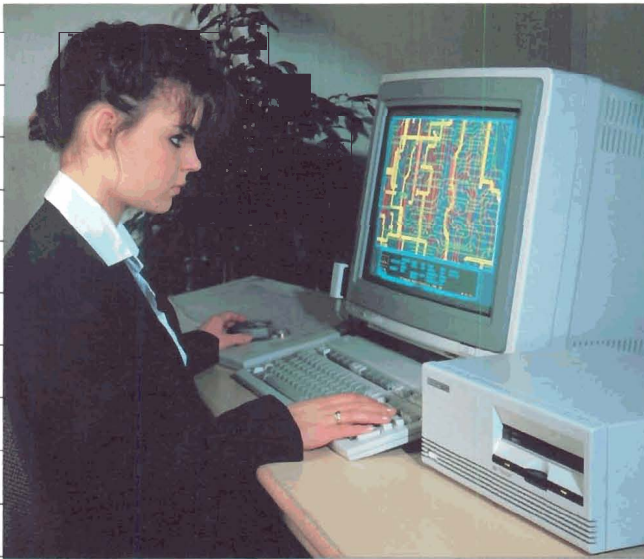

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

July 1988



Introducing HP's new high-performance 1/4-inch tape drive — the HP 9145A

Inside: January through June 1988 Article Index

HP CHANNELS

Volume 7, No. 9

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.

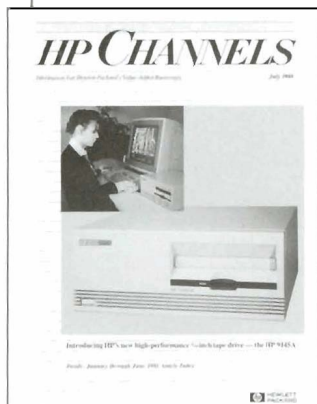
For further information on any of the products and services discussed in HP Channels, please contact your HP sales rep.

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 new HP 9145A adds high performance to HP's 1/4-inch tape drive range. Users can back up more data in less time and realize savings in cartridge and operator costs. See articles beginning on page 12.

HP CHANNELS
July 1988

Table of Contents

PARTNERS WITH HP

- 1 1988 Technical Value-Added Business Conference
- 1 HP Vienna — your business partner in Yugoslavia, Eastern Europe, and the U.S.S.R.

PRODUCT NEWS

Customer Support

- 2 **Support**
HP 9000 Model 825/835 HP-UX support services

Business Computers

- 2 **General**
Fast-start incentive for ALLBASE/4GL developers
Report/V obsolescence
- 3 **Small Business Computing**
New HP 260 operating systems software available
New HP 79578 and 7958B disc drives supported on HP 260 family
HP 260 supports HP DeskJet printer
- 4 **HP 3000**
New cartridge tape drive for HP MICRO 3000LX/GX
HP 3000 MPE V/E systems support
HP 7980XC tape drive
HP 3000 MPE V/E systems support Asian line printer
HP MICRO 3000 to be removed from HP Price List

Technical Computers

- 6 **General**
HP publishes new HP-UX Software Catalog
HP SQL Runtime available
ALLBASE/HP-UX and HP TODAY/HP-UX Developer pack price change
HP TODAY/HP-UX offers incentive to upgrade
- 7 **HP 9000**
HP 9000 Model 360: HP's first 68030-based workstation
Common LISP compiler now available on HP 9000 Series 300 and 800
HP 9000 Series 200 RJE emulator obsolete August 1
HP 9000 Series 500 discontinuance update
HP 9000 Series 800 technical literature update

Personal Computers

- 9 **General**
Video extension cables
- 10 **Desktop**
New MS-DOS 3.3 for the HP Vectra PC
Lower price on 40-Mbyte disc drive for HP Vectra PC
Technical Reference Manual available for the HP Vectra CS PC
MS-DOS 3.1 discontinued
MS-Windows Development Kit discontinued
HP 150/Touchscreen PC discontinuance plans
HP 150/Touchscreen PC accessories

Peripherals

- 12 **Mass Storage**
New HP 9145A high-performance 1/4-inch tape drive
HP 3000 MPE V/E systems support new HP 9145A cartridge tape drive
HP 7959B and 7963B — new 81- and 152-Mbyte disc drives
HP midrange disc drives summary
Price reductions on new SCSI disc drives

15 Networks

LAN discounts for VABs
StarLAN 10 support for ARPA Services/Vectra PC

17 Printers

HP 2680A toner price reduction

Supplies

- 17 **Supplies**
HP Direct Order Phone Numbers

CROSS-LICENSING CLASSIFIEDS

- 18 Software Packages Available and Wanted

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

1988 Technical Value-Added Business Conference

by Doug Newlin, Value-Added Channel Marcom Manager

The 1988 Technical Value-Added Business Conference will be held in Monterey, California, at the Doubletree Inn and Monterey Conference Center, September 27-30.

The conference is designed for all HP technical VABs — software suppliers, resellers, system integrators, and OEMs. The list of invitees to the conference will be current participants in the HP Value-Added Software Programs and prospective value-added business vendors as identified by the HP sales force.

The format for the conference will concentrate on workshops, HP management presentations, special interest group sessions, and presentations by industry business consultants. September 27 will be devoted exclusively to HP value-added sales reps and September 28-30 will be for VABs.

According to HP value-added channels marketing manager Stephen P. Haslett, "The emphasis at this year's conference will be HP working together with our VABs to help them 'grow' their quality, and at the same time, provide the programs and assistance they need to achieve quality growth."

The Monterey Peninsula, well known for its scenic and recreational attractions, will provide conference attendees with a broad range of leisure activities — from golf and deep-sea fishing to sailing and shopping.

Registration mailings will be made in July with information on agendas, workshops, and hotel reservations. For more information regarding the conference, please contact Doug Newlin:

Hewlett-Packard Company
Technical Systems Sector
Value-Added Channel Marcom
3404 E. Harmony Rd.
Fort Collins, CO 80525
(303) 229-4087



HP Vienna — your business partner in Yugoslavia, Eastern Europe, and the U.S.S.R.

As an exporter to Yugoslavia, Eastern Europe, and the U.S.S.R., you may be interested in how to export in the most efficient way.

Hewlett-Packard Vienna has been doing business in these countries for more than 20 years. We have established sales and service organizations to support our customers in pre- and post-sales activities. We would like to share our expertise with you.

As a first step, we have prepared a brochure entitled, "Hewlett-Packard Vienna, Your Business Partner in Yugoslavia, Eastern Europe, and the U.S.S.R.." that includes:

- Installation and support — includes an important announcement, "The Three-Year Free Support Program"
- General information on export licensing

If you are interested in getting a free copy of this brochure, please contact HP at the address below:

Hewlett-Packard Ges.m.b.H.
Export Sales Center
Lieblgasse 1
A-1222 Vienna
Austria
Attn: Christine Lutzmayer
Telephone: 022212500, ext. 345
Telex: 134425

Customer Support

Support

HP 9000 Model 825/835 HP-UX support services

With the introduction of the HP 9000 Model 835 and the creation of the HP 9000 Models 825 and 835 class of HP-UX systems, support services follow the product class structure.

The HP 9000 Model 825 support services of AMS, RCS, and SMS now apply to both Models 825 and 835 operating system, subsystems, languages, and database. The HP Price List descriptions have been updated to reflect that Model 825 support services apply to both Models 825 and 835.

AMS, RCS, and SMS are ordered simply by using the Model 825 option for the operating system. Subsystem support uses Models 825 and 835 SPU set of numbers for languages, graphics, and database.

The best source of support information for the HP 9000 Series 800 class of HP-UX systems, until the support configuration and price guide is released, is the HP 9000 Series 800 Computer System Price Guide (P/N 5951-6802D). Contact your HP sales rep for a copy of the guide.

Business Computers

General

Fast-start incentive for ALLBASE/4GL developers

Users who develop data transaction-based applications now have an increased incentive to consider early investment in development for ALLBASE/4GL.

ALLBASE/4GL was announced earlier this month (see the June issue of HP Channels, page 4), with shipments scheduled in the October/November time frame. The product is already available under its previous name of HP TODAY on HP-UX systems. Applications are 100 percent compatible between the two platforms.

A price reduction for entry-level HP TODAY software, effective July 1, means even greater incentive for cross-platform developers to start early. Please see the announcement in the Technical Computers section for details.

General

Report/V obsolescence

On November 1, 1988, Report/V will be removed from the HP Price List and begin the five-year obsolescence cycle. Software support for Report/V will remain available until November 1993. During November 1988, through November 1993, Report/V will remain on the master installation tapes (MIT).

Now is a good time for Report/V users to upgrade to our powerful new report-writer product, Business Report Writer (BRW). Until September 1, 1988, these users will be able to upgrade to BRW and receive 100 percent upgrade credit. Report/V users on software support will receive a letter from HP detailing our incentive plan and the obsolescence cycle. The upgrade credit will be reduced to 50 percent on September 1, 1988.

Report/V users are being encouraged to review BRW and take advantage of the full upgrade credit currently available. A BRW product evaluation guide will be available for Report users requesting additional information.

Small Business Computing

New HP 260 operating system software available

The new version of the HP 260 Operating System Software, B.09.00, has been released. The B.09 Express Program puts the operating system on everyone's desk with magic speed, provided there is a contract of type 45230B T22, H22, or S22.

Owners of contracts for media other than cartridge will receive the new operating system software according to the standard procedure.

Customer shipments of B.09.00 with every HP 260 Series 30 and 40, as well as with the Turbo Field Upgrade, will start in the first half of July.

Many new peripheral devices will be supported in their full functionality with the new operating system:

- HP 7957/58B disc drives
- HP 9153C disc drives
- HP DeskJet printer
- HP 700/92 terminals

HP Vectra PC family (Portable CS, CS, ES, RS)

Please refer to the other articles in this issue for more information.

The operating system can also be ordered separately as of July 1, 1988, with the following product number:

Product No.	Description
45265F	Latest O.S. revision on tape cartridge
Opt. 041	Software on 8-inch media
Opt. 045	Software on 3½-inch media
Opt. 252	French user documentation
Opt. 253	German user documentation
Opt. 256	Spanish user documentation
Opt. 257	Italian user documentation

A standard manual set reflecting the many improvements to B.09.00 is included.

Small Business Computing

New HP 7957B and 7958B disc drives supported on the HP 260 family

The new HP 7957B and 7958B disc drives with capacities of 81 Mbytes and 152 Mbytes are immediately supported on HP 250/HP 260 systems running the latest operating system software B.09.00. System support is summarized in the table below.

System	Operating System release
HP 250 (P/N 45260A)	B.09
HP 260 (P/N 45261D)	B.09
HP 260 (P/N 45070A/45072A)	B.09
Performance upgrade (P/N 45261AH)	B.09

A significant performance increase at a breakthrough price makes these disc subsystems best suited for HP 260 applications where high capacity coupled with high speed is a must.

To take advantage of these benefits today and to allow a reliable backup of the full disc capacity at the same time, we will reduce the disc size of the HP 7958B to 132 Mbytes when connected to an HP 260. With availability of a new backup mechanism scheduled for the end of this year, the full capacity of 152 Mbytes can be utilized.

Small Business Computing

HP 260 supports HP DeskJet printer

The HP DeskJet printer — a personal-convenience printer that produces laser-quality output — is supported on the HP 260 Series 30 and 40 with the operating system B.09. This product features 300 dpi resolution, merged text and graphics, multiple fonts, two slots for font or personality cartridges, 120 cps letter-quality speed, built-in cut-sheet feeder for common office paper, desktop design, and quiet operation.

With excellent print quality, ease of use, and a breakthrough price, the HP DeskJet printer makes an excellent complementary business partner to the HP 260 computer family.

The HP DeskJet printer is configured with a Centronics parallel and a serial RS-232-C interface as standard equipment (no HP-IB is offered). It is supported on the HP 260 systems Series 30 and 40 with RS-232-C interface.

System	Operating system release	Interface
HP 260 Serie 30	B.09	RS-232-C
HP 260 Series 40	B.09	RS-232-C

HP 3000

New cartridge tape drive for HP MICRO 3000LX/GX

Good news for HP MICRO 3000LX/GX users with large disc configurations. An embedded version of the new HP 9145A cartridge tape drive (9145S) will be available in the LX and GX. A terrific back-up alternative for LX/GX customers, the HP 9145S offers twice the speed and twice the capacity of the HP 9144S and is compactly contained within the system cabinet. (See articles beginning on page 12 for more information on the new HP 9145A disc drive.)

The HP 9145S will be available as an option on the HP MICRO 3000LX/GS. The 67-Mbyte 9144S remains the standard back up on the LX/GX. For those LX/GX users who want to upgrade from the HP 9144S to the 9145S in the future, an upgrade kit will be available. Both the option and the field upgrade will ship in September.

The following chart summarizes the new HP 9145 cartridge tape products for the HP MICRO 3000LX and GX:

Product No.	Opt.	Description
Y145A		133-Mbyte 1/4-inch cartridge tape drive
9145S		Field exchange HP 9145S for 9144S in HP MICRO 3000LX/GX
32520A	545	Substitute HP 9145S for 9144S in HP MICRO 3000LX
32536A	545	Substitute HP 9145S for 9144S in HP MICRO 3000GX
32536AH	545	Substitute HP 9145S for 9144S in HP MICRO 3000GX

The 9145S MICRO 3000LX/GS Upgrade Program will be in place July 1 to allow low-cost upgrades to the HP 9145S. With this promotion, users who accept delivery of an LX or GX with a 9144S can upgrade to a 9145S in September for the same price as if the 9145S had been shipped with the system.

Important note: The HP 9145S upgrade is only available for systems with an HP 9144S embedded drive. Since HP MICRO 3000LX/GXs are completely integrated systems, those with a cartridge tape drive are manufactured differently than those without a cartridge tape drive. Therefore, a user who deletes the embedded HP 9144 will not be able to use an embedded 9145S in the future. (An HP MICRO 3000GX without an embedded 9144S can use a stand-alone 9145A, however.)

Contact your HP sales rep for more information.

HP 3000

HP 3000 MPE V/E systems support HP 7980XC tape drive

Hewlett-Packard announces support for the new HP 7980XC high-performance streaming tape drive on MPE V/E systems. The HP 7980XC is the first streaming tape drive in the industry with an advanced method of data compression built into the tape drive electronics. Depending on tile size and structure, standard 1/2-inch tape reels can now hold two to five times more data than previously possible. The extra capacity leads directly to significant time savings for backup, as fewer reels are loaded, rewound, and handled. Since so much data can potentially be written on one tape, it may be possible to perform full backups on small systems without an operator. Daily partial backups of large systems may also be performed unattended.

HP's highest performance backup solution is provided by teaming one or more HP 7980XC tape drives with TurboSTORE software allowing data to be written to one or more tape drives simultaneously. The HP 7980XC with TurboSTORE can dramatically reduce backup times for large systems.

The HP 7980XC tape drive is supported on MPE V/E UB-Delta-3 (G.02.03) and later versions. The maximum configuration is four tape drives per system with the exception of the HP MICRO 3000, which will support two tape drives. Keep in mind that as system needs grow, installed HP 7979A and 7980A tape drives can be upgraded on-site to the HP 7980XC.

For MPE XL systems, the HP 7980A will be supported on MPE XL Version 1.1. Support for the HP 7980XC is planned for MPE XL systems in the first half of 1989.

HP 3000

HP 3000 MPE V/E systems support Asian line printer

HP announces support for the first line printer in the world capable of supporting four different Asian languages. With a maximum speed of 330 lines per minute (lpm) in draft mode, the HP C1200A Asian line printer is one of the fastest impact dot matrix line printers in the Asian market. as well as the first impact line printer with speeds over 300 lpm capable of printing traditional Chinese and Korean. The standard HP Roman8, Line Draw, and Math character sets are also included in all printers, as well as graphics capability in 90 x 90 or 180 x 180 dots per inch modes. Because the HP C1200A uses HP's Printer Command Language (PCL), it is compatible with the HP 256X series line printers when using applications that support the Roman8, Line Draw, or Math character sets.

The HP C1200A Asian line printer is supported on MPE V/E systems with UB-Delta-3 (G.02.03) and later versions via ATP (RS-232 and RS-422) and HP 2334A Stat-MUX configurations. Use the following matrix to determine maximum number of supported printers on each system:

HP 3000 system	Total printers
Series III, 30, 33 MICRO 3000, MICRO 3000LX, GX	Not supported 3
Series 37 MICRO 3000XE,	3 8
Series 4X, 5X, 6X 70	

HP C1200A Asian line printer limitations

- No modem support
- No ADCC support
- Supported in Asia only

HP 3000

HP MICRO 3000 to be removed from HP Price List

Orders for the HP MICRO 3000LX and HP MICRO 3000GX have been strong since their introduction April 1. Since the HP MICRO 3000GX (P/N 32536A) directly replaces the HP MICRO 3000 bundles (P/Ns 32535E and 32535F), and offers all the same flexibility with only one product number, the HP MICRO 3000 products will be removed from the HP Price List August 1. The standalone product (P/N 32535A) will also be removed August 1.

HP's Finance and Remarketing Division (FRD) will continue to sell these systems per availability under P/Ns 32535ER and 32535FR. FRD has determined that support life will start August 1 for these discontinued HP MICRO 3000 systems. In Europe, Systems Remarketing Europe (SRE) will continue to sell remarketed HP MICRO 3000 bundles. Contact your HP sales rep for more information.

Product numbers to be removed from the August 1 price list are listed here.

HP MICRO 3000 product numbers		
Standalone	Entry-size bundle	Full-size bundle
32535A	32535E	32535F

In Europe, all localized bundle versions will be removed as well.

Also in this issue

<i>ALLBASE/HP-UX and HP TODAY/HP-UX Developer pack price change</i>	6
<i>HP TODAY/HP-UX offers incentive to upgrade</i>	7
<i>New HP 9145A high-performance 1/4-inch tape drive</i>	12
<i>HP 3000 MPE V/E systems support new HP 9145A cartridge tape drive</i>	13
<i>LAN discounts for VABs</i>	15

Technical Computers

General

HP publishes new HP-UX Software Catalog

Hewlett-Packard has just released its first issue of a new software catalog devoted entirely to value-added business (VAB) and HP proprietary software solutions running on its HP-UX operating system. HP-UX adheres to AT&T's UNIX® System V Interface Definition Issue 2.

The 200-page catalog lists HP-UX software for the HP 9000 workstations and servers and includes more than 400 technical and commercial packages.

The catalog features full product descriptions, pricing information, vendor data, support services, and configuration requirements. There are several indexes, including a new Market Keyword Index that allows the user to look for products within certain application areas.

Technical application areas range from aerospace simulators to water utilities operation. A full range of business applications is also available including financial management, sales analysis, and a broad selection of accounting packages.

More than 200 VABs are currently working with HP to provide this "super-market" of HP-UX software solutions. VABs listed in the catalog are part of the HP PLUS Program that provides third-party software suppliers with varying degrees of HP merchandising assistance in marketing their products.

The catalog will be published every six months with the next issue scheduled for August/September 1988. It is offered free of charge to HP customers and VABs. For your copy, contact your local HP sales office and ask for HP publication number 5951-6794.

General

HP SQL Runtime available

A runtime version of HP SQL is now available. HP SQL is the relational database interface to ALLBASE/HP-UX on HP 9000 Series 800 systems.

This new product offers a less expensive solution for users who replicate applications using the HP SQL interface to ALLBASE/HP-UX. When application development is not a requirement, HP SQL Runtime allows users to create, maintain, and modify relational databases at 55 percent of the full price of ALLBASE/HP-UX. Programs that are preprocessed on a separate DBEnvironment will run on databases created with HP SQL Runtime.

HP SQL Runtime makes it more affordable for independent software vendors (ISV) to sell their applications using the HP SQL interface of ALLBASE/HP-UX: users buying ISV applications need only buy HP SQL Runtime, instead of the complete ALLBASE/HP-UX, to run their HP SQL applications. In addition, HP SQL Runtime is offered on a steeper OEM discount curve than other HP 9000 Series 800 software, making it very attractive as a development base for ISVs that require a relational database.

The HP SQL Runtime products for HP 9000 Series 800 are listed below:

Product No.	Description
92601A	HP SQL Runtime for HP 9000 Models 825/835
92602A	HP SQL Runtime for HP 9000 Model 840
92603A	HP SQL Runtime for HP 9000 Model 850

HP SQL Runtime will be available on Release 2.1 of HP-UX.

Additionally, performance of HP SQL on Release 2.1 of HP-UX has been greatly improved.

General

ALLBASE/HP-UX and HP TODAY/HP-UX Developer Pack price change

The price of the ALLBASE/HP-UX and HP TODAY/HP-UX Developer Pack for the HP 9000 Model 850 has increased. The new price is effective July 1, 1988.

By comparison with other relational DBMS solutions on the HP 9000 Model 850, the developer pack still costs significantly less. Even with the price increase, the ALLBASE/HP TODAY bundle maintains a 20 to 30 percent price advantage.

HP TODAY has received praise from users for its design and functionality. On the HP 9000 Series 800, HP software continues to offer the best price/performance of all DBMS alternatives.

General

HP TODAY/HP-UX offers incentive to upgrade

As of October 1, 1988, HP TODAY/HP-UX for HP 9000 Series 500 computers will be discontinued. This is because the HP 9000 hardware Models 550 and 560 are being discontinued, with other Series 500 models to be discontinued shortly (see article on next page for more information).

Support strategy

All SMS users, including those with Series 500 computers, will receive the next major release of HP TODAY, Release A.02. This release has several enhancements, including two new logic commands, and will be distributed through the Software Distribution Center (SDC).

The support life of HP TODAY for the Series 500 is five years. Users can be assured of support until October 1, 1993.

Training still applies

Customer training is carried out via the Self-paced Training Guide, which will continue to be available. All training material is maintained by HP's Australian Software Operation (ASO).

Incentive to upgrade

In view of the discontinuance of the HP 9000 Series 500, some users will be thinking about upgrading their hardware. ASO has provided an incentive for these users by using upgrade credit options for either the HP 9000 Model 840 or 850 versions of the HP TODAY Developer. The OCB option provides a full rebate of the original purchase price for the HP TODAY Developer on Series 500 hardware. Users who could benefit from a discussion about an upgrade should refer to the HP 9000 "Upgrade Program" for further details of all HP TODAY's upgrade options.

Other alternatives

HP TODAY continues to be sold for use on all HP 9000 Series 300 and 800 computers. The product has also been announced for 900 Series HP 3000 systems under its new name — ALLBASE/4GL.

HP 9000

HP 9000 Model 360 — HP's first 68030-based workstation

On June 1, HP announced the newest member of the HP 9000 Series 300 workstation family. The Model 360 sets a new standard in price/performance for a midrange workstation. Based on the 25 MHz MC68030 — the most advanced CPU chip available from Motorola — the Model 360 is rated at 4.5 to 5 VAX MIPS and 210 KFLOPS in the Linpack benchmark.

With two times the performance of the HP 9000 Model 330, this workstation meets the need for high performance with a price in the same range as the Model 330. Using HP-UX 6.2, the Model 360 is object-code compatible with HP-UX applications written for the Models 330 and 350. Support for BASIC is expected by August, while support for the Pascal workstation system will be included later this fall.

In addition to the stand-alone SPU, graphics bundles are available that are specifically configured to match the needs of applications within the target markets of design automation, measurement automation, and general scientific computing. To underscore HP's commitment to lasting value, a user-installable board upgrade is available that will convert an existing HP 9000 Model 330 workstation into a Model 360.

Applications that run on the Model 330 or 350 will run without modification due to the object-code compatibility between

the Model 360 and previous Series 300 products. A major benefit of this compatibility is that solution creators need only to test their object code on the Model 360 with HP-UX 6.2 to verify operation. Since no recompilation or porting is necessary, it is expected that this process can be completed quickly and that the full complement of Series 300 software will soon be available on the Model 360.

Physical description

The Model 360 is similar to the Model 330 in that it uses the same four-slot chassis, power supply, and system interface with HP-HIL, HP-IB, RS-232-C, and a choice of ThinLan or AUI LAN connector. It supports the SRX and TurboSRX 3D graphics subsystems in addition to the standard high-resolution and medium-resolution, color and monochrome subsystems.

The new processor board includes the 25 MHz MC68030 and the 25 MHz MC68882 floating point coprocessor, an improved version of the MC68881 used in the Model 330. The memory management function now resides on the MC68030 chip with 256 bytes of on-chip cache memory. The processor board also includes 4 Mbytes of parity error-detecting RAM. This amount of RAM can be increased by the addition of either a 4-, 8-, or 12-Mbyte RAM "daughterboard" that connects directly with the processor to make a two-board sandwich. In this manner, the RAM may be increased to a maximum of 16 Mbytes. And with the high-performance coupling between the RAM and the CPU chip, performance is not compromised, even in the maximum RAM configuration.

The processor board and RAM sandwich occupies one slot, the system interface another, and the display interface a third. This arrangement allows memory expansion while preserving one DIO-II slot that remains available in the Model 360.

continued on next page

The user-installable Model 330 to 360 upgrade replaces the Model 330 processor board with the new MC68030-based processor board and 4 Mbytes RAM. It can be ordered with optional RAM up to the 16-Mbyte maximum. Users with 8-Mbyte configurations of the Model 330 can return one 4-Mbyte RAM board for a credit since only the new Model 360 RAM daughterboards can be used with the Model 360.

Coming soon is a performance-boosting MC68030 upgrade for the Model 350 that will extend the high end of the HP 9000 Series 300 family. Also watch for a faster FPA for the new MC68030-based workstations.

Ordering information

The following Model 360 products are available on the June HP Price List.

Product No.	Description
98579A	Model 360 SPU — includes 25 MHz MC68030 CPU, MC68882 float point coprocessor, 4 Mbytes RAM, system interface with HP-IB, RS-232-C, HP-HIL, DMA, and Ethernet ThinLAN or AUI connector
98589W	HP 9000 Model 360MH 2D monochrome workstation
98588W	HP 9000 Model 360CH color workstation
98587W	HP 9000 Model 360SRX 3D color workstation
98587T	HP 9000 Model 360 Turbo-SRX 3D color workstation.
98247A	HP 9000 Model 330 to 360 board upgrade
98258N	Return credit for 98258A 4 Mbytes RAM (only available with 98247A upgrade)
98267A	4 Mbytes RAM for the Model 360
982678	8 Mbytes RAM for the Model 360
98267C	12 Mbytes RAM for the Model 360 (only one of these three may be installed)

See your HP 9000 Series 300 price list for details on available options and cost.

HP 9000

Common LISP compiler now available on HP 9000 Series 300 and 800

IBUKI's Common LISP compiler is now available on HP 9000 Series 300 and 800 computers. The IBUKI product is the first LISP compiler to run on HP Precision Architecture (HP-PA).

IBUKI Common Lisp™, derived from Kyoto Common LISP, contains only about 2 Mbytes of code. Its compact size makes the IBUKI compiler very useful as a base for running LISP applications. It can also be used to develop applications and to teach LISP in computer classes.

IBUKI targets all commercial and educational accounts that are interested in artificial intelligence projects. IBUKI's aggressive discount structure for university sales includes pricing so low that separate departments within educational organizations can afford to purchase their own copies of IBUKI Common Lisp.

IBUKI's products will be available on an international basis. The software can be shipped within two weeks of being ordered.

IBUKI is anxious to work closely with application developers who want to run on IBUKI Common Lisp. For further information on the IBUKI products or LISP in general, call Richard Weyhrauch, president, at 415-961-4996 in Mountain View, California.

IBUKI Common Lisp™ is a trademark of IBUKI.

HP 9000

HP 9000 Series 200 RJE emulator obsolete August 1

Effective August 1, 1988, the HP 9000 Series 200 RJE emulator (P/N 50966A) will be obsolete. This emulator is used to provide remote job entry to IBM mainframes. Please plan accordingly for placing any last-minute orders.

HP 9000

HP 9000 Series 500 discontinuance update

The discontinuance of the HP 9000 Series 500 computer systems is officially in progress this month. As of July 1, 1988, the Model 9050-based systems have been removed from the HP Price List. These include the 9050A, 9050AM, and 9060AM. U.S. orders will be accepted until July 29, 1988, and international orders accepted as late as September 30, 1988.

Models 9020B, 9020AT, and 9050AT were removed from the price list April 1, 1988. The 9050AU is considered a component part. Series 500 component parts will remain on the price list for one year after the 9020-based systems are discontinued in early 1989.

Both the Models 9020 and 9050 computers will begin a 10-year support life cycle after discontinuance.

HP 9000

HP 9000 Series 800 technical literature update

Here's an updated list of the HP 9000 Series 800 literature available to assist your technical buyer in evaluating HP products:

- **Hardware data sheets** — communicate detailed HP 9000 product specifications on individual model and related products.
 - Series 800 Model 835 TurboSRX, P/N 5951-6813
 - Series 800 Model 825SRX and 835SRX, P/N 5951-6812
 - Series 800 Model 825CHX and 835CHX, P/N 5951-5811
 - Series 800 Model 835S and 835SE, P/N 5951-6810
 - Series 800 Model 850S, P/N 5951-6814
 - Series 800 Computer Systems Software and Communications Technical Data. P/N 5951-6819
- **Performance brief** — communicates performance measurements and answers performance questions about the HP 9000 Series 800 family of products.
 - HP 9000 Series 800 Performance Brief Update, P/N 5951-6818

Note: This item is an addendum to the HP 9000 Series 800 Performance Brief, P/N 5954-9903

▪ **Configuration guide** — communicates configuration options by defining components of the HP 9000 Series 800 system and configuration requirements.

- HP 9000 Series 800 Configuration Guide Addendum, P/N 5951-7071

Note: This item is an addendum to the HP 9000 Series 800 Configuration Guide, P/N 5953-6646

- HP 9000 Series 800 Computer Systems price list, P/N 5951-6802D for U.S. and P/N 5951-6802 for International versions.

This helpful literature is in stock at your local HP sales office. Contact your HP sales rep for copies.

Also in this issue

- 1988 Technical **Value-Added Business** Conference 1
- HP 9000 Model **825/835 HP-UX** support services 2
- Fast-start incentive for **ALLBASE/4GL** developers 2

Personal Computers

General

Video extension cables

Ever have problems with video cables not being long enough to place your monitor at a desired distance from the PC box? Do you have a floorstand PC that you would like to hide under your desk but find the video cable length too short? What about a classroom setting, where the monitor's viewing location cannot be accomplished with the standard video cable length?

HP introduces a 2-meter EGA and a 1.5-meter VGA extension cable to address these inconveniences. The following products will be listed on the July 1 HP Price List.

Product No.	Description
D1030A	EGA 2-meter video extension cable
D1184A	VGA 1.5-meter video extension cable

The EGA cable has 9-pin connectors at each end, whereas the VGA cable has the new video standard 15-pin connectors.

A VGA extension cable is being included in each PC kit for the HP Vectra RS PC, but for additional cables you can order the standalone product above.

With these products, your frustrations over video cable length limitations can be overcome.

Desktop

New MS-DOS 3.3 for the HP Vectra PC

The U.S. versions of the new MS[®]-DOS 3.3 for the HP Vectra PC is on the July 1 HP Price List. The product numbers are 45951D (for 5¹/₄-inch discs) and 45951E (for 3¹/₂-inch discs). Localized versions are planned for September 1 HP Price List.

MS-DOS 3.3 is the latest version of Microsoft's operating system for personal computers. It is a superset of MS-DOS 3.2 and is an evolutionary step in the life of MS-DOS. Enhancements include:

- Improved speed of disc file access
- Increased flexibility to support non-English languages
- Allows hard disc partitioning from within MS-DOS (HP's MS-DOS 3.2 kit has a Multi-Voluming Utility that performs the same function).
- Easier shift control between batch files

HP's MS-DOS 3.3 offers value beyond the standard MS-DOS product. HP pluses include the Personal Applications Manager, File Manager, Multiple Character Set Utilities, and support for the HP Touchscreen 710-Kbyte flexible disc format.

Orders for the HP Vectra RS/20 Power User PC (D1606B) shipped on or after July 1 (September 1 for localized systems) will include this new operating system.

The HP Vectra PC MS-DOS 3.2 products (45951BX for 5¹/₄-inch discs and 45951CX for 3¹/₂-inch discs) will be discontinued on January 1, 1989.

Affected products

New MS-DOS 3.3 versions on July 1 HP Price List	
Product No.	Country
<i>With 5¹/₄-inch discs</i>	
HP 45951D	U.S.
<i>With 3¹/₂-inch discs</i>	
HP 45951E	U.S.

Note: The localized MS-DOS versions are planned for September 1, 1988, HP Price List.

MS-DOS 3.2 versions obsolete January 1, 1989	
Product No.	Country
<i>With 5¹/₄-inch discs</i>	
HP 45951B	U.S.
HP 45951BD	Germany
HP 45951BE	Spain
HP 45951BF	France
HP 45951BH	Netherlands
HP 45951BM	Latin America
HP 45951BN	Norway
HP 45951BP	Switzerland-German
HP 45951BQ	Switzerland-French
HP 45951BS	Sweden
HP 45951BU	United Kingdom
HP 45951BW	Belgium
HP 45951BX	Finland
HP 45951BY	Denmark
HP 45951BZ	Italy
<i>With 3¹/₂-inch discs</i>	
HP 45951C	U.S.
HP 45951CD	Germany
HP 45951CE	Spain
HP 45951CF	France
HP 45951CH	Netherlands
HP 45951CM	Latin America
HP 45951CN	Norway
HP 45951CP	Switzerland-German
HP 45951CQ	Switzerland-French
HP 45951CS	Sweden
HP 45951CU	United Kingdom
HP 45951CW	Belgium
HP 45951CX	Finland
HP 45951CY	Denmark
HP 45951CZ	Italy

Microsoft[®] and MS[®]-DOS are registered trademarks of Microsoft Corporation

Desktop

Lower price on 40-Mbyte disc drive for HP Vectra PC

Effective July 1, users will pay less for an HP Vectra PC 40-Mbyte hard disc drive (P/N D1297A).

In addition, users can now add a second 40-Mbyte hard disc drive to their HP Vectra ES and RS PCs.

Desktop

Technical Reference Manual available for the HP Vectra CS PC

The HP Vectra CS PC Technical Reference Manual is now available. This comprehensive guide contains detailed technical information on the HP Vectra CS PC's hardware and system firmware. Areas covered include hardware specifications, system schematics, timing diagrams, and the BIOS programming interface.

The HP Vectra CS PC Technical Reference Manual (P/N D1100-90001) is available from HP Direct.

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

July 1988



Index for January through June 1988 issues

HP CHANNELS

Index to January through June
1988 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 January through June 1988.

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

Table of Contents

	Issue	Pg		Issue	Pg
PARTNERS WITH HP			BUSINESS COMPUTERS		
General			General		
VAB Integration Program integrating HP office products with vertical business applications	Jan		HP BRW/XL and HP BRW/V — how they work together	Feb	3
"Take the Offensive" — Commercial VAR Conference, March 13-15	Feb	1	New edition of HP BRW/V reference manual	Feb	4
TSS Executive VAB Advisory Council charter meeting	Mar	1	Language/Toolset bundles obsolete	Mar	4
VAB migration to HP Precision Architecture — a success	Apr	1	HP announces office applications on UNIX strategy	Apr	4
HP DeskManager and Information Access integration training available	May		Transact/XL: Native Mode performance for Transact applications	Apr	4
HP's tools and utilities suppliers supported through factory Foundation Software Program	Jun		New fiber-optic Interface for 900 Series HP 3000 systems	May	3
Enhanced HP policy announced for referencing value-added reseller's and software supplier's solutions	Jun	2	AL/LBASE/XL is shipping	May	3
Correction to VAB migration article	Jun	2	Performance-enhanced Resource Sharing now available	May	3
SUCCESSFUL SOLUTIONS			HP BRW/V and HP BRW/XL tutorials now available	May	5
HP LaserJet Assist Line helps solve magazine publisher's problems	Jan	2	HP Manufacturing Management II on HP-PA systems	May	5
Baan Info Systems on HP commercial UNIX systems	Apr	2	More peripherals supported on MPE XL 1.0	Jun	4
CUSTOMER SUPPORT			Small Business Computing		
General			HP 260 supports new HP 700/92 terminal		
Support Reseller Program for dealers, a new dimension in service offerings	Feb	2	New HP 2225 printer supported on the HP 260	Feb	5
HP will be at ATE&[East	May	2	The HP 260 and HP RuggedWriter printer combination	Feb	5
New HP OSI products at ENE'88	Jun	3	HP 250 upgrade offer	Mar	4
Support			45003A/45004A memory boards discontinued	Mar	4
Support structure changes for HP 3000 LAN products	Feb	2	Price Increase on HP 260 upgrade products	Mar	4
Memory support prices for low- and mid-range HP 3000s eliminated	Feb	2	Introducing the HP 260 StarterPack and HP 260 PowerPack	May	6
Update services for OfficeShare III	May	2	Correction to discontinuance of 45003A/45004A memory boards	May	7
Subscription services for HP Vectra PC software	May	2	New HP 260 communication channels in place	Jun	4
Training			HP 3000		
Worldwide customer service training support	Jan	4	New release of HP Financial Budgeting available	Jan	5
HP offers computer fundamentals course	Jan	4	HP 3000 Series 52A and 58A to be discontinued	Jan	5
HP offers enhanced HP LaserJet printer service training	Jan	4	Announcing information Access on 900 Series HP 3000 systems	Feb	5
HP LaserJet 2000 printer service training available	Jan	4	TDP and HP Spell available on 900 Series HP 3000 systems	Feb	6
New user courses on 900 Series HP 3000 systems	Feb	3	Reminder: price increases for high-end commercial systems	Feb	6
HP 3000 service training	Mar	3	HP 3000 LAN Link restructuring reflects new ThinLAN standard	Feb	6
HP 1000 service training	Mar	3	HP 700 terminals supported on HP 3000s	Feb	7
HP LaserJet printer service training update	Mar	4	HP 700 terminals support clarification	Mar	4
New RJE/3000 training course	Apr	4	New manual update services for HP 3000	Mar	5
New Customer Service Training registration channel	Jun	3	Introducing HP Symbolic Debugger/XL	Mar	
HP offers systems and standalone peripheral service training	Jun	3	Introducing HP C/XL	Mar	
HP LaserJet printer service training schedule update	Jun	3	HP introduces a new product line New minis at micro prices	Apr	
			Low-cost HP MICRO 3000LX/GX Datacomm Program now available	Apr	

	Issue	Pg
HP Easytime makes life easier	Apr	7
New midrange 900 Series HP 3000 systems	Apr	8
New high-end HP 3000 Series 955 provides a 50 percent performance boost over the Series 950	Apr	9
New HP 3000 systems literature	Apr	9
Introducing NS X 25 3000/V Network Link	Apr	10
Remarketed HP 3000 systems availability	Apr	11
More office products available on 900 Series HP 3000 systems	Apr	11
Selective operation of the HP 35401A with the HP 3000	Apr	13
Return credits will drop on selected WAN link products	Apr	13
HP-to-IBM networking products for 900 Series HP 3000	May	7
New upgrade credits for HP-to-IBM products on 900 Series HP 3000 systems	May	8
The HP MICRO 3000GX: an HP 260 opportunity	May	8
MPE V/E HP 3000 systems support HP Vectra CS ES and PCs	May	8
Announcing ALLBASE/4GL a powerful new 4GL for the HP 3000	Jun	4
HP 3000 MPE V/E systems support new HP 7959/63 disc drives	Jun	5
SNA Server Access/XL obsolescence	Jun	5
HP BRW/XL performance improvement — 4.6 times faster	Jun	5
TECHNICAL COMPUTERS		
General		
HP at UniForum '88	Jan	6
HP Technical VAB Conference a success	Feb	7
HP TODAY moves towards internationalization	Feb	8
EE DesignCenter new products and enhancements	Feb	9
New HP PLD Design System	Feb	9
HP EGS to coexist on HP-UX disc	Feb	10
HP EGS available on HP Vectra PC	Feb	10
ALLBASE/HP-UX enhancements	Mar	6
Reach new markets with HP TODAY	Jun	6
New Release A 02 of HP TODAY	Jun	6
HP BASIC language processor software revision history	Jun	7
Hierarchical File System for HP language processors	Jun	8
HP 1000		
Third Edition A-Series Computer Handbook available	Jan	6
PMC/1000 discontinued	Jan	6
Announcing QDM/1000 5.0	Feb	11
HP Precision Architecture/HP-UX		
Configuring a low-end HP-PA system for program development	Mar	7
HP-UX 2.0: what's new for the HP 9000 Series 800	Apr	14
HP-UX A B2.00 HP 9000 Series 800 networking enhancements	Apr	15
HP SQL/300 for HP-UX 6.0	Apr	15

HP 9000

	Issue	Pg
Price increase for 271108 and 27113A	Jan	7
56/64 Kbps option now available for direct 1/O RJE interface	Jan	7
Product structure change and BASIC 5.0 bundling for HP 9816S	Jan	
HP 9000 Models 825S and 825SRX memory price reductions	Jan	7
HP 9000 Series 800 software price increases	Jan	8
HP 9000 Model 310 to 330 trade-in program now in place	Jan	8
Announcing new HP 9000-to-IBM SNA3770 batch product	Jan	9
Announcing Network File System/9000	Jan	10
HP TODAY evaluation kit available	Jan	10
HP TODAY price increase	Jan	11
New HP 9000 Series 500 RAM configurations and options	Feb	11
HP 9000 Series 500 discontinuance plans	Feb	12
Update on open-system tools for HP 9000 Series 800	Feb	12
HP 9000 Series 500 to Model 825SRX upgrades	Feb	13
Ada on the HP 9000 Series 800	Feb	13
Ada Tools and environments	Feb	14
Standard networking for BASIC and Pascal workstations	Feb	14
Latest revision of BASIC available in ROM as well as RAM	Feb	14
HP 9000 Model 825 floating point performance triples	Mar	7
HP 9153C support on HP 9000 BASIC 5.0	Mar	8
NFS update NS-ARPA Series 300 HP-UX 6.0	Mar	8
APSE products for the HP 9000	Mar	9
FORTTRAN 77 on the HP 9000 Series 800 — update	Mar	9
HP 9000 Series 803 literature	Mar	10
HP 9000 software pricing guide correction	Mar	10
New SCSI interface	Apr	16
HP 9000 Series 300 CPU board updates	Apr	16
Correction HP 9153C support on HP 9000 BASIC 6.0	Apr	16
Overview of the new HP 9000 Series 800	May	9
Introducing two new midrange HP 9000 Series 800 systems	May	9
HP 9000 Model 850S enhancements	May	11
HP announces most powerful HP 9000 yet — the Model 855S	May	13
HP 9000 Model 825S update	May	13
Networking enhancements for HP 9000 Series 800 Release 2.0	May	13
New fiber-optic Interface for HP 9000 Series 800 systems	May	16
COBOL/HP-UX ANSI 85 new features and high performance	May	16
New HP BASIC 5.1 language processor software upgrade	May	17
New HP MAP 3.0 products	Jun	8
New HP MAP 3.0 services	Jun	9
HP announces OSI Express MAP 3.0	Jun	10
Device Interface System new software tool for plant floor communications on HP 9000 Series 800 computers	Jun	10
HP StarLAN 10 supported on HP 9000 HP-UX computers	Jun	11
HP 9000 LAN Interface flexibility improved	Jun	11
HP-UX 6.2 what's new for the HP 9000 Series 300	Jun	12

PERSONAL COMPUTERS

General

	Issue	Pg
Update on HP NewWave Developer's Conference	Feb	15
Correction: AdvanceMail on 3½-inch media	Mar	11
Updated IBM PC kit with Business System Plus	Mar	11
Using Advancemail with the HP Portable Vectra CS PC	Mar	11
More office products supported on new PCs	Mar	12
AdvanceWrite I and II discontinued	Mar	12
Announcing AdvancePrint: low-cost advanced shared printing	Apr	17
AdvancePrint replaces Print Central	Apr	17
Buy AdvancePrint with AdvanceLink and save	Apr	18
AdvanceMail update	Apr	18
HP Pascal Language Processor and new right-to-execute product	Apr	19
Don't miss out on the next Information Access release	May	17
Which version of AdvanceMail should you buy?	May	18

Portable

	Issue	Pg
Preconfigured options discontinued for HP Portable PLUS	Jan	12
HP Calculator line expands with four new products	Mar	13

Desktop

	Issue	Pg
3½-inch media available for PPC software	Jan	12
Microsoft Windows Version 2.0 now available for HP Vectra PCs	Jan	13
HP NewWave environment literature	Jan	14
HP 150/Touchscreen PC price increase	Jan	14
HP Vectra RS PC is now orderable	Feb	16
HP Vectra RS PC configurations	Feb	17
HP Vectra RS PC accessories now orderable	Feb	18
Internal tape backup for HP Vectra RS PC	Feb	18
Expanded memory for HP Vectra ES and ES/12 PCs	Feb	19
New family of Vectra Office Software packs	Feb	19
Lotus bundles new utilities with 1-2-3	Feb	20
Now available: add-on spell checking for HP Word/PC	Feb	20
New HP Vectra PC floorstand	Feb	20
ESDI drive mechanisms available for HP Vectra RS PC	Mar	14
How to order the HP Vectra PC Keyboard/DIN	Mar	14
HP Vectra PC literature update	Mar	15
HP Vectra RS PC corrections	Mar	15
ME Series 10 on the HP Vectra RS 20 PC	Apr	20
HP-HIL barcode reader now supported on HP Vectra ES and RS PCs	Apr	20
Windows/386 releases the power of the HP Vectra RS PC	Apr	21
How to order Windows/386 from HP	Apr	22
New tested products list shows compatibility of HP Vectra CS PC	Apr	22

	Issue	Pg		Issue	Pg		Issue	Pg
Terminal emulation in ROM available on HP Vectra PC	Apr	22	Standard one-year return to HP warranty on the new HP disc drives	May	22	220V/240V HP LaserJet 500 PLUS printer to be discontinued	Jun	32
ROM-based applications on the HP Vectra PC with ROM disc accessory card	Apr	23	New HP 9144A to HP 35401A trade-in program	May	22	Price Increase on HP LaserJet Series II printer	Jun	32
HP Touchscreen to HP Vectra PC software upgrade program	Apr	23	HP 79788 and 7974A obsolescence plans	Jun	20	Scanners		
Discontinuance of HP Vectra StarLAN PCs	Apr	24	Networks			Converting documents to AdvanceWrite Plus the ReadRight Way	Feb	24
New release of Executive MemoMaker/150 now available	Apr	25	ADCC sales to be restricted	Jan	16	HP ScanJet Scanner Technical Support Package available	Feb	25
New PageMaker software for the HP Vectra Publisher PC	May	18	Free HP OfficeShare upgrades	Jan	17	IBM PS/2 interface kit now available for the HP ScanJet scanner	May	24
Dual hard discs now supported on the HP Vectra ES PC	May	19	HP ThinLAN Hub configuration update	Jan	18	International OCR software now available	Jun	32
New release of HP 150 MS-DOS 3.2	May	20	HP-IB extender interconnection	Jan	18	Terminals		
New HP Vectra PC models	Jun	13	Introduc~ngHP WireTest	Feb	23	Announcing new members of HP 700 terminal family	Mar	24
Announcing OS/2 from HP OS/2 myths	Jun	14	More PC integration with HP AdvanceNet	Mar	17	Introduc~ngthe HP 700/43 fully featured ASCII terminal	Mar	24
New and improved HP Vectra RS/20 Power User PC bundle	Jun	16	New distributed application development package	Mar	18	Introduc~ngthe HP 700/44 PC terminal	Mar	25
HP ARPA Services/Vectra PC announces support of HP StarLAN 10	Jun	17	OfficeShare offers communications applications through support of NetBIOS	Mar	19	HP 700/22 terminal new keyboard localizations	Mar	25
Announc~ngvideo graphics subsystem products	Jun	17	HP OfficeShare performance improvements	Mar	20	Soft-white display added to HP 700/71 terminal	Mar	25
Obsolescence of previous HP PC video products	Jun	19	New HP OfficeShare product structure	Mar	21	HP Industrial Touch terminal 3-pak promotion	Mar	26
PERIPHERALS			HP OfficeShare free upgrade promotion	Mar	22	HP 2392A and 2394A terminal obsolescence plans	Apr	30
General			New fiber optic interbuilding link	Mar	23	HP 700/71 keyboard selection	May	24
Introduc~ngthe HP 48050A data acquisition and control unit	Feb	21	ADCC sales restricted — update	Mar	23	Now HP terminal solutions are priced even lower	May	25
Mass Storage			ARPA TCP/IP now available for HP Vectra PCs	Apr	28	Arabic now available th HP 700/92 and 700/94 terminals	Jun	32
HP introduces new 3½-inch Winchester disc drive	Jan	15	Introducing LU 6.2 API new HP to-IBM networking product	Apr	29	New barcodes reader for HP 700 terminal family	Jun	33
HP 9153C system support	Jan	15	New HP SiteWire documentation for twisted pair networks	May	22	SUPPLIES		
New 2-Mbyte microfloppy integrated with HP 9153C	Jan	16	Free upgrade to NS3000/V	May	23	Five-year warranty for new ½-inch magnetic tape	Jan	19
Discontinuance notice for personal data storage products	Jan	16	HP StarLAN 10 a new LAN link for the OfficeShare family of networking software	Jun	20	Design business forms with iPrint	Feb	25
Six new disc subsystem products	Feb	22	HP StarLAN 10 overview	Jun	22	LaserPlotter software puts HP LaserJet printers on double duty	Feb	26
New lower prices on HP disc drives	Feb	22	OpenView HP's network-management solution	Jun	24	JetPlotter software makes HP PaintJet printer "plot" in dazzling color	Feb	26
Support life on personal disc drives	Feb	22	New distributed application development package	Jun	25	JetPlotter software makes HP JetSeries printers think like plotters	Feb	26
HP 7911P/R 7912P/R 7914P/R and 7942A discontinuance	Feb	23	NetPC/RPM for PCs	Jun	25	Leather cases available for HP-17B and HP-27S calculators	Feb	27
HP 9122C new 3½-inch floppy disc drive	Mar	15	Old versions of OfficeShare products to be obsoleted	Jun	26	New cases for HP ThinkJet printers	Feb	27
HP 9122C system support	Mar	16	Plotters			Protect RS-232 data ports with surge protectors	Feb	27
HP announces new midrange disc drives	Mar	16	HP unveils new electrostatic plotters	Jun	26	HP Direct Order Phone Numbers Spring 1988 Computer Users Catalog now available	Mar	26
HP 9153/9154 disc drive discontinuance change	Mar	16	HP 7600 Series extends drafting plotter line	Jun	27	Media brochure in disc and tape drives	Mar	27
Discontinuance notice for personal data storage products	Mar	16	New line of supplies for HP electrostatic plotters	Jun	28	HP Direct order phone numbers	Mar	27
New disc subsystem features high capacity in compact package	Apr	25	Printers			New 3½-inch disc for HP 9122C stores 1.42 Mbytes of data	Apr	31
New SCSI discs join the midrange product family	Apr	26	HP LaserJet Series II printer named Printer of the Year by Datek	Jan	18	HP Direct Order Phone Numbers	Apr	31
New HP 79598 extends current midrange product offering	Apr	26	New supplies and accessories brochure replaces font catalog	Jan	19	New book helps users understand the UNIX operating system	May	25
HP 79598 and 79638 system support	Apr	26	HP proprietary software support matrix for the HP PaintJet printer	Jan	19	HP Direct Order Phone Numbers	May	25
When to choose the HP 7936 and 7937 instead of the HP 79598 or 79638	Apr	27	New font products for HP LaserJet printer family	Feb	23	HP Direct Order Phone Numbers	Jun	33
HP 9153C and 9122C support on HP 9000 BASIC 3.0 and 4.0	Apr	27	New plain-paper print cartridge for HP ThinkJet and QuietJet printers	Feb	24	CROSS-LICENSING CLASSIFIEDS		
New upgrade feature comparison between HP 9153M and HP 979638	Apr	28	Enhanced HP RuggedWriter 480 printers handle six part forms	May	23	Software Packages Available and Wanted	Jan	21
New HP-FL interface cards and disc drives	May	20	HP RuggedWriter 480 and HP 293X printers — a comparison	May	23		Feb	28
Data compression on ½-inch tape drives	May	21	Announc~ngthe HP DeskJet printer	Jun	29		Mar	28
			AdvanceWrite Plus and the new HP DeskJet printer	Jun	30		Apr	32
			HP DeskJet printer software support update	Jun	30		May	26
			Positioning the HP DeskJet printer with the HP LaserJet Series II printer	Jun	31		Jun	34

Desktop

MS-DOS 3.1 discontinued

All versions of MS-DOS[®] 3.1 for the HP Vectra PC (HP45951AX) have been removed from the June 1, 1988, HP Price List. The exception is the 45951AV (Arabic) version of MS-DOS 3.1, which will remain on the price list because it does not have an MS-DOS 3.2 or 3.3 replacement.

For users of U.S. English systems, we recommend MS-DOS 3.3 (HP 45951DX); for users of other language systems, we recommend MS-DOS 3.2 (45951Bx). MS-DOS 3.3, U.S. version, is on the July 1, 1988, HP Price List. Localized versions of MS-DOS 3.3 are planned for the September 1 price list. (See related story on MS-DOS 3.3.) MS-DOS 3.2 has been available in all localized versions since October, 1987.

The MS-DOS Programmers' Reference (HP45962A), will also become obsolete beginning with the June 1, 1988, price list because it is for programmers using MS-DOS 3.1. The replacement product is the MS-DOS 3.2 Programmers' Reference (P/N 5061-8971) and is available through HP's Direct Marketing Division (DMK).

Affected products

MS-DOS 3.1 versions obsolete June 1, 1988

Product No.	Country
HP 45951A	U.S.
HP 45951AD	Germany
HP 45951AE	Spain
HP 45951AF	France
HP 45951AH	Netherlands
HP 45951AM	Latin America
HP 45951AN	Norway
HP 45951AP	Switzerland-German
HP 45951AQ	Switzerland-French
HP 45951AS	Sweden
HP 45951AU	United Kingdom
HP 45951AW	Belgium
HP 45951AX	Finland
HP 45951AY	Denmark
HP 45951AZ	Italy
HP 45962A	MS-DOS (3.1) Programmer's Reference

Desktop

MS-Windows Development Kit discontinued

The Microsoft[®] Windows Development Kit (P/N 45943A), used by software developers to write applications to run on Windows 1.03, was removed from the June 1, 1988, HP Price List. HP now distributes Windows 2.0, which works with applications developed with the Microsoft Windows 2.0 Development Kit. Users should purchase the Windows 2.0 Development Kit directly from Microsoft.

Users who have purchased the Windows Development Kit from HP expecting it to support Windows 2.0 applications should send the card that came with the product to Microsoft. Microsoft will send ordering information for the upgrade.

Users who want to use the Windows 2.0 Development Kit with HP's version of Windows 2.0 will need a special utility. Please contact your local HP sales and service office for details.

Desktop

HP 150/Touchscreen PC discontinuance plans

The HP 150/Touchscreen PC has been HP's most successful computer to date. Introduced in 1983, the HP Touchscreen is known for its 3 $\frac{1}{2}$ -inch disc drives, built-in terminal capabilities, small footprint, ease-of-use, and touch support. The HP Touchscreen PC also introduced the popular Personal Applications Manager (PAM) found on today's HP Vectra PCs.

New technological advances and industry standards have progressed beyond the 8-MHz 8088 HP Touchscreen II PC. Due to our large installed base of HP Touchscreen PC customers, it is imperative that our long-term plans for the HP Touchscreen PC be communicated well in advance so that all users understand the plan and are not surprised.

HP will continue to manufacture the HP 150/Touchscreen II PC (P/N 45851A and all localized versions) and HP 150/Touchscreen Terminal (P/N 45850A and all localized versions) for one more year. The HP Touchscreen PC, along with many system accessories, will be removed from the HP Price List in May 1989, and will start its 10-year support life.

Even though discontinued products can no longer be purchased, note that they are still supported. However, obsolete products will be serviced on a best-efforts basis. The discontinuance schedule for the HP 150/Touchscreen PC family is summarized as follows:

Product	Discontinuance date	Obsolescence date
HP 150C/ Touchscreen II PC	1989	1999
HP 150B/ Touchscreen PC	1986	1991
HP 150A	1985	1990

HP 3000 Series 70 console

The HP 150/Touchscreen PC serves as the console for the HP 3000 Series 70. At this time, there are no plans to change consoles for the Series 70. Until further notice, continue to order an HP 150/Touchscreen PC when ordering a Series 70.

Contact your HP sales rep for more information.

Desktop

HP 150/Touchscreen PC accessories

To support the large installed base of HP Touchscreen PC users, critical components of the HP Touchscreen PC system will remain available on the HP Price List *after* HP Touchscreen PC discontinuance. These key system components will continue to be available for at least an additional six months beyond HP Touchscreen PC discontinuance, or in the case where it is used on other computer systems, even longer.

Available after HP Touchscreen PC discontinuance

- Memory boards for large spreadsheets
- MS[®]-DOS 3.2 for 3½-inch IBM 720-Kbyte compatibility
- Graphics Gallery for presentation graphics
- Hard disc drives for speed and storage
- OfficeShare for networking: ThinLAN, StarLAN 10, and Serial

HP Touchscreen PCs can still be flexibly configured to solve a variety of productive office tasks — even after discontinuance.

The following HP Touchscreen PC products and accessories (including all localized versions) are tentatively scheduled to be removed from the May, 1989, HP Price List along with the HP Touchscreen PC. Until then, these products will continue to be manufactured by HP.

Discontinued along with HP Touchscreen PC

Product No.	Description
45846A	HP 150 terminal to PC upgrade
45847A	HP 150 PC kit
45848A	HP 150 terminal kit
45849A	HP 150 SPU
45850A	HP 150 terminal
45851A	HP 150 SPU and PC kit
45637A	256-Kbyte language card
45640A	Ventel internal modem
45914A	HP-HIL interface card
45915A	HP-HIL/384-Kbyte accessory
92241A	HP-HIL cable
92951VM	Videotex cable
92951VN	Videotex cable, Dutch
45310A	Basic Programmers Library
45311A	Icon Design System
45314A	HP-Tel VTX, Term
45443A	Forms Master
45445D	MS-BASIC
45446D	MS-Compiled BASIC
45447D	MS-Pascal
45448A	MS-COBOL compiler
45449D	MS-FORTRAN
45450D	MS-GW BASIC
45919A	HP-HIL developers tool,
92248BA	BASIC cross-reference utility
45624A	MS-DOS users guide
45848-60001	HP Touchscreen II PC terminal manual
45849-60204	HP 150 programmer's reference
9123D	Dual 710-Kbyte 3½-inch flexible disc drive

Please plan your future purchases accordingly.

Also in this issue

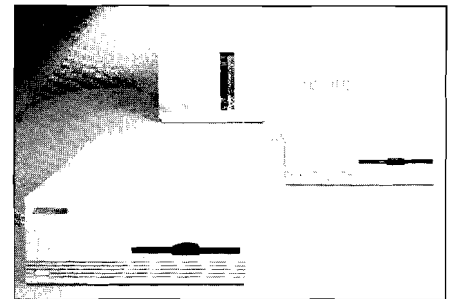
- LAN discounts for VABs* 15
- StarLAN 10 support for ARPA Services/Vectra PC* 16

Peripherals

Mass Storage

New HP 9145A high-performance ¼-inch tape drive

Hewlett-Packard has a new addition to its range of ¼-inch cartridge tape drives — the HP 9145A. The HP 9145A enhances the range of backup solutions for HP's technical and small business systems. These solutions include low cost (the HP 9144A), high performance (the HP 9145A), and high capacity (the HP 35401A).



Greater cartridge capacity saves money

The HP 9145A is aimed at backup capacities between 67 to 300 Mbytes. It can store 133 Mbytes of data on a 600 foot cartridge tape, giving real savings on cartridge and operator costs. The greater capacity has been achieved by doubling the number of recording tracks from 16 to 32. This distinguishes the HP 9145A as a 32-track tape drive, while the HP 9144A, HP 35401A, and their compatibles are 16-track tape drives.

Faster transfer rate saves time

At 3 Mbytes a minute, the HP 9145A has twice the data transfer rate of HP's 16-track cartridge tape drives. This is achieved by doubling the tape speed to 120 inches per second. As a result, the HP 9145A can back up 120 Mbytes of data, on a single 600-foot cartridge, in just 30 minutes.

Compatible tape format protects data investment

To protect your existing investment in cartridge tapes, the HP 9145A can read tapes written by HP's 16-track tape drives. These include integral disc and tape drives such as the HP 7908, HP 791X, and HP 7946. However, the HP 9145A will only *write* data to a 32-track cartridge tape.

Easy to use

Like the HP 9144A and HP 35401A, the new HP 9145A is very easy to use and does not require special conditions in which to operate. This makes all three tape drives particularly well suited to an office environment. As well as being free standing, the HP 9145A can be fitted into HP's range of system and disc cabinets.

System support

The HP 9145A will be supported on most HP 3000 and HP 9000 systems. A built-in version of the HP 9145A will be available for the HP MICRO 3000LX/GX business computers.

High reliability with new cartridge tape technology

HP is introducing a new cartridge tape technology that will be available for both 32-track and 16-track tape drives. The cartridges feature several enhancements which contribute towards greater data integrity and reliability.

New formulation of oxide = reduced signal decay

- New belt/corner rollers = increased tape speed control
- Extra tape guide = increased read and write accuracy

The HP 9145A offers other features that enhance its overall reliability, including: an enhanced front panel display, read-while-write, error correction, and an improved tape tensioning cycle.

Trade-in promotion

The HP 9145A is being introduced with a limited period trade-in promotion. Many users may have outgrown their existing HP 9144A and will be ready to trade up to an HP 9145A. The following is valid for the HP 9144A until October 31, 1988.

Trade in	Purchase
HP 9144A	HP 9145A Order HP 9144AN Opt. 002

If you require more information on the HP 9145A, or would like a copy of the new 1/4-inch tape drive family data sheet (HP lit. no. 5954-1959), contact your local HP sales rep.

Ordering information

Product No.	Description
HP 9144A	67-Mbyte 1/4-inch cartridge tape drive
HP 9145A	133-Mbyte 3/4-inch cartridge tape drive
HP 35401A	536-Mbyte 3/4-inch cartridge tape drive

Mass Storage

HP 3000 MPE V/E systems support new HP 9145A

The HP 9145A cartridge tape drive is supported on HP 3000 MPE V/E systems. The new HP 9145A 3/4-inch cartridge tape drive offers twice the data transfer rate of the HP 9144A cartridge tape drive (120 ips or 66 Kbytes/sec). Holding up to 134 Mbytes, the HP 9145A also offers twice the capacity per tape cartridge. It has the ability to read cartridges written by the HP 9144A, 35401A, and 9140A, allowing users to preserve their investment in current cartridge archives and software distribution

processes. Keeping the same package as the HP 9144A, the HP 9145A is supported in the minirack cabinet with HP MICRO 3000 systems and is well matched to MICRO 3000 systems with disc space greater than 100 Mbytes.

The HP 9145A cartridge tape drive is supported on all but one of the MPE V/E systems with the V-Delta-3 (G.03.03) operating system release. The exception is the HP MICRO 3000LX, which does not support external HP-IB devices. Maximum tape drive configurations for each system are listed below.

HP 3000 System	HP 9145A
MICRO 3000LX	0
MICRO 3000GX	7
MICRO 3000 Series 37, 37XE	2
MICRO 3000XE, Series 39, 40, 42, 42XP, 44, 48, 52, 58	4
Series 64, 68, 70	4

Mass Storage

Price reductions on new SCSI disc drives

Effective July 1, HP lowered the price of the HP 7957S (107-Mbyte capacity), 7958S (161-Mbyte capacity), and the 7959S (323-Mbyte capacity) disc drive products. These attractively priced discs are now even more competitive.

Note: The HP 795XS products are supported on the HP 9000 Models 319, 330, and 350, with HP-UX 6.0 and later operating systems.

For additional information, contact your HP sales rep.



Mass Storage

304
HP 7959B and 7963B — new 81- and 152-Mbyte disc drives

The new HP 7959B 81-Mbyte and HP 7963B 152-Mbyte 5%-inch disc drives replace the present HP 7957A (81 Mbytes) and 7958A (130 Mbytes). Now users can receive increased capacity, additional flexibility, and improved performance at a lower cost.

Flexibility

The 81-Mbyte HP 7957B is available only in the single-mechanism package as the lowest-cost solution for small systems. The 152-Mbyte disc capacity is available in either the HP 7958B (single-mechanism package) or the HP 7962B (multiple-mechanism package). Plus, a new 152-Mbyte upgrade kit (97962B) has been added to HP's product line. The addition of this upgrade kit to the product line provides a highly

flexible solution. Users who purchase either an HP 7962B (152 Mbytes) or an HP 7963B (304 Mbytes) will be able to choose additional upgrades from either the 97962B (152 Mbytes) or the 97963B (304 Mbytes).

Performance

These new products provide the same performance as the HP 7959B and 7963B, including a channel optimization feature previously available only on high-capacity disc products. The following summary characterizes some of the advantages these new products provide when compared with the performance specifications of competitors' disc products in the similar capacity range.

Competitive performance comparison (in milliseconds)

	70-80 Mbytes				130-150 Mbytes			
	HP 7957B	DEC RD-53	Sun 501A	Apollo 72 MB	HP 7958B	DEC RD-54	Sun 504A	Apollo 155 MB
Avg seek	17	30	30	30	17	30	23	28
Avg latency	8.96	8.3	8.3	8.3	8.96	8.3	8.3	8.3
Total avg access	25.96	38.3	38.3	38.3	25.96	38.3	31.3	36.3

System support

System	HP 7957B	HP 7958B	HP 7962B/97962B
HP 260 (B.09)	Yes	Yes	No
HP 1000 A-Series (5.0)	Yes	Yes	Yes
E/F-Series RTE-6 (5.0)	No	No	No
HP 3000 MPE-V (V-Delta-1)	Yes	Yes	Yes
MPE-XL	Planned	Planned	Planned
HP 9000 Series 200/300 BASIC (5.0)	Yes	Yes	Yes
Series 200/300 Pascal (3.2)	Yes	Yes	Yes
Series 300 HP-UX (6.0)	Yes	Yes	Yes
Series 500 BASIC/HP-UX SRM (3.1)	TBD	TBD	TBD
Series 800 HP-UX (2.0)	Yes	Yes	Yes

Reliability and service

The new 7957B, 7958B, and 7962B each feature the same high reliability HP users have come to expect from our disc products. These products offer automatic track sparing just like that on the HP 7959B and 7963B, and provide new low service costs that are almost half that of DEC, Sun, and Apollo.

HP offers a choice of warranty types on these products like the warranties offered on the HP 7959B and 7963B products. These products come standard with a one-year return-to-HP warranty — the same warranty offered on HP 9000 workstations. A 90-day on-site warranty is available by ordering Option W03.

System support

System support for the new disc drives is similar to the support previously announced for the HP 7959B and 7963B disc drives. The only exception is that the HP 7957B and 7958B are supported on the HP 250/260 beginning with release B.09 (with the exception of Models 4525XA and 45251B). See article on page 3 for more information about the HP 250/260 support. The HP 7958B is supported initially only as a 132-Mbyte disc rather than the 152 Mbytes available. The full 152 Mbytes will be supported in Autumn 1988. The HP 7959B, 7962B, and 7963B are not supported on the HP 250/260.

HP midrange disc drives summary

The entire HP midrange disc drive family is designed to give users exceptional reliability, solid performance, and compact packaging — all for an attractive price. The following table summarizes HP's discs in the 80 to 300-Mbyte range.

Product	Mbytes	Comments
HP 79578	81	Priced lower than HP 7957A
HP 7958B	152	Priced lower than HP 7958A, plus, the HP 7958B has more capacity
HP 7959B	304	
HP 79628	152	Priced lower than HP 7958A, plus, the HP 79628 has more capacity and room for additional mechanisms
(upgrade)	152	
HP 7963B	304	<i>also</i>
HP 979636 (upgrade)	304	<i>up to 3 in some cases</i>
SCSI discs		
HP 7957S	107	Price reduced
HP 7958S	161	Price reduced
HP 7959S	323	

The pricing of these products is very competitive against Sun and Apollo, the most aggressive price competitors in the technical workstation market. These prices compare well with Sun and Apollo at their 71- and 141-Mbyte capacities because of the higher 81- and 152-Mbyte capacities offered by Hewlett-Packard. The new disc drives' low HP service costs, high reliability, and high performance enhance the HP 9000 system solution.

If an HP system solution will grow to require more than 900 Mbytes, continue to purchase the HP 7937 product family. To obtain over 1 Gbyte of storage, twice as many spindles are required with the HP 7959B or 7963B as compared to the HP 7937. The HP 7937 disc family still offers the highest reliability in the industry with over 70,000 hours MTBF. Even if the reliability were the same on a per-spindle basis, users can expect their MTBF to be cut in half with a solution that uses twice as many spindles.

LAN discounts for VABs

Available in the U.S. only

A new, limited-time, LAN offer for value-added businesses makes teaming up with HP Business Systems Plus even more exciting. This promotion offers a great opportunity to take full advantage of HP 3000 to PC integration in providing a total integrated solution to your customer.

For a limited time, and in the U.S. only, Hewlett-Packard is offering HP StarLAN 10 at 50 percent off to our VABs for the development of integrated solutions. StarLAN 10 combined with Business System Plus provides the environment you need to develop integrated solutions that will keep you in step with industry directions and set you a step ahead of your competition.

Business Systems Plus is HP's integrated business system. It offers all of the capabilities and flexibility of Resource Sharing, Information Access, HP DeskManager and AdvanceMail, and the HP Vectra PC Office Professional Pack, in one simple software product. Business Systems Plus complements your vertical market application to create an integrated business system. It enhances the integration between the HP 3000 and PCs into a single, centrally managed system and makes LAN management easy. Business Systems Plus software is available through the VAB Integration Program. VABs committed to integrating can receive a copy at no charge, once an integration plan is submitted.

As part of our LAN Launch '88 promotion, VABs can receive this substantial discount for the development of integrated applications.

continued on next page

DISC DRIVE SELECTION GUIDE

SELECTION CRITERIA	79588	79838	7938/37	7957/8/9S
LOW ENTRY COST	■			
FUTURE GROWTH		■	■	
INDUSTRY STANDARD				■
OPEN SYSTEM REQUIRED				■
OFFICE/WORKSTATION	■	■		
DATA CENTER ENV			■	
FACTORY FLOOR ENV			■	
LESS THAN 1 GIGABYTE	■	■		
MORE THAN 1 GIGABYTE			■	
PERFORMANCE/FLEXIBILITY				
CACHE			■	
FIBER LINK			■	
LARGE TRANSFERS			■	
CONFIG FLEXIBILITY			■	

StarLAN PC Links, OfficeShare NS Services, and OfficeShare Diagnostics/Configuration are all free with the purchase of the LAN 3000 Link and StarLAN 10 Hubs at list price, when trading in an ATP or ADCC. Volume and trade discounts also apply. This discount is only available to VABs through the VAB Integration Program. Be sure your sales rep contacts the VAB Integration Program Administrator to arrange for the discount.

Here's how it works

Purchase a CPU upgrade, trade in an ATP controller, or trade in an ADCC main or extender, and purchase the LAN Launch Bundle at the following discounts:

- StarLAN PC Links — 100 percent free
- OfficeShare NS Services — 100 percent free
- OfficeShare Diag/Config — 100 percent free
- LAN 3000 Link — U.S. list price
- StarLAN 10 Hub — U.S. list price

Based on CPU, you can receive up to 30 free PC Links and OfficeShare Licenses:

- HP MICRO 3000/Series 37 — 10 free links (save \$9,840*)
- Series 4X/5X — 20 free links (save \$19,992*)
- Series 6X/7X — 30 free links (save \$29,765*)

*U.S. list prices

Once you've integrated and are prepared to sell Business Systems Plus along with your application, you can pass LAN savings onto your customers. You can provide your customers with a solution based on Hewlett-Packard's standard connectivity platform that will carry them into the future with confidence.

Value-added resellers who have integrated can qualify for the new business discounts available through LAN Launch. Buy Business Systems Plus and receive the following discounts on StarLAN 10 and OfficeShare components when purchased together:

- StarLAN 10 Vectra PC Links — 25 percent
- StarLAN 10 Hub — 25 percent
- LAN 3000 Link — 25 percent
- OfficeShare NS Services — 25 percent
- OfficeShare Diag/Config — 25 percent

Your HP sales rep has all the ordering details of this LAN Launch promotion. Volume and trade discounts also apply to both these promotions. To qualify for discounts through the VAB Integration Program, you must have submitted an integration plan. Once that's done, be sure your sales rep contacts the VAB Integration Program Administrator to arrange for the discount.

The LAN Launch '88 promotion prices are only in effect until January 31, 1989. Now is the time to make your move toward LAN and show your commitment to state-of-the-art PC integration.

Networks

StarLAN 10 support for ARPA Services/Vectra PC

HP introduces StarLAN 10 for the Advanced Research Projects Agency (ARPA) Services/Vectra PC (HP D1800A). StarLAN 10 support is on the July 1988 HP Price List with deliveries beginning shortly after July 1. This new capability enhances our PC connections by providing the de facto industry-standard ARPA protocols over an emerging standard of IEEE 802.3 or Ethernet LANS, which operate over an unshielded twisted-pair wire at 10 Mbps.

The support of StarLAN 10 with ARPA Services/Vectra PC provides users an opportunity to connect their PCs to the current cabling installed in their site (ThinLAN, ThickLAN, or StarLAN 10). Since the StarLAN 10 complies with IEEE 802.3 or Ethernet, users can still communicate to computers connected to a ThickLAN or ThinLAN coax cabling scheme through the StarLAN 10 HUB.

The addition of StarLAN 10 to the ARPA Services/Vectra PC product family has created a product change to the current ARPA ThinLAN Link/Vectra PC (HPD1801A) but the original price remains the same. The ARPA Services/Vectra PC product structure and pricing is unchanged. The new ARPA ThinLAN Link/Vectra PC product structure includes a change to the product name from ARPA ThinLAN Link/Vectra PC to ARPA LAN Link/Vectra PC, additions of options for the user to choose either ThinLAN or StarLAN 10 PC Interface, and a deletion of the option to have the customer order the software only.

The new product structure will still allow the user to order the ThinLAN PC Interface or the transport software only, along with being able to order the StarLAN 10 PC Interface. The user must still order the option for the software media type (Options AA6 or AA8). In addition, the user must order Option 100 for the ThinLAN PC Interface, Option 200 for the StarLAN 10 PC Interface, or neither option for the user who already has a PC ThinLAN or StarLAN 10 interface board and only needs the transport software.

The new product structure for ARPA LAN Link/Vectra PC (HP D1801A) is listed below.

Opt.	Description
AA6	Software on 5 1/4-inch floppy
AA8	Software on 3 1/2-inch floppy
100	ThinLAN PC interface
200	StarLAN 10 PC interface

Printers

HP 2680A toner price reduction

We have been listening to users' concerns about toner pricing for the HP 2680 laser printer and now have good news. HP Direct Marketing Division (DMK) has negotiated a toner cost reduction with the HP 2680A toner manufacturer, and we are passing these savings along to users.

Toner ordering information

Product No.	Description	Estimated no. of printed pages
92180A	12 one-kilo bags per box	300,000-400,000 pages per box

Toner disposal containers

Concerns have also been expressed about the pricing of the toner disposal containers. Although the special design and thickness requirements for the bottle have driven the manufacturing cost

up. DMK has also lowered the price of these containers. The new ordering information for the toner disposal bottles is as follows:

Product No.	Description	Estimated no. of printed pages
92181A	Box of 12 disposal containers	360,000 pages per box

The effect of these price reductions for toner and toner disposal containers is a \$5,000 to \$20,000 reduction in five-year cost of ownership (depending upon monthly print volumes and use of variable density print) for every HP 2680A user. DMK will continue to investigate ways to bring prices down further for HP 2680A consumables. If finding a source of paper stock for the HP 2680A is a concern, HP 2680A paper is available from DMK (P/N 92184A).

For further information, contact your HP sales rep.

Also in this issue

- New HP 79578 and 79588 disc drives supported on HP 260family **3**
- HP 260 supports HP DeskJet printer **3**
- New cartridge tape drive for HP MICRO 3000LX/GX **4**
- HP 3000 MPE V/E systems support HP 7980XC tape drive **4**
- HP 3000 MPE V/E systems support Asian line printer **5**
- Lower price on 40-Mbyte disc drive for HP Vectra PC **10**

Supplies

Supplies

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 (03) 895-2619 (008) 339-861 (toll-free) (0222) 2500-614/615/616
Austria	(022) 761 31 11
Belgium/Luxembourg	
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	(043) 01 640
Finland	(90) 887 2361
France	(1) 69 86 17 25
Greece	(01) 682 8811
Italy	(02) 9236 9702
Japan	
Osaka	06 300 3150
Sagamihara	0427 59 1321
Middle East/Africa	
Geneva	(022) 831 212
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 802 5111
Cap Town	(021) 537 954
Spain	(91) 637 4013 (91) 637 0011 (08) 750 2400
Sweden	(057) 31 24 91 (057) 31 24 94 (057) 31 24 95
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: AMS Series 80 to Rocky Mountain BASIC (RMB) Translator is the most automated and complete method for porting applications from the HP Series 80 computers to the newer and more powerful desktop computers. With the AMS Translator, the port can be accomplished in hours or days rather than weeks, months, or years required to manually translate the code.

This package automatically translates more than 90 percent of all Series 80 keywords including ROMs and BINARYs. Extensive documentation including a complete keyword cross reference, thorough porting instructions, and an in-depth language comparison make the conversion fast and simple. While using the AMS Translator, the user will also be learning the new language and system.

Because of the AMS Translator's capabilities to maintain unique variable names, to emulate Series 80 keywords not found in RMB, and to retain random or serial data file structures, there will be little or no manual effort to complete the translation. During the translation process, messages are sent to the printer and a disc file, identifying items that may need attention, with directions for rectifying the problem.

By using the AMS Series 80 to RMB Translator, even the most complex Series 80 programs and data can be moved to the HP 9000 or HP Vectra PC, running RMB.

Company Name: Advanced MicroSolutions

Address: 2510 Middlefield Road
Redwood City, CA 94063
U.S.A.

Phone: 415-365-9880

Telex: 6503231591 MCIUW

Contact Person: Mr. Greg Lawson

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross-Industry*

Abstract: The JMAG series is a set of nonlinear magnetic field analysis programs designed to make finite-element analyses of two-dimensional or three-dimensional static/dynamic magnetic fields induced by a permanent magnet, electric current, etc. It also enables three-dimensional dynamic field analysis with eddy currents due to changing magnetic fields or conductor motions taken into consideration.

Over 50 companies and laboratories in Japan use the JMAG to design, develop, and research.

Company Name: Japan Information Service, Ltd. (JAIS)
Toyota Central Research Labs

Address: Tokyo 3-5-12
Kita-Aoyama
Minato-Ku
Tokyo, 107
Japan

Phone: 03-475-0917 (408-447-1221, AJ O'Brien/HP)

Fax: 03-423-8966

Contact Person: AJ O'Brien, Hewlett-Packard

Type of Distributor Wanted: Software suppliers, OEMs, VARs

Geographic Coverage: U.S. distributor

Industry: *Cross industry-software development*

Abstract: The Aide-De-Camp™ software management system provides automated version control, configuration management, and software information management for software developers. The ADC system manages change across an entire software project. Software changes (cssets) are treated as logical units that can be added to or subtracted from a named base version. Cssets can include changes to any number of files and to the relationships between software entities.

The ADC system operates on a relational database containing source code files, documentation, historical records, and detailed information about the software under development. The system provides extensive on-line inquiry facilities about the software under development as well as detailed annotated source listings and off-line reports.

The ADC system can be used to develop software in any language. It enables coordinating complete software projects rather than simple file version management as in SCCS. It is inobtrusive and allows the development team to use their editors and compilers of choice.

Macro capabilities enable project teams to construct their own work environment. Powerful logical list facilities enable users to extract and operate on software entities. The ADC attribute capabilities enable users to define catapories for tagging information. With attributes, users can create tailored information-retrieval systems to access related pieces of software and/or documentation.

Company Name: Software Maintenance and Development Systems, Inc.

Address: P.O. Box 555
Concord, MA 01742
U.S.A.

Phone: 617-369-7398

Telex: 272611 SMDS UR

Contact Person: Richard Harter

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

HP Computer Support: HP 9000 Series 800 models (HP-UX)

Industry: *Long-term Healthcare*

Abstract: HMS3000 is an HP 3000-based software system designed specifically for nursing homes, extended care wings of hospitals, and convalescent centers. The software includes Accounts Receivable, Accounts Payable, Payroll, General Ledger, Patient Trust Accounting, and Medical Records. The system runs under MPE in either a timeshare or turnkey environment.

Company Name: Western Data Corporation

Address: 1200 112th Ave. C-115
Bellevue, WA 98004
U.S.A.

Phone: 206-453-1540

Contact Person: Brian Brazil

Note: Marketing rights and source available.

Geographic Coverage: U.S.

Industry: *Cross Industry*

Abstract: VCL is an emulation of VMS that implements over 60 of the commands in the Digital Command Language (DCL). VCL is available on the HP 9000 Series 300 and 800 running HP-UX, Hewlett-Packard's version of AT&T's UNIX" operating system V. Like VMS, VCL's command set is extensive and features commands such as ASSIGN, COPY, DELETE, DIFFERENCES, MAIL, SET DIRECTORY, and SPAWN. Other features of VCL are lexical functions, flow control within command files, line editing, command history, and a customizable HELP facility. VCL's lexical functions allow users access to system variables, conversion of data types, and character string manipulation. With the command files in VCL, users can create batch processes that run after hours and provide results the next day.

VCL eliminates extensive UNIX operating system training for VMS users. VMS users can convert to HP systems without having to learn UNIX commands. However, the VCL TEACH command will help users learn UNIX by displaying the equivalent UNIX command of the VMS command entered. In addition, VCL offers a PASSTHRU mode which lets users access all of the UNIX commands and utilities available, along with the VMS commands.

Abstract: EDT+ is an emulation of Digital's text editor, VAX EDT, and is available for the HP 9000 Series 300 and 800 running HP-UX. EDT+ implements all of the features in VAX EDT, including GOLD keys, keypad, nokeypad, and line mode, extended ASCII character set, user-defined keys, customizable HELP, multiple buffers, disaster recovery, macros, and file transfer capabilities. The file transfer facility allows users to upload/download files to/from the VAX while editing.

Boston Business Computing, Ltd., is a Lawrence, Massachusetts-based company that designs, sells, and supports DEC-compatible software on a wide range of MS-DOS and UNIX operating systems. Products include EDT+, VCL, and DESK EXECUTIVE, an office automation package that works with Digital's ALL-IN-Software.

Company Name: Boston Business Computing, Ltd.

Address: Riverwalk Center
360 Merrimack Street
Lawrence, MA 01843
U.S.A.

Phone: 617-683-7920

Contact Person: Edward J. Gaudet

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Manufacturing Control*

Abstract: Hoskyns UniSoft Manufacturing Control System (MCS) is one in a series of Hoskyns Modular Application Software (MAS) applications that UniSoft has migrated from the IBM mainframe environment to run under the UNIX" operating system

MAS-MCS is a closed loop MRP II (Manufacturing Resource Planning) system with net change, bucketless operation, designed to provide manufacturing management with all the information necessary to control the complete production cycle. MAS-MCS is modular in structure to allow implementation in line with any requirements.

The system can either be implemented as stand alone or combined with the proven Hoskyns Financial Control (FCS) and Sales Order Processing (SOP) to form UniSoft's powerful and flexible Integrated Business System (IBS).

Industry: *Cross Industry - decision support, financial modeling*

Abstract: UniSoft's Integrated Business System (IBS) has been developed to meet the needs of a wide range of diverse industries, combining tried and tested application software with the latest in fourth-generation techniques. This allows once-off modifications or customer-specific additions to be developed quickly, easily, and cost effectively. Its modular structure enables a selection of only those elements relevant to the requirements.

The core of IBS is the well-established MAS from Hoskyns (the U.K. subsidiary of Martin Marietta), already installed in over 500 sites worldwide, which UniSoft transferred from the IBM mainframe environment to run under a UNIX operating system with no loss of functionality. The MAS suite covers Financial Control (FCS) and Manufacturing Control (MCS) with which UniSoft has integrated Sales Order Processing (SOP), Payroll, and PRO-IV, fourth-generation language and applications generator.

Industry: *Financial Analysis*

Abstract: The Financial Control System (FCS) is one in a series of Hoskyns MAS that UniSoft has migrated to run under the UNIX operating system.

Built by special teams of accountants and technical staff, FCS was originally designed for the larger company for use on IBM mainframes but is now available with all the advantages of a UNIX operating system and with no compromises on functionality, to companies distributing systems onto smaller machines or for the smaller company on a lower budget.

MAS-MCS is both multicompany and multicurrency offering Sales, Purchase, and General Ledgers which enables both divisional and project reporting.

Company Name: UniSoft Ltd (formerly ROOT Computers Ltd)

Address: Saunderson House
Hayne Street
LONDON
EC1A 9HH

Phone: (+44) 1 606 7799

Contact Person: Joy Nunn, Manager Marketing Operations

Type of Distributor Wanted: Dealership

Geographic Coverage: Worldwide

CROSS-LICENSING CLASSIFIEDS

Industry: Community banking, individual banks, and small bank-holding companies

Abstract: First Total Systems, Inc., a Denver, Colorado-based corporation, has developed and marketed The Total Bank System™, a fully integrated commercial banking package with all standard banking applications. Major marketing activity has been in Colorado. The current installed customer base of 10 includes 7 in Colorado with 1 each in Detroit, Michigan, New York, and London, England.

Operating on the HP 3000 line, written in ANSI COBOL, and interfacing MCBA General Ledger. The Total Bank System is aimed at community banks from \$10 million to \$300 million in total assets or branch banking organizations of up to 25 branches.

The company has interest in exploring cross-licensing potential with an established HP value-added business. An active, well-staffed marketing program with bank knowledge and/or a current product offered to the banking community would be a good starting place.

Company Name: First Total Systems, Inc.

Address: 1325 South Colorado Blvd. #24
Denver, Colorado 80222
U.S.A.

Phone: 303-753-0295

Contact Person: Jim Grimsley

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: Cross Industry

Abstract: KPG Incorporated has just announced the introduction of a low-cost, add-on graphics controller for workstation dot-matrix serial or laser printers.

The new printer controller, named the PANDA, gives the user the ability to generate complex labels incorporating forms, graphics, and bar codes. Unlike software solutions, the PANDA frees the computer for other work while the printer is producing labels. It can automatically repeat print both horizontally and vertically. Jobs may be queued in its input buffer. These features were previously only available to users of large line printers.

The PANDA printer controller adds programmable features to most popular PC-compatible printers such as the HP LaserJet, IBM Proprinter, or any other printer with HP LaserJet, Okidata, or Epson printer emulations.

The PANDA makes use of the printer's maximum speed and resolution, overlapping dots to print at the density requested. Labels and forms may be designed by a user with very little computer experience.

A printer enhanced with a PANDA will print most widely used bar codes (UPC, EAN, Telepen, Interleaved 2 of 5, Code 3 of 9, and Codabar), all with or without human readable interpretation. It also prints upper and lower case letters in varying densities and 250 sizes, black on white or reversed. Its line drawing enables most form outlines to be created easily. All of these elements may be scaled and positioned independently and may be rotated through 90, 180, and 270 degrees.

Now, companies with small or occasional barcode labeling requirements can generate labels in-house using their own personal computer and printer. The PANDA printer controller brings the efficiencies of barcode labeling to the reach of even the smallest company.

The PANDA comes with KPG's own LabelGenie applications software to further enhance its flexibility and ease of use.

Abstract: New View LabelGenie uses the power of Microsoft Windows to enable users to design barcode labels, see the design, and create graphics images at the same time.

View LabelGenie is the third generation of KPG's successful LabelGenie label design and production software. It makes it possible to create almost any label or format that a user's printer can print. Labels may include fixed, variable, and duplicate data fields printed as expanded characters in a wide range of sizes and styles, bar codes, pictures, and forms.

With View LabelGenie, the designer can see an accurately scaled representation of the label on the screen as it is being designed. With a simple command, the operator can switch from designing the label to seeing the label on the screen in proportion to the way it will look when printed, and back again.

View LabelGenie actually shows the user exactly what the various fields will look like including realistic and scannable barcodes. By scaling the label to use as much of the screen as possible, even the smallest type becomes readable. View LabelGenie makes designing labels simple to learn, saves time in refining designs, and allows this work to continue while other labels are being printed.

The Windows environment offers the users of View LabelGenie many advantages. The growing number of programs being written under Windows can easily be integrated with View LabelGenie. For example, the user may select any of the CAD, graphics, or painting programs that support Windows and use it to create a logo or illustration on the screen. Once the image has been transferred to the Windows Clipboard, View LabelGenie can capture it and write it to disk. It is then available for incorporation into any label design.

View LabelGenie is compatible with the HP Vectra PC and IBM PC compatibles.

Company Name: KPG Incorporated

Address: Cosmopolitan Center, Suite 204
6075 Barfield Road
Atlanta, Georgia 30328
U.S.A.

Phone: (404) 252-7366

Facsimile: (404) 252-3561

Contact Person: Arthur Clevenger

Type of Distributor Wanted: VAR, Systems Integrator

Geographic Coverage: Worldwide

Industry: 3-D Surface Modelling, Animation, and Motion Simulation

Abstract: Creative Visual Software, Inc. (CVS), is dedicated to producing high-performance engineering graphics software designed to take advantage of the state-of-the-art hardware features of today's workstations.

This is especially true of our software running on the SRX series. We have optimized our products to take full advantage of the superior hardware features of the SRX including hardware shading, z-buffering and multiple light source implementation. For our REPLIMOVIE and VOYAGER applications, we have customized our menus to tie directly to these SRX features.

Our software is extremely powerful, yet reasonably priced and affords even the casual user the ability to create complex 3-D models and then produce wireframe or shaded animations and simulations in a very short period of time. Modelling is extremely efficient using our straightforward menus and data archiving system.

Once the models have been created with REPLICORE, they can be moved to REPLIMOVIE and VOYAGER. Animations and simulations can then be produced using our intuitive menus and replay features. This includes rotating reference frames, hinge points, and multiple camera control features. For example, a complete animation of high complexity including modelling, can be produced in two to three hours. The playback illustrates the beautiful shading and lighting effects produced by the SRX series.

Company Name: Creative Visual Software, Inc.

Address: P.O. Box 20638
San Jose, CA 95160
U.S.A.

Phone: (408) 997-1621

Contact Person: Larry Cooper

Type of Distributor Wanted: VARs, Distributors, OEMs

Geographic Coverage: Worldwide

Industry: *Software Development*

Abstract: UniPress Emacs is a powerful multiwindow, full-screen text editor. It is an entire programming application development environment that is used by programmers, technical writers, and other professionals who require both power and flexibility. UniPress Emacs includes multiple windows, 'shell' windows for executing UNIX operating system commands, and uses many windowing environments, including X-Windows. UniPress Emacs can be extended through command macros and the built-in MLisp programming language. MLisp provides looping, flow control, math and logical operations, and much more. UniPress Emacs provides programming assistance for C, Pascal, and MLisp. It checks for balanced parentheses and braces, and automatically indents and reformats code as needed. In addition, Emacs offers hundreds of other editing facilities. UniPress Emacs will run on the HP 9000 Series 300, 500, and 800. Emacs supports UNIX operating system, VMS, and OS/2.

Company Name: UniPress Software, Inc

Address: 2025 Lincoln Highway
Edison NJ 08817
U.S.A.

Phone: 201-985-8000

Contact Person: Marilyn R. Kilinski

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Software Packages Wanted

Industry: *Open*

Abstract: Tres Associates is interested in finding HP software packages to cross license and/or distribute. They are open to any application.

Company Name: Tres Associates

Address: P.O. Box 9802-231
Austin, TX 78766
U.S.A.

Phone: 512-346-0904

Contact Person: Lisa Davis-Cravens

Type of Distributor Wanted: Open

Geographic Coverage: Open

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 0000153 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*