2-3 and Symphony Compatible with HP OfficeShare Networking	Aug	21
New HP Vectra PC Technical Software Catalog	Aug	22
HP-85 and HP-86 Computers lo be Discontinued	Aug	22
QNX Operating System Now Available for HP Vectra PC and HP Industrial Vectra PC	Sep	19
Introducing a New Family of HP Office Workstation Solutions	Oct	15
The HP Veclra CS PC Exceptional Value in a Desktop Computer	Oct	16
New Accessories for the HP Vectra CS PC	Oct	17
Introducing the New HP Vectra ES and ES/12 PCs	Oct	17
HP Veclra ES and ES/12 PCs: What's Different	Oct	18
Expanded Memory for the HP Veclra ES and ES/12 PCs	Oct	18
HP Vectra ES and ES/12 PC Disc Mechanism	Oct	19
HP Vectra PC Obsolescence Plans	Oct	20
HP Vectra 3000 PC Discontinuance	Oct	20
How to Order New HP Vectra 3000 PC Configuration	Oct	21
3½-inch Internal Flexible Disc Drive for HP Vectra PC	Oct	22

INDEX

	Issue	Pg
Introducing the New HP Vectra PC MS-DOS 3.2	Oct	23
HP Vectra PC and Microsoft Windows: A View into the Future	Oct	24
New HP Veclra PC Keyboards	Oct	25
Introducing HP's 80386-based PCs: the HP Vectra RS/16 and RS/20 PCs	Oct	26
New HP Vectra PC Office Entry Software Pack Provides Savings Over 20 Percent	Oct	26
New HP Vectra PC Bundles for HP StarLAN Users	Oct	27
Announcing the HP Terminal Program for the HP Vectra Family of PCs	Oct	27
Using the New Zoom Feature in Gallery 2.0	Oct	28
Business Management Portfolio Now Packaged with Gallery Collection	Oct	28
3½-inch Media Available for AdvanceMail	Oct	29
Announcing AdvanceWrite Plus — Sophisticated Word Processing with Integrated Images and Graphics	Oct	29
AdvanceWrite Plus HP Printers Supported	Oct	30
Upgrade to AdvanceWrite Plus	Oct	30
AdvanceWrite Plus Documentation and Training	Oct	30
AdvanceWrite I and II Discontinuance Available Soon	Oct	31
HP Vectra Office PC Entry Pack Ideal Solution for the New HP Portable Vectra PC	Nov	9
HP 82964E Vectra CAD/CAE System Bundle Obsolescence	Nov	10
AdvanceWrite Plus and HP Vectra PC Keyboards	Nov	10
Lotus 1-2-3 Upgrade for the HP Touchscreen PC Extended	Nov	10
Picture Perfect and Diagraph Removed from HP Price List	Nov	11
Looking Ahead with the HP Word Family	Nov	11
HP Word Family Now Supports New Laser Printers	Nov	11
Ordering New Workstations for Use with HP Word/PC	Nov	12
HP OfficeShare Enhancements	Nov	12
HP Vectra CS PC Designed for Compatibility with the IBM PC XT	Dec	19
HP 150 to HP Vectra PC Software Upgrades for Microsoft Word and Wordstar	Dec	19
Note on Using Windows with HP Vectra CS PC	Dec	20
AdvanceWrite PLUS and HP LaserJet 2000 printer	Dec	20

PERIPHERALS

General

HP 7510 Film Recorder to be Discontinued	Sep	20
ADCC Price Increase	Oct	32
Introducing the HP SketchPro RS-232-C Graphics Tablet	Nov	13
HP 7510A Color Film Recorder — Update	Nov	13
ADCC Return Credits Discontinued	Nov	14
Universal 2400 Bit/s Modem for Desktops to Mainframes	Dec	20

Mass Storage

HP 9121D/S Disc Drives Discontinued	Jul	18
HP 35401A Now Supported on HP 1000 E and F Series	Aug	23
HP 7978B and 7974A Tape Drives to Remain Available	Aug	24
Final Call for HP 7914CT, 7914ST, 7941A, and 7945A Disc Drives	Aug	24
HP 9121D and 9121S Discontinuance Rescheduled	Aug	24
HP 7914R Special Needs	Sep	20
HP 793317935 Discontinuance Plan	Sep	20
HP 9144A Now Supported on HP Vectra PC	Nov	14
HP 9142A Tape Drive Discontinuance Notice	Nov	14
Price Decrease for the HP 9144A Tape Drive	Nov	15
HP 9144A on Technical Workstations	Nov	15
HP 7942A and 7946A Discontinuance Plans	Nov	15
XP Disc Drives Unsupported on MPE XL Systems	Dec	21
New Information Sheet: HP 7980A Tape Drive and TurboSTORE	Dec	21

Networks

HP 2334A PLUS — 80 Percent Performance Improvement	Jul	18
HP 2333A Price Changes	Jul	18
HP PC LAN Performance Comparison	Jul	18
ATP Direct- to Modem-Connect Upgrade Kits	Jul	19
HP OfficeShare Network Replaced by HP ThinLAN for PCs	Aug	24
Announcing the HP 4972A LAN Protocol Analyzer	Aug	24
Introducing 10Mbps-10Mbps LAN Bridge	Sep	21
HP StarLAN Versus DECnet	Sep	21
HP StarLAN Versus IBM Networks	Oct	32
Price Reduced on HP StarLAN User Link Kit	Oct	34
DTC Option Changes Reflect New ThinLAN Standard	Oct	34
Unique Power and Versatility — Introducing the HP 4954A Protocol Analyzer	Oct	35
PC-to-IBM Emulators Now Support Multivendor PCs	Nov	16
Even Better HP to DEC Networking	Dec	21

Plotters

HP 7580 Series Drafting Plotlers to be Discontinued	Sep	22
HP DraftPro Plotter Price Reduced	Nov	16
No Waiting for HP DraftMaster Plotters	Dec	22
Programming Manual No Longer Shipped with HP 7550A	Dec	22

Printers

HP LaserJet Series II Printer Price Increase	Jul	19
HP 92286W Font Cartridge Unsupported on HP LaserJet Series II and 2000 Printers	Jul	20
HP 2934A — Printer of Choice for the HP Industrial Touch Terminal	Jul	20
HP PaintJet Color Graphics Printer. A New Solution for PC Professionals	Aug	25
HP PaintJet Printer Soltware Matrix Lists Market Leading Solutions	Aug	26
HP Offers Two Great Graphics Solution Packages	Aug	27
Announcing the Improved HP ThinkJet 2225D Family of Printers	Sep	22
Network Support for the HP LaserJet 2000 Printer	Sep	23
Looking at the HP 92286Z Font Cartridge	Sep	23
HP LaserJet and LaserJet PLUS Printers to be Discontinued	Sep	24
Announcing the HP RuggedWriter 480 Printer — Fast, Reliable. 24-Wire Impact Printing	Oct	36
HP's RuggedWriter 480 Printer Outpaces the Competition	Oct	37
HP LaserJet Printers Compatible with IBM's Personal System/2 Family	Oct	37
New Font Offerings for HP LaserJet Printer Family	Oct	38
Announcing the HP 92290S1 Font Cartridge	Oct	39
Software Support for the HP RuggedWriter 480 Printer	Nov	16
New Software Support Matrix for the HP PaintJet Color Graphics Printer	Nov	17
JetPlotter Provides HP-GL Emulation for the HP PaintJet Color Graphics Printer	Nov	17
New HP LaserJet Printer Family Literature	Dec	23

Scanners

OCR Software Available for HP ScanJet Scanner	Sep	24

Terminals

Introducing the HP Industrial Touch Terminal	Jul	20
Targeting the HP Industrial Touch Terminal	Jul	22
Hewlett-Packard Announces the HP 700 Family — New HP/DEC IBM, ASCII Terminals	Sep	25
New Water-Tight Options for HP Industrial Touch Terminal	Sep	26
EGA Technical Reference Manual Available	Oct	39
New Barcode Options and Enhanced Features for HP 3081A FDC Terminal	Nov	17
More Features with the HP 700192 and 700194	Dec	23

SUPPLIES

Supplies

HP-IB Cable: One Part Number	Jul	22
New Approach to Electronic Forms: iPrint	Aug	28
Design Plus: An Integral Part of Your Total Computer Solution	Sep	27
HP DIRECT Offers Enhancements for HP RuggedWriter 480 Printer	Oct	40
Everything you need for the new HP PaintJet Color Graphics Printer	Oct	40
New Disc Stores 1 44 Mbytes of Data on a Single High-Density Disc	Oct	41
Wire Paper Catcher for HP ThinkJet Printer Now Available	Oct	41
Winter 1987 Computer Users' Catalog Available	Dec	24

CROSS-LICENSING CLASSIFIEDS

Software Packages Available and Wanted	Jul	23
	Aug	29
	Sep	29
	Oct	43
	Nov	19
	Dec	25

There are only two differences between the HP TODAY Developer product and the Loaner Pack:

1) The Loaner Pack is generally free of charge, by arrangement with your local sales office
2) The Loaner Pack will "time out" after a preset period, so that the software can no longer be used. A warning on the sign-on screen counts down the usable time remaining. The evaluation period is normally about two months.

The following table shows the part numbers of the Loaner Pack to suit various Series within the HP 9000 family of computers. Of course. one of the beauties of application development with HP TODAY is that applications are completely portable across the HP 9000 computer range: simply unload an application on one machine, and reload into HP TODAY (Developer or Run-Time Environment) on another, and the application will run immediately. This means that you can choose a development machine to suit your own operation, confident that the finished application can be scaled up or down to any target machine without expensive porting efforts. What's more, it means reduced maintenance, since you require only a single source definition, no matter what sizes of computer your application may run on.

One small good point to notice about the Loaner Pack: when the HP TODAY software "times out." it leaves any development work unaffected. We know of some users who began application development with a Loaner Pack, then decided to purchase HP TODAY. and reloaded the application. making full use of the work completed. so far.

HP TODAY could be just the tool you need to leverage your application development. It is certainly worth investigating.

HP TODAY Loaner Pack ordering information

Product No.	Description
97008-62A22	Loaner Pack. Series 300. cartridge
97008-03422	Loaner Pack. Series 500. cartridge
97008-64A22	Loaner Pack, Series 800, cartridge
97008-64A93	Loaner Pack. Series 800, magnetic tape

HP 9000

HP TODAY price increase

As part of the projected price increases across all computer products. increases are coming for HP TODAY on the HP 9000 Series 800 computers.

The new prices will appear on the HP Price List January 1. and will be effective February 1 after the normal 30-day grace period. In line with increases proposed for other software for the Series 800, prices for HP TODAY on these computers will rise by about 5 percent. Rebates for software upgrades have also been increased by about 5 percent.

Please note that prices for HP TODAY to run on the HP 9000 Series 300 and Series 500 computers will not change.

The HP TODAY products affected are listed below.

Product No.	Description
For HP 9000 Series 300	
98112A	Developer Pack
98111XA	Run-Time Environment
For HP 9000 Series 500	
98113A	Dcveloper Pack
98119A	Run-Time Environment
For HP 9000 Model 825	
35305A	Dcveioper Pack
35306A	Run-Time Environment
For HP 9000 Model 840	
92440A	RTU Developer Pack
Opt OC8	Model 825-840 Software upgrade
92440R	RTC Developer Pack
92441A	Run-Time Environment
For HP 9000 Model 850	
35307A	RTU Drveloper Pack
Opt OC8	Model 840-850 Software upgrade
Opt OC9	Model 825-850 Software upgrade
35307R	RTC Developer Pack
35308A	Run-Time Environment

Notes: RTU = Right To Use
RTC = Right To Copy (with sublicense)

New prices for the software bundles of HP TODAY with ALLBASE/HP-UX for the Series 800 computers (P/Ns 92459A, 92442A, 92468A) are being announced separate1y.

Also in this issue

HP introduces new 3½-inch Winchester disc drive 15

HP 9153C system support 15

New 2-Mbyte microfloppy integrated with HP 9153C 16

Discontinuance notice for personal data storage products 16

Personal Computers

Portable

Preconfigured options discontinued for HP Portable PLUS

Effective January 1. 1988, all preconfigured options for the HP Portable PLUS will be removed from the HP Price List. All individual hardware and software accessories are still available, and are user installable. However, our manufacturing process will no longer allow us to ship orders with hardware and software options installed. Users with orders over 100 who desire these options should contact their HP sales rep for more information.

Preconfigured options to be deleted	Description	Remaining standalone product
457115	HP Portable PLUS without modem	45711F
453395	Lotus® 1-2-3® Version 2.01	45539K Opt 400
45548J	Lotus® 1-2-3® Version 1A	45548K Opt. 400
45549J	MS®-Word	45549K Opt. 400
45504J	Memomaker/Time Manager	45504K Opt. 400
455545	MultiMate®	45554K Opt. 400
455555	Executive Card Manager	45555K Opt. 400
828625	Series 100 BASIC	82862K Opt. 400
828635	Reflection 1	82863K Opt. 400
82870J	AdvanceMail with Reflection	82870K Opt. 400
82981J	128K memory drawer	83981A
829825	Software drawer	82982A
82983J	300/1200 bps modem	82983A
82984J	128K memory card	82984A
82985J	Video interface	82985A
829925	I-hlbyte memory drawer	82992A

Lotus® and 1-2-3® are U.S. registered trademarks of Lotus Development Corporation

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

MultiMate® is a U.S. registered trademark of MultiMate.

Desktop

3%-inch media available for PPC software

Earlier this year, both HP and IBM announced new personal computers that standardized on 3½-inch floppy-disc media. For users purchasing these new PCs, HP will provide the existing Personal Productivity Center (PPC) office software on 3%-inch media (720-Kbyte disc format). Presently. the HP Vectra Office PC products (including AdvanceLink and AdvanceMail) are available in 3%-inch media (refer to article, "Office Software for New HP Portable Vectra CS PC," in the September issue of *HP Channels*, for more details).

After January 1, 1988, user shipments for Print Central, Information Access, and Resource Sharing will include a master copy of the HP Vectra PC software on the new 3½-inch media along with the 5%-inch versions and are only different in the distribution media. Users willing to duplicate their own media need not order any additional options to receive the 3%-inch masters.

For users wishing to have HP reproduce the software sets. product options are currently provided on the "A," "L," and "R" copy products for Print Central, Information Access, and Resource Sharing (Options 443 and 445). A new Option 444 will be placed on the HP Price List on the "A," "L." and "R" copy products for users to have HP reproduce the HP Vectra PC software on 3%-inch media. Users will receive the 10 sets of PC software instead of the Right-to-Copy license when ordering these option products.

For the HP Vectra PC Corporate License products where HP reproduces the 50 copies of the software ("S" copy), users will be able to specify 3½-inch media by ordering Option 444. This product option will substitute the 35'-inch media for the existing 5%-inch media.

Contact your HP sales rep for more information.

Desktop

Microsoft Windows Version 2.0 now available for HP Vectra PCs

Effective January 1, 1988, users can now order Windows 2.0 for their HP Vectra PCs and take advantage of the powerful features in this latest release.

New features in Version 2.0

- *OS/2 Presentation Manager "look and feel"* – The graphical interface in Windows 2.0 has been enhanced to offer consistency with Presentation Manager. the user interface for OS/2. These enhancements include overlapping windows and redefined windows management functions. such as drop-down menus that remain displayed until closed. and new mnemonic keys to accomplish tasks in a single keystroke. These changes will simplify the interface for first-time users while enhancing its efficiency for experienced users.
- ***Improved memory utilization*** – Windows 2.0 supports the use of Expanded Memory, EMS LIM 4.0 specification. to simultaneously run multiple Windows applications at their full performance and to switch rapidly between MS®-DOS applications. With the HP Vectra ES PC systems, Windows can take full advantage of the HP Vectra ES and ES/12 PC Expanded Memory Card. On HP Vectra RS PC systems. the HP Expanded Memory Manager/386 provides expanded memory functionality with extended memory. (Windows 2.0 also supports existing EMS 3.2 accessories.)
- *"Hot key" **switching** between active applications* – Windows 2.0 provides added flexibility in switching between Windows and MS-DOS applications. allowing users to "hot key" directly between applications. With Windows, you can now switch directly between MS-DOS applications such as Graphics Gallery and Lotus® 1-2-3® without first returning to Windows.
- ***Enhanced** graphics functionality and performance* – Window 2.0 provides additional graphics and bitmap capabilities, including support within the Clipboard for larger images up to 128 Kbytes, especially useful with scanners. WYSIWYG graphics performance is enhanced through faster screen displays of proportionally spaced text and through more accurate screen representation of final output.

Foundation for HP NewWave Environment

The HP NewWave environment is an advanced application environment based on Windows 2.0. It provides a window. or view, into an organization's entire network of information and computing resources. Because NewWave builds upon Windows 2.0, it offers users and developers the benefits of the Windows industry-standard platform. that is both high powered and easy to use.

Complete HP Vectra PC family support

Microsoft Windows 2.0 for the HP Vectra PC provides complete support for the entire HP Vectra family of PCs, including the HP Portable Vectra CS, the Vectra CS, ES, and RS systems, as well as original HP Vectra PC systems. Windows 2.0 for the HP Vectra PC continues to include support for a broad selection of HP peripherals including the HP Mouse. the enhanced HP PCL driver for the HP LaserJet printer. and new support for HP's entire line of plotter products.

The HP product supports HP Vectra PC-specific features, such as HP video solutions and HP-HIL input devices. that are not supported in the standard Microsoft product. HP Vectra PC users should continue to purchase Microsoft Windows for the HP Vectra PC from Hewlett-Packard for full HP Vectra PC support and optimum performance.

Ordering and upgrade information

Prod[illegible] No.	Description
HP 45954B [illegible]	Microsoft Windows 2.0, Presentation Manager for the HP Vectra PC. 5¼ inch discs
HP 45954C	Microsoft Windows 2.0, Presentation Manager for the HP Vectra PC. 3½-inch discs, for use with the HP Portable Vectra CS PC
45954-60001	Microsoft Windows 2.0 Upgrade Kit, 5¼-inch discs only

Customers who purchased Windows Version 1.03 from HP qualify for the Windows 2.0 Upgrade Package offered through HP's Direct Marketing Division.

*Lotus® and 1-2-3® ure U.S. **registered** trademarks of Lotus Development Corporation.*

*MS®-DOS is a **U.S.** registered trademark of Microsoft Corporation.*

Desktop

HP NewWave environment literature

On November 9. 1987, Hewlett-Packard announced the HP NewWave environment, a new software-application environment (see the December issue of HP *Channels* for more details).

The following literature is available to provide information on the HP NewWave environment.

Lit. No.	Description
5952-3755	HP *NewWave environment primer* – Overview of the NewWave (the concept and design), including sume specifics for the Developer Products.
5954-9517	*General Information Manual* – More in-depth information about the design of the environment. Designed for the technical evaluator and application developer.
5954-9516	*Developer Products data sheet* – Specific descriptions of the developer product\
5954-9518	*Preparing for the Future* – Outlines the path hum today', products. lor example. from the HP Vectra Office PC and Business System Plus, to rhe HP NewWave environment.

Contact your HP sales rep for more information.

Desktop

HP 150/Touchscreen PC price increase

HP 150/Touchscreen PC product and accessory prices will increase by about 5 percent effective January 1, 1988. This price increase is broadly based and will affect many products including the HP 150/Touchscreen PC.

Product No.	Description
HP 150 systems	
45846A	HP 150 terminal to PC upgrade
45847A	PC Kit. U.S.
45847AK	PC Kit, Intercon-English
45847A*	PC Kit, all others
45848A	Terminal Kit
45849A	SPU. U.S.
45849AV	SPU. Arab-English
45850A	Terminal
45851A	SPU and PC Kit. U.S.
45851AH	SPU and PC Kit. Dutch
45851AK	SPU and PC Kit, Intercon-English
45851AV	SPU and PC Kit, Arab-English
45851A*	SPU and PC Kit. all others
46021A*	Keyboard. all others
HP 150 Accessory Cards	
35723A	I?-inch HP Touch Accessory
45632A	384K Memory Accessory
45637A	256K Language Accessory
45640A	Ventel Internal Modem
45643A	Extended I/O Accessory
45885A	8087 Coprocessor
45890A	512K Expanded Memory Accessory
45891A	256K EMB Memory Upgrade
45914A	HP-HIL Interface Card
45915A	HP-HIL/384K Accessory
HP 150 Cables	
13242D	Centronics Cahlc
13242N	RS-232 Modem Cable
92241A	HP-HIL Cable
97951VM	Videotex Cable
92951VN	Videotex Cable. Dutch
HP 150 Software Tools	
45310A	Basic Prog. Library
45311A	Icon Design System
45314A	HP-Tel VTX. Terminal
45443A	Forms Master
45445D	MS-BASIC
45446D	MS-Compiled BASIC
45447D	MS-Pascal
45448A	MS-COBOL Compiler
45449D	MS-FORTRAN
45450D	MS-GW BASIC
45875A	MS-Windows
45919A	HP-HIL Touch. Tools
92248BA	BASIC Cross Reference Utility
HP 150 Documentation	
45624A	MS-DOS Users Guide
45625A	Technical Reference Manual
45918A	HP-HIL Technical Reference Manual

**All other international/localized versions*

Contact your HP sales rep for more information.

Also in this issue

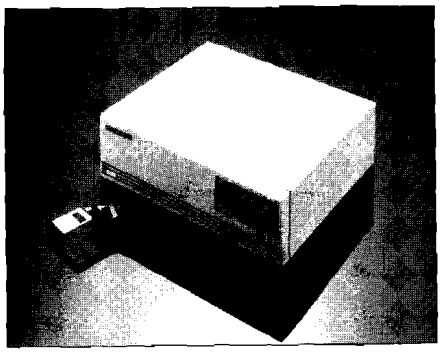
New 2-Mbyte microfloppy integrated with HP 9153C 16

Discontinuance notice for personal data storage products 16

Free HP OfficeShare upgrades 17

Mass Storage

HP introduces new 3½-inch Winchester disc drive



Hewlett-Packard has introduced the HP 9153C – a highly reliable and rugged desktop disc drive. This new product offers users many benefits, including:

- *10, 20, or 40 Mbytes* – Users can choose the capacities most beneficial for their applications.
- *Ability to expand* – Users initially purchasing a 10- or 20-Mbyte version of the HP 9153C have the option to later integrate an additional 20 Mbytes. all in the original package. This add-on mechanism – HP 9153M – can be placed only in the 10- or 20-Mbyte models (for a maximum configuration of 40 Mbytes). An HP service representative or authorized HP dealer must perform the installation.
- *Low-cost add-on capacity* – The HP 9153M add-on mechanism is offered at a considerable savings over the price of an equivalent. but separately packaged. disc drive subsystem.
- *2-Mbyte microfloppy* – An optional 2-Mbyte (1.42 Mbyte formatted) 3½-inch floppy disc drive is available for integration with any hard disc capacity model. This floppy has twice the capacity found in previous HP models but is available at the same price.
- *HP's own 3½-inch Winchester* – The exceptional design of the HP 9153C is due to the integration of HP's own 3½-inch "Nighthawk" mechanism. Designed and manufactured solely by HP, Nighthawk has proven to be the most reliable and resilient mechanism available in 10- and 20-Mbyte disc drive markets. Now we're extending this dependability to our 40-Mbyte market as well.

  Use in a wide range of applications - The HP 9153C is ideal for industrial, office automation, factory-floor. and low-end CAD environments.
- *Data protection* – Data stored on this new disc can be secured by an initialize protection feature that prevents accidental reformatting of the hard disc.

Ordering information

HP 9153C description	Option
10 Mbyte plus floppy	010
10 Mhyte (no floppy)	011
20 Mbyte plus floppy	020
20 Mhyte (no floppy)	021
40 Mbyte plus floppy	040
40 Mbyte (no floppy)	041
HP 9153M stand-alone mechanism	n/a

Contact your HP sales rep for more information

Mass Storage

HP 9153C system support

The new HP 9153C personal disc drive features an innovative packaging design. rugged technology, and compact size. The drive is supported on many HP systems and is competitively priced.

System support

System	Support	Comments
Technical		
HP 9000		
Series 200	Yes	BASIC 5.1
Series 300	Yes	BASIC 5.1. PAWS 3.2, HP-UX 5.5
Series 500	No	
Series 800	No	
SRM	No	
HP 1000		
A-Series	Yes	RTE-A 5.0
E/F-Series	No	
HP 64000	Yes	641001110A Rev. 2.09
Workstation		
HP 150C	Yes	MS-DOS 3.2 Rev. E.01.02
HP 150A/B	No	
HP Vectra PC	No	
Commercial		
HP 260	No	Under investigation
HP 3000	No	

When ordering the HP 9153C in power versions other than U.S., specify the following product number (please note suffix to 9153C):

Version	Power option suffix
African	HP 9153**CA**
European	HP 9153**CB**
Australian	HP 9153**CG**
Swiss	HP 9153**CQ**
United Kingdom	HP 9153**CU**
Danish	HP 9153**CY**

Mass Storage

New 2-Mbyte microfloppy integrated with HP 9153C

The use of the 3½-inch microfloppy has surpassed that of older 5%-inch products because of its compact design, convenience. and reliability. It has quickly become the product of choice.

The new 3%-inch models offer 2 Mbytes of unformatted storage (1.42 Mbytes formatted). This capacity is a fourfold increase from the first version of this physical size and represents greater capacity than even the high density 5%-inch floppies.

You have already seen HP introduce this floppy on the new members of the HP Vectra PC family. Now it is here in a stand-alone mass storage peripheral as well – the HP 9153C Winchester disc drive.

In addition to two 20-Mbyte Winchesters, the HP 9153C can contain an integrated 2-Mbyte microfloppy. It is ideal for backing up the hard disc and for other general-purpose data storage applications.

As with any new floppy technology. understanding media compatibility is important. The HP 9153C employs an ANSI-standard format-sensing mechanism to differentiate 2-Mbyte diskettes from those of other capacities. Two-megabyte media should not be used in any disc drive other than a 2-Mbyte one. Existing I-Mbyte and ½-Mbyte customer media may be used with confidence in the HP 9153C, although 2-Mbyte media is required to obtain the increased capacity storage.

Contact your HP sales rep For more information.

Media Compatibility

Drive \ Media	2-Mbyte media	I-Mbyte media	½-Mbyte media
2-Mbyte drive	2-Mbyte format only	I-Mbyte/½-Mbyte format	½-Mbyte format only
		Backward Compatibility →	
I-Mbyte drive	**Not Allowed**		
½-Mbyte drive			

Note:

- *2-Mbyte drive will work with any HP media*
  2-Mbyte media only *works in a 2-Mbyte drive*

Mass Storage

Discontinuance notice for personal data storage products

With the introduction of the HP 9153C disc drive, the overall structure of the personal data storage product line has changed. Essentially. the HP 9153C has streamlined six products into one.

Traditional users of HP personal data storage devices will find the HP 9153C to be a more attractive offering than the products it replaces. For this reason. the following products will be discontinued April I. 1988:

- HP 9153A
- HP 9153B
- HP 9133L
- HP 9154A
- HP 9154B
- HP 9134L

Support life is 10 years

Networks

ADCC sales to be restricted

Effective March 1, 1988, the ADCC Extender (PIN 30019A) will be taken off the HP Price List. Also effective March 1, 1988, users will be restricted to one ADCC Main (PIN 30018A) per new HP 3000 Series 52 or 58 purchased. *Therefore, new ADCCs will only be sold for console support on new Series 52 or 58 systems.* These restrictions are necessary because of increasing support costs and decreasing demand for the ADCC Main and Extender.

How will users add ports to their existing systems?

Users looking to add ports to their existing HP 3000 Series 39, 4X, and 5X systems should purchase the Advanced Terminal Processor (ATP).

The ATP is an intelligent workstation controller that offloads character processing from the CPU by transferring data directly to and from memory. Its performance is better than the ADCC. and thus, it has increased user satisfaction

When will the ADCC Main be discontinued?

The ADCC Main is needed to support console connectivity on the HP 3000 Series *52* and *58*. The Series *52* and 58 are the last two systems still on the HP CSY Price Guide that support ADCCs. Therefore, the ADCC Main will not be discontinued until these systems are removed from the HP Price List.

When will the support life end for the ADCC Extender?

Since the ADCC Extender is still supported on the HP 3000 Series 52 and 58, its support life will not end until both these systems have been discontinued and have come to the end of their respective support lives.

Contact your HP sales rep if you have questions concerning these ADCC restrictions.

Networks

Free HP OfficeShare upgrades

Users need not wait to order the new HP OfficeShare software to receive the new OffceShare enhancements announced October 4, 1987. All current OfficeShare products (refer to table) ordered on or after October 1, 1987. are eligible for free software upgrades to the new release when it begins shinning second auarter FY 88.

Key new features

- Support of 30 concurrent users per HP Vectra PC server
- NetIPC/RPM (InterProcess Communication/Remote Process Management~development package for developing integrated, distributed applications between PCs and HP 3000s. This development software library package is not included in the software upgrade.
- Network file transfer (NFT) between PCs and HP 3000, HP 9000, HP 1000, and DEC VAX computers
- Terminal access from PCs to HP 9000, HP 1000, and DEC VAX computers
- NetBIOS support for third-party applications. This will allow users to have access to additional multiuser applications from third parties, including modem sharing and electronic mail.
- Lower memory requirements and ability to use extended memory
- Support of DOS 3.X Windows 2.0 applications for network users. This will allow users to run applications under Windows.

These new features add to HP's existing vehicle for the industry's highest rated PC integration offering.(1) The current products eligible for the free software upgrades are listed in the table below.

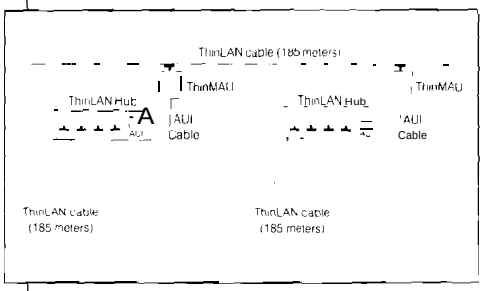
Details on obtaining the upgrades will be published prior to the February 1, 1988, HP Price List. Users not eligible to receive the upgrades for free will be able to purchase the upgrades at a nominal charge.

(1) M. Kerstettrer, "A Product Model for Departmental Computing: How do the Major Vendors Stack Up?," Small Computer Systems (Gartner Group, Inc Feb. 25, 1987), p. 34.

Product No.	Description
50904F	HP StarLAN Server Kit for HP Vectra PCs
50905F	HP StarLAN User Link Kit for HP Vectra/IBM PC/XT/AT PCs
50907F	HP ThinLAN Server Kit for HP Vectra PCs
50908F	HP ThinLAN User Link Kit for HP Vectra/IBM PC/XT/AT PCs
50913F	HP ThinLAN Server Software for HP Vectra PCs
50914F	HP ThinLAN User Software for HP Vectra/IBM PC/XT/AT PCs
50909A	HP ThinLAN Configuration and Diagnostics Software and License for PCs
50906A	HP StarLAN Configuration and Diagnostics Software and License for PCs
50912A and R (all options)	HP StarLAN/ThinLAN PC Confipuration and Diagnostics Software and License for HP 3000s
50910F	HP SERIAL Network User Link Software for HP Vectra/IBM PC/XT/AT PCs
50911A and R (all options)	HP SERIAL Network PC Contiguration and Diagnostics Software and License for HP 3000s

Networks

HP ThinLAN Hub configuration update



HP ThinLAN Hubs (28645A) can now be connected to a ThinLAN backbone to provide a lower-cost solution for small installations. As part of a cost-reduction measure, the ThinMAU (28641A) has been updated with VLSI technology. Collision detect is now receive-based instead of transmit-based. This change provides additional reliability in very heavy traffic conditions, allowing support of the ThinMAIJ with the ThinLAN Hub in a backbone configuration.

Use of a ThinLAN backbone provides a flexible. low-cost alternative to a ThickLAN backbone for small installations. A ThinLAN backbone is limited to 185 meters and 30 nodes (without repeaters or bridges). ThickLAN is still the recommended backbone solution for better growth potential. ThickLAN supports 500 meters and 100 nodes (without repeaters or bridges). The major cost of a cable installation is the labor component. It is very important to install cabling that provides customers with flexibility for growth. It is much more expensive to add or replace cable once an installation is complete.

The updated ThinMAU is shipping now and can be identified by a new part number (28641-60004). Note that the ThinLAN Hub standard product comes with a ThickMAU (30241A). Option 241 will delete the ThickMAU. The ThinMAU can be ordered separately from Direct Marketing Division. HP 28641A.

Networks

HP-IB extender interconnection

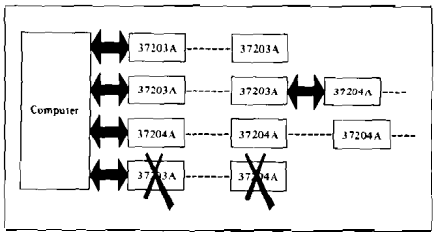
Many of you are aware that the HP 37203A HP-IB Extender was obsoleted on November 1, 1988, with the HP 37204A Multipoint HP-IB Extender as the replacement product.

Those of you less familiar with the application of our bus extenders may wish further explanation on compatibility. The HP 37204A HP-IB Extender is a functional equivalent, it is nor a direct equivalent of the HP 37203A, and it is *not* possible to interconnect them. However, the new HP 37204A and existing HP 37203A *are* compatible at the HP-IB interface.

Compatibility

Note that existing systems using pairs of earlier extenders *are* readily expanded using the HP 37204A connected to the HP-IB side of the HP 37203A. We have included information about this. and the following illustration, in the data sheet (P/N 5954-2050) which describes the HP 37204A Multipoint HP-IB Extender.

HP-IB extender compatibility with existing systems.



Incompatibility

Since the enhanced protocol used on the serial link between pairs of HP 37204As is different from that used between pairs of HP 37203As, the newer extenders must *nor* be connected to the same serial link – the coax or optical tiber side of the system – that connects the HP 37203As.

Benefits of the HP 37204A

The newer HP 37204A HP-IB Extender offers the following improvements over the HP 37203A:

- System configuration is easier because it is multipoint as well as single point.
- It is 40 percent lower in cost.
- It is 20 percent faster (60 Kbytes maximum).
- Maximum distance is increased by 25 percent (to 1,250m).

Printers

HP LaserJet Series II printer named Printer of the Year by Datek

HP's LaserJet Series II printer was named as the 1986-87 Datek Information Services Printer of the Year at Datek's Sixth National Print Quality Seminar in Bedford, Massachusetts. Douglas Carnahan, General Manager from HP's Boise Division, which markets the HP LaserJet family of printers, accepted the award for HP. In addition. the HP PaintJet color graphics printer and the HP RuggedWriter 480 printer received honorable mention in the competition.

Datek presents the Printer of the Year award to the printer judged by Datek staff members and industry observers as having had the greatest impact on the industry during the previous year. Technological innovations and marketing presence determine the award recipient.

Edward Webster, Founder, Datek Information Services, cited several industry contributions made by the HP LaserJet Series II printer that led to the award.

- HP's dealer network and the support it offers to the product.
- Responsiveness to suggestions from customers and from the distribution

LaserJet Series II printer. including easy upgrades and the new front panel.

- A key factor is HP's relationship with its Japanese partners. Datek staff viewed the success of the LaserJet program as an example of what can be accomplished through a well-conceived, long-term. and cooperative American-Japanese partnership.
- Other factors included the timeliness of the introduction. and the support offered customers through the LaserJet Assist Line (see article on page 2).

"The choice was a tough one this year," commented Edward Webster. "We canvassed our own staff and industry experts and while some leaned toward color printer innovations, others favored page printers that were opening new markets. There was, however, consensus of sorts that the award should go to a printer addressing mainstream applications, and this led us quickly to the LaserJet Series II printer."

Datek Information Services has been the source for focused reports. newsletters, and seminars on the electronic-imaging industry since 1977. Datek has been presenting the Printer of the Year award since 1982.

Printers

New supplies and accessories brochure replaces font catalog

The new brochure. "Supplies and Accessories for Your HP LaserJet Printers," will replace the old "LaserJet Printer Family Font Catalog" for most users' needs. The attractive. four-color brochure describes cartridge fonts, soft fonts, paper trays, paper supplies, memory boards, toner cartridges, and accessories. Users can make an easy selection of accessories and supplies for their HP LaserJet family printers with this 5½ x 8½-inch brochure. The catalog will be updated as a technical reference piece. Since the old catalog is more technical than most users need, any orders placed for the old catalog after December 5 will be filed with the new supplies and accessories brochure.

To order the new brochure, request PIN 5956-4252 from your HP sales rep.

Printers

HP proprietary software support matrix for the HP PaintJet printer

Hewlett-Packard has updated the HP Proprietary Graphics Software and Hardware for the HP PaintJet Color Graphics Printer matrix (PIN 5956-4248). This matrix lists only the Hewlett-Packard products that support the HP PaintJet printer. The matrix includes support information for operating systems. application packages. and hardware qualification.

Contact your HP sales rep for a copy of the matrix.

Also in this issue

HP LaserJet Assist Line helps solve magazine publisher's problems	2
HP offers enhanced HP LaserJet printer service training	4
HP LaserJet 2000 printer service training available	4
Announcing new HP 9000-to-IBM SNA3770 batch product	9
Announcing Network File System/9000	10

Supplies

Supplies

Five-year warranty for new %-inch magnetic tape

How can you increase user satisfaction with HP ½-inch tape drives? One simple way is to use HP's new %-inch magnetic tape. The tape that now bears the HP logo beat out 25 others in head-to-head competition.

How can HP be so sure our new ½-inch magnetic tape gets the best performance out of HP drives'? We spent the time and money to find out. During six months of testing. the performance of every major ½-inch tape on the market was compared. 26 sets in all. When the results were in. we picked the winner. And that's the tape that now bears the HP logo.

Please be aware that use of cheap, low-quality magnetic tape may cost far more in the long run than the initial savings. The coating on low-quality tape may come apart and shed debris, and often the magnetic particles aren't uniformly dispersed. Common problems users may experience using such tape includes:

- Time lost performing excessive read/write retries

  Expensive damage to the tape drive head and/or scratching of normally good tapes
- Loss of valuable data

  Short tape life leading to frequent replacement

continued on next page

HP's new premium tape is worry free and can save time and money in the long run. Retries, head and tape damage, data loss. and excessive wear are virtually eliminated. HP's tapes set standards for cleanliness. durability. and signal quality. It is inspected over every inch to ensure it's totally error free, and certified end to end for use through 6250 cpi.

HP warrants the new ½-inch magnetic tape to be free from defects in material and workmanship for five years from date of shiprncnt or HP will replace the tape free of charge. The warranty is limited only to the blank tape media listed here. It does not pertain to software or the tape drives, both of which carry separate warranties.

See page 73 of the Winter 1987/88 *Computer* Users *Catalog* for the full ½-inch magnetic tape story. These products may be ordered by calling HP DIRECT using the phone numbers listed at the end of this section.

Ordering information

Product No.	Description
91150D	Box of 10. 600 ft. (183m) tapes on reels. in seals ½-inch (12.7mm) wide
92150E	Box of 10. 1,200 ft. (366m) tapes on reels. in seals ½-inch (12.7mm) wide
92150F	Box of 10. 2.100 ft. (732m) tapes on reels. in seals ½-inch (12.7mm) wide, for use with the HP 7976 tape drive only
92150P	Box of 10. 2.100 ft. (732m) tapes on reels. in Easy Load III cartridges ½-inch (12.7mm) wide

HP DIRECT order phone numbers

HP DIRECT Fast Phones – the easy, direct way for users 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) 2500-614/615/616
Belgium/Luxembourg	(02) 761 31 11
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	04 30 16 40
Finland	(90) 887 2361
France	(1) 69 28 83 90
	(1) 69 28 32 64
Greece	(01) 672 6090
Italy	(02) 9236 9702
Japan	
Sagamihara	0427 59 1311
Osaka	06 304 6021
Middle East	
Athens	(01) 682 8811
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 8025111
Caps Town	(021) 437 954
Spain	(91) 637 4013
	(91) 637 0011
Sweden	(08) 750 2400
Switzerland	(057) 31 24 90
The Netherlands	(020) 547 6606
United Kingdom	(0734) 69 72 01
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***

Abstract: HERMES is the company representing HP in Yugoslavia. It produces software for HP-UX and the general UNIX operating system environment, PCS and HP 3000 system, and provides application software.

Available Software

- BQM – Batch Queue Manager is a sophisticated software product designed to create, maintain, and control batch job queues on UNIX operating systems. It enables UNIX operating system users to effectively control the utilization of system resources.

DBPAINT – A unique software specifically designed to graphically represent IMAGE database structure. Runs identically on HP 3000, UNIX operating systems, and PCs.

- YUMENU – An innovative approach to menu processing on the HP 3000. It features full HP MENU functionality at a fraction of system resource utilization.

Company Name: HERMES

Address: Celovska 73
61000 Ljubljana
Yugoslavia

Phone: (38) 61-559-441

Telex: 31-583 hewpak yu

Far: (38) 61-558-597

Contact Person: Rudi Bric

Type of Distributor Wunred: Open

Geographic Coverage: Worldwide

Industry: *Civil Engineering, Water Resources*

Abstract: HydroCAD is a computer-aided design program for analyzing the hydrology and hyudraulics of storm water run off. It allows the construction of a complete model for any watershed and drainage system This model can then be used to predict flooding or other occurences, and to determine the effects of proposed development.

The market for storm water 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 which 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

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 Channels Development
Attn: Marilyn Rauchle
19091 Pruneridge Ave.
Building 46UV
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, contacts' name/title, and HP sales rep name, COMSYS number, and engineer code. 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.

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