

See Insert for News
on Sept. 20 Teleconference

Computer News

For HP Field Personnel
September 15, 1983

**Building on
Success —**

**HP 7475 6-pen
plotter joins
San Diego's
graphics family**



For Internal Use Only

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COMPUTER MARKETING GROUP

CMG Computer Marketing Group
3PP Third Party Program
CSD Computer Support Division
CSE Computer Support Europe
CSO Computer Supplies Operation
MA Major Accounts
SRO Systems Re-Marketing Operation

COMPUTER PRODUCTS GROUP

CPG Computer Products Group
BCD Boeblingen Computer Division
BEO Boeblingen Engineering Operation
CSY Computer Systems Division
DSD Data Systems Division
EPD Engineering Productivity Division
FSD Fort Collins Systems Division
YCD Yokogawa Computer Division

PERSONAL COMPUTER GROUP

PCG Personal Computer Group
GPCD Grenoble Personal Computer Division
HPPR Hewlett-Packard Puerto Rico
PCD Portable Computer Division
POD Personal Office Computer Division
PSD Personal Software Division
RTD Roseville Terminals Division
VCD Vancouver Division

BUSINESS DEVELOPMENT GROUP

BDG Business Development Group
AMD Applications Marketing Division
BGD Boeblingen General Systems Division
FSO Financial Systems Operation
GCO Guadalajara Computer Operation
IRO Information Resources Operation
MPD Manufacturing Productivity Division
OPD Office Productivity Division

INFORMATION PRODUCTS GROUP

IPG Information Products Group
BOI Boise Division
CNO Colorado Networks Operation
CPB Computer Peripherals Bristol
DMD Disc Memory Division
GLD Greeley Division
GND Grenoble Networks Division
IND Information Networks Division
RND Roseville Networks Division

INSTRUMENT GROUP

COL Colorado Springs Division
LID Loveland Instrument Division
SDD San Diego Division

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IRO vertical marketing

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Designed with business professionals in mind, the new HP 7475 six-pen plotter offers output quality, media flexibility, and low cost. See article beginning on page 20.



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GROUP UPDATE



HP invites you to Telecom 83

Fabienne Hawrylyshyn/HPSA

Hewlett-Packard will participate in the fourth world telecommunications exhibition, Telecom 83, to be held at the new exhibition and conference center in Geneva, Switzerland, from October 26 to November 1, 1983. HP welcomes visitors to its exhibit in hall 2, stand 166.

The world's largest telecommunications exhibition, Telecom 83 attracts telecommunications administrators, manufacturers, and operating agencies. It will include in its complementary activities a world book fair, a technical forum, and a film festival.

The HP exhibit will focus on the areas of telecommunications test, and computer data communications. The telecommunications instruments shown will cover voice, data, FDM, PCM, TDM, radio and computer-based systems. Our computer products will range from personal computers to large systems. These will demonstrate HP's data communications solutions and use of international standards for local and remote data networks. HP optoelectronic and microwave components relevant to the industry will also be on display.

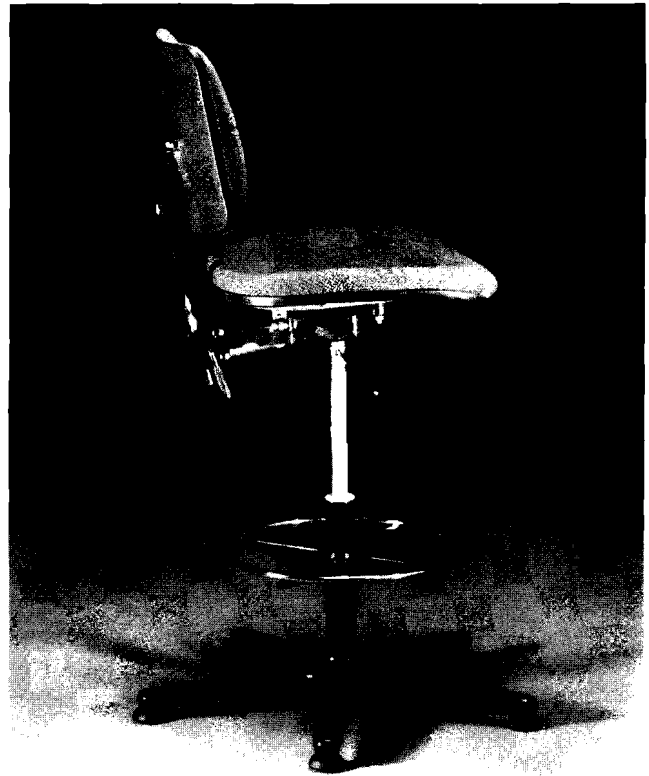
Workbench comfort from CSO

Jim Kinney/CSO

If you have customers who spend a great deal of time at CAD/CAM stations, board test stations or other workbench areas that have elevated work surfaces, CSO has an ergonomic seating solution to satisfy even the most discriminating back.

These chairs have adjustments that help keep you comfortable while you work. Four fingertip adjustments are within easy reach when seated on the workbench chair:

- *Seat height
- *Seat tilt
- *Back height
- *Back tilt



Other specifications include:

Seat:	Height	22.2-32.2 in. (564-818 mm)
	Depth	17.6 in. (447 mm)
	Width	18.9 in. (480 mm)

Chair (including back):

Height	34.9-43.8 in. (886-1111 mm)
Depth	19.5 in. (495 mm)
Width	18.9 in. (480 mm)

The chairs also include an adjustable chrome footrest, five-leg base (casters optional) and are dove blue in color.

The 92209S workbench chair is \$425 US List. The optional set of five casters (92209L) is \$35 US List.

Help your customers solve their work area seating problems with this and other ergonomic chairs shown in the Summer 83 *Computer Users Catalog*, P/N 5953-2450 (D).

Plotter carrying cases at reduced prices

Meg Weaver/CSO

Two new plotter carrying cases have just been introduced by the San Diego Division and the Computer Supplies Operation:

Part number	US List	Product P/N
07470-60001	\$ 175	7470A Plotter
07475-60001	\$ 175	7475A Plotter

Each case is designed using CSO's new "D" style with handles and a removable shoulder strap, and both are well-padded to protect the contents against impact damage.

And check out the price! Customers now get a more convenient case for less money. The 1540-0560 (US List \$300) case will still be available for 7225 users.

In addition, a dust cover for the 7475A has been introduced. The part number is 07475-60010 and the US List is \$ 15 each.

CSO DIRECT ORDER

CSO Fast Phones — the easy, direct way for customers to order supplies, accessories, media, furniture and software.

Location	Telephone Number
United States	800-538-8787
California	408-738-4133
United Kingdom	0734-792868 0734-792959
France	(6) 928 32 64
Belgium/Luxembourg	(02) 762 32 00
Switzerland	(057) 31 22 54 or 31 22 59
Canada	(514) 697 42 32
West Germany	07031-142829 07031-223133
The Netherlands	020-470639
South Africa	802-5111 53-7954 28-4178

SUPPORT

New product pricing

Barb Koeplinger/CSD

Listed here are the hardware monthly maintenance prices for new products introduced September 1:

Product	Description	SMMC	BMMC	PMMC	FMMC
2625A	Dual system display terminal	24	19	12	6
2628A	Word processing station	26	20	13	7
45605A	HP120 bundled system	38	31	22	12
7475A	Graphic plotter	N/A	N/A	14	7
7935G	Three 7935H disc drives	507	405	N/A	N/A

Field administration managers have been notified of these prices, which will appear in the November 1 price release.



SERIES 80

Series 80 utilities available from the Users' Library

Nancy Ulman/PCD

Several low-cost utility programs for Series 80 personal computers are available through the Series 80 Users' Library. These binary utilities provide a number of commands and functions that make it easy to program and control the HP-85, HP-86 and HP-87. Among them are programs that provide enhanced string manipulation, quick copying from disc to tape, enhanced CRT, cursor and keyboard control, and utilities to transfer files from a Series 80 computer to other HP desktops.

Two packages of the most popular utilities, one for the HP-85 and one for the HP-86/87 are now available from the Series 80 Users' Library. The HP-85 Binary Enhancements Pac contains 22 Binary and one BASIC program for only \$150. The package includes program documentation and a recorded tape cartridge or flexible disc (3½" or 5¼"). The Binary Utilities Package for the HP-86/87 is made up of 13 Binary programs and sells for just \$100. Documentation for each of the 13 programs and a recorded 3½" or 5¼" disc make up the package. Programs included in these packages are:

HP-85 binary enhancements	No.
Teletype Emulator (BASIC)	1190005
Polar and Rectangular	
Coordinate Conversions	6091003
Audible Beep Control	8291006
Typing Aids	8291007
Enhanced BPLLOT Capabilities	8291008
Storing and Retrieving	
Programs as Data	8291010
Sorting Groups of Elements	
of a String	8291012
Converting ROM Statements	
to Mainframe Statements	8291014
Enhanced String Manipulation	8291015
Mathematical Functions	8291017
Array Organization and	
Initialization	8291019
Programmer Control of the	
Internal CRT and Keyboard	8291021
Enhanced CRT, Cursor and	
Keyboard Control	8291023
Statistical Functions on	
an Array	8291025
Storing and Retrieving Programs	
in Standard Interchange Format	8291026
Storing and Retrieving Data in	
Standard Interchange Format	8291027
Tape Verification and	
Record Type	8291028
Retrieving HP-9845A Save	
Programs	8291029
Graphics Printhead Capabilities	8291031
Graphics Cursor	8291032
Enhanced String Input,	
Immediate Execute Keys and	
Cursor Control	8291034
Graphics Tablet Display	8391002
Copying Discs to Tapes	8991001

Binary utilities for HP-86/87

	No.
Logical Interchange Format	8291002
Storing and Retrieving Programs as Data	8291011
Sorting Groups of Elements of a String	8291013
Enhanced String Manipulation	8291016
Mathematical Functions	8291018
Array Organization and Initialization	8291020
Programmer Control of the Internal CRT and Keyboard	8291022
Enhanced CRT, Cursor and Keyboard Control	8291024
Forms/80 Binary Utilities	8291030
Graphics Cursor	8291033
Enhanced String Input and Cursor Control	8291035
Immediate Execute Keys	8291036
Graphics Tablet Display	8391003

Both the HP-85 Binary Enhancements Package and the HP-86/87 Binary Utilities Package may be purchased directly from the Series 80 Users' Library, 1000 N.E. Circle Blvd., Corvallis, OR 97330. The Library will accept cash in advance, purchase orders or orders charged to VISA or MasterCard. Customers who wish to charge their order to one of these two credit cards may phone in their order by calling Toll Free 1-800-547-3400 (503-758-1010 for Oregon, Alaska and Hawaii).

Complete descriptions of these and many other useful programs are included in the Series 80 Software Catalog. The most comprehensive guide to Series 80 software available, the catalog is full of products to help solve hundreds of computing problems. Included are descriptions of HP designed software, HP PLUS software (developed by third parties) and Series 80 Users' Library programs. The third edition of the catalog, P/N 5953-7804, is available now from HP's Computer Supplies Operation for only \$ 12.95 (list). Whether you want a total software solution or an inexpensive program to solve a specific problem, you will find what you need in the Series 80 Software Catalog.



1000 SERIES

Now your customers can buy the HP 1000 System Designer's Guide directly

Ted Proske/DSD

The HP 1000 System Designer's Guide, formerly available as DSD Sales Aid SA-307, is now the HP 92007K HP 1000 System Designer's Guide, which will appear on the October 1 CPL. In the meantime, 92007K can be ordered via HEART override. The 92007K product (US List of \$49, transfer cost of \$11.50) consists of:

- The HP 1000 System Designer's Guide, P/N 92007-90001, with collating instructions, binder spine ID card, and index tabs
- An HP binder, P/N 9282-0659.

Users who do not need the binder can order 92007K with Option 001 at a cost saving (-\$22 US List, -\$4.60 transfer cost).

Updates for the 92007K product are obtained by ordering the 92007Q HP 1000 System Designer's Guide Manual Update Service, which is on the September 1 CPL.

SA-307 is discontinued effective September 1. Orders for SA-307 that arrive at DSD after September 15 will be returned with a notice to order 92007K and 92007Q. SA-307 subscriptions in force will be honored until they expire.

HP 1000 Ordering Information now includes the HP 1000 Compatibility Matrix

Ted Proske/DSD

Because of the growing importance of EMI (RFI) qualification and other compatibility issues, we've decided to convert the HP 1000 Ordering Information for August 1 into the HP 1000 Ordering and Compatibility Information (5953-8730). Now you have both budgetary price information and what works with what information in one compact booklet.

New FCC/VDE certified HP 1000 Model 40 and 45 systems

Jim Pinsky/DSD

DSD, working with DMD, has done it! We have qualified the new Model 40 and 45 systems to meet FCC/VDE RFI standards. This was accomplished by qualifying the MAC disc family. Additionally, the MAC discs can be used with the RFI qualified Model 60 (2178C) and 65 (2179C) systems.

The new Model 40 (2176E) and 45 (2177F) are E- and F-Series based systems, respectively, housed in a 29431F steel cabinet. The 2176E and 2177F include the following options:

- 005: 50-pin terminal connector cable
- 006: 25-pin terminal connector cable
- 007: 264x terminal connector cable
- 014: Delete memory
- 015: 230V operation
- 031: Software on 7906M/MR disc cartridge
- 032: Software on 7920M disc pack
- 033: Software on 7925M disc pack
- 050: Cabinet modification for rack mounting of 7906MR disc; prerequisite is Option 031.

All the same options will be added to the 2178C and 2179C (RFI-qualified Model 60 and 65 systems).

Be careful when ordering the 7906MR disc. The 7906MR must be ordered with Option 025 for rack mounting in the 29431F steel cabinet. Also available on the system is Option 031, which gives software on the 7906MR disc cartridge and Option 050, which modifies the steel cabinet for racking the 7906MR with 7906MR Option 025. Both 7906MR Option 025 and 2176E/2177F Option 050 must be ordered to rack mount a 7906MR.

In Summary. . .

The new Model 40 and 45 systems are RFI qualified. This now gives us a complete line of RFI qualified systems.

There are new options to the RFI qualified Model 60 and 65 systems for MAC discs.

For 7906MR, order 7906MR Option 025 and 2176E/2177F Options 031 and 050.

264x terminal or mag tape is required on-site for software support.

RFI compliance for HP 1000 systems

Jim Pinsky/DSD

On October 1, 1983, RFI (Radio Frequency Interference) regulations go into effect. All systems manufactured after October 1 by DSD will comply with FCC and VDE RFI regulations and standards. However, the following are exempt from FCC standards:

- Any system in a transportation vehicle (motor vehicle or aircraft)
- An electronic control system in an industrial plant. This would include an HP 1000 system used for process or machine control, an important exception given DSD's industrial automation charter
- Industrial, commercial, or medical test equipment. This is a significant exemption, given that automatic test is a big HP 1000 application area.

Systems used for data processing, including program development and computation are not exempt and must comply with RFI standards.

There are currently four systems from DSD that do not comply. These are the 2176C, 2177C, 2178A, and 2179A, which can be purchased only by customers with exempt applications or for use in countries without RFI standards.

Customers who wish to buy non-compliant systems for use in applications that are exempt from FCC regulations must fill out a prepared form that is available through the order processing coordinators at local HP sales offices.

All computers are considered components and for these it is the customer's responsibility to insure RFI compliance of the assembled system. (At the component level, customers can buy non-HP peripherals, freeing HP of responsibility for RFI compliance of computers.) DSD encourages our customers to buy our systems so they can avoid the effort and cost of RFI testing their own configurations.

All A-Series products comply with FCC/VDE standards.

When ordering systems that comply with FCC/VDE standards, it is important to order peripherals that also comply. All HP peripherals are RFI tested with at least one HP system. However, it is important to confirm that the particular peripherals ordered comply with RFI standards on the system they are to be used with.

Our OEM compliance strategy is that HP 1000 computer systems and peripherals are tested for compliance in a configuration pursuant to FCC/VDE rules and regulations.

If an OEM requests information concerning RFI compliance of a specific configuration, DSD's policy is that all systems and peripherals manufactured after October 1, 1983 will comply with FCC and VDE RFI/EMI standards as shipped to our customers. DSD will not test nor speculate on the compliance of a specific configuration of an OEM as shipped to their customer.

In summary. . .

DSD systems comply, except 2176C, 2177C, 2178A, and 2179A. Make sure the correct peripherals and options are selected. For example, for a 12979BI/O Extender, Option 001 must be ordered, and on the 7906MR, Option 025 must be ordered.

For non-complying systems (2176C, 2177C, 2178A, 2179A), the customer needs to fill out an RFI exemption form.

OEMs have to determine their own compliance strategy. This may or may not require testing of their final configuration.

A big discount for two A-Series serial cards

Jacque Solt/RND

For a four-month period, RND will be offering the 12007A and 12042A interfaces for the A-Series computers at a 30% discount to US customers. The 12007A is a modem interface for DS-1000 and the 12042A is a programmable serial interface for use by qualified OEMs developing custom protocol interfaces. Over a year ago we introduced the 12007B and the 12042B which have replaced the A-version products. We are now selling our remaining inventory of A-products at a 30% discount over and above any purchase agreement discount that applies. The backward compatible B-products were introduced to replace the A-version and offer the following two additional capabilities:

- CCITT compatibility
- Forced cold loading of the host computer over modems.

If your customer's application requires either of these attributes, he must purchase the B-product which is not

included in this program. Because the A-products are not CCITT compatible, they cannot be sold outside the US.

Following are the terms and conditions for this discount offer. If you have any questions, please call RND Jacque Solt, Order Processing Manager, at TELNET 786-4102.

1. This offer starts on August 15, 1983, and we will stop accepting orders either on December 31, 1983, or when we run out of products.
2. This discount offer is in addition to your customer's purchase agreement discount with HP.
3. The 12007A and 12042A will not be on the CPL. All orders will be placed as HEART overrides and must be acknowledged by RND Order Processing before the customer is guaranteed delivery (in the event we sell out).
4. Quotes to customers should be contingent on stock remaining and should not commit us to accept orders after December 31, 1983.
5. The Purchase Agreement Discountable Prices are as follows:
12007A \$1550 US Price
12042A \$1400 US Price
6. Availability is two weeks until we run out.

BASIC/1000C language news

Dick Lovlien/CLL

Sales

BASIC/1000C has been on the CPL since January 1983 and in the first six months you have sold 221 copies, an average of 36 per month. That's terrific; keep up the good work!

BASIC/1000C vs Desktop BASIC

The differences between BASIC/1000C and Desktop BASIC (9835/45, 9826/36) are described in the BASIC/1000C Power Pack which your SE should have. If he/she doesn't have the Power Pack, let anyone in CLL technical support know about it.

HP 9133Disc

Recently, we discovered that the BASIC/1000C interpreter does not load on the HP 9133A Disc, nor can the compiler run on this disc because of its small size. We suggest that your customers purchase the 9133B Disc for use with BASIC/1000C.

Enhancements

We have fixed the known bugs in BASIC/1000C and are planning the following enhancements for PCO A.84:

- Updating the compiler to generate Code and Data Separation code for use with VC+ and RTE-A
- Adding support for the hierarchical file system to both the interpreter and compiler
- Providing limited matrix support to both the interpreter and compiler (no search, sort, reorder, mixed mode math operations, and relational operations)
- Updating the BASIC compiler for support of Symbolic Debug/1000.

9000 FAMILY

Multi-FORTH (32 bit) goes referenced

Al Corbett/FSD

Creative Solutions, Inc., Multi-FORTH (32 bit) version 2.00 received outstanding reviews by users. Perfect (100%) scores were common, and one enthusiastic user stated:

"The obvious positive bias is true. The 32 bit FORTH package has allowed us to do things that otherwise are just not possible. It's a natural partner to your excellent 68000-based product."

Here is a quote from a letter by another large, enthusiastic user of the Creative Solutions Multi-FORTH 32-bit product and the HP 9816:

"As you can see from my rating of Multi-FORTH on your Customer Reference Qualification, I like their product!

"To avoid the impression that this rating was done casually, I thought it best to include this note as justification.

"We have bought 5 Multi-FORTH development systems from CSI and will be purchasing the right to execute on more than 100 Model 16s. At this point we are developing an enormous software suite to run under Multi-FORTH. In view of this commitment you would appreciate that we have had a very careful look at Multi-FORTH."

Incidentally, Creative Solutions, Inc., Multi-FORTH (16-bit) version 1.03 is still available as a Distributed HP+ product.

EPN slide show available from FSD

Val Jermoluk/FSD and John Calhoun/BDG

At one time or another, you've probably spent hours trying to put together a slide show on the Series 200 and HP 9000, only to find you are lacking slides and/or information. The best solution until now was to bring customers to the factory for a visit.

Well, no more!

FSD Sales Development has created a slide show on the "Engineering Productivity Network" (EPN) covering two main topics:

- An overview of current Series 200 and HP 9000 products
- Future strategy and direction.

Included are hardware, software, languages/operating systems, and networking. The pitch is available in either 35mm slides or overheads, and is accompanied by a written script. A 35mm slide set has been sent to each US and Canada FMM, and a script copy to each US and Canada technical DM.

We plan to update this pitch at least twice a year. It should become an effective, concise and up-to-date tool to help increase your sales. Prices are:

- Overhead slides, including 15 picture overheads, floppy disc with graphics, plus script \$200 US
- 35mm slides, plus script \$50 US
- Floppy disc with graphics \$15 US

If you are interested, write to Sarah Moya, FSD, 3404 E. Harmony Road, Fort Collins, CO 80525, or call TELNET 1-226-3400. Please include your name, entity, department, account number, and address.

Field/factory teamwork leads to success

Al Sperry/BDG

How do you convince a customer that a computer other than his behemoth will do a job? How do you ward off a customer advisor who recommends the competition? How do you shorten the government procurement cycle?

Solving these problems permitted Rick Stephenson, a Houston, TX SR, to join the ranks of the top ten salespeople last May. His sale was for seven HP 9000 systems, each including the 9020B (HP-UX), two terminals, a thermal printer, and a disc — amounting to about \$105K per system after the GSA discount.

A large government agency in Rick's area was experiencing reduced engineer productivity because its complex of Univac Series 1100 computers were overloaded to the point that response time was unacceptably slow. This led to an urgent requirement for supplemental computing power, because vital current problems demanded fast answers. As an extra challenge, a competitor had convinced one of the customer's advisors that its equipment would do the job.

Rick decided the HP 9000 was the system to do the job, so working together with Patti Horwitz, DM for Houston South, he put together a sales strategy. First, he invited top management to an executive luncheon that Paul Ely hosted during Productivity '83 in Houston. This confirmed HP's commitment to the individual engineering workstation concept, and reinforced HP's strategy of distributed data processing, which Rick had been discussing with all management levels in the agency.

Next, he talked to our factory people at Fort Collins. Pete Hamilton flew down to Houston, along with FSD's Carl Freund, to give an impressive presentation on the HP 9000. This presentation, plus the factory team's ability to address detailed questions on implementation of an engineering workstation network via a synthetic benchmark to check out the HP 9000's (HP-UX) capability.

The benchmark was run in Fort Collins on several different HP 9000 configurations. The tests showed the HP 9000 was indeed capable of handling the huge computation load and producing precise answers in record

Technical Computers

time; the customer was convinced the HP 9000 could do the job! In late April they initiated the purchase of the seven prototype systems.

Several factors helped to shorten this procurement cycle, normally 18 months from bid request to delivery:

- Top management was sold on HP's EPN philosophy and supported this procurement
- All management levels recognized the requirement for additional computing power
- Acceptance by all technical advisors that the HP 9000 could do the job.

Consequently, the contract was placed fast enough that we expect to have the seventh system delivered and on line before you read this!

Rick credits our factory people who were involved, as well as Joshua Rosenberg, Houston Systems Engineer, for helping clinch the sale. This is another example of how field/factory teamwork pays!

AbraCADabra in Jeddah!

Francesco Minozzi/BDG-Europe

Hewlett-Packard's concept of CAE workstations was presented to the Arab world during the first Saudi Engineering Exhibition, held at the Jeddah Expo Center from May 14 to 19, 1983.



This exhibition, which hosted several technical computer product vendors, as well as the local engineering companies in the fields of civil engineering, road construction, chemical plant construction, and mechanical and electrical engineering, was sponsored by the King Abdul Aziz University and the Jeddah municipality.

Thanks to the efforts of HPSE in Geneva, the Jeddah office computer sales manager, Guiseppe Acciai, and the Modern Electronics Establishment (MEE) of His Highness, the Prince Abdullah Al Fehisal, it was possible to present some of HP's latest technical computer products in hardware and application software.

In particular, we showed an HP 9836C-based workstation including peripherals, and the HP-DRAFT CAD software package. Eric Grandjean of POD demonstrated the HP 2700 Presentation Color Graphics Workstation. The HP 2621A Option G06 Video Display Terminal and the HP 2608S Option S21 Printer, both featuring Arabic character set capabilities, also created great interest.

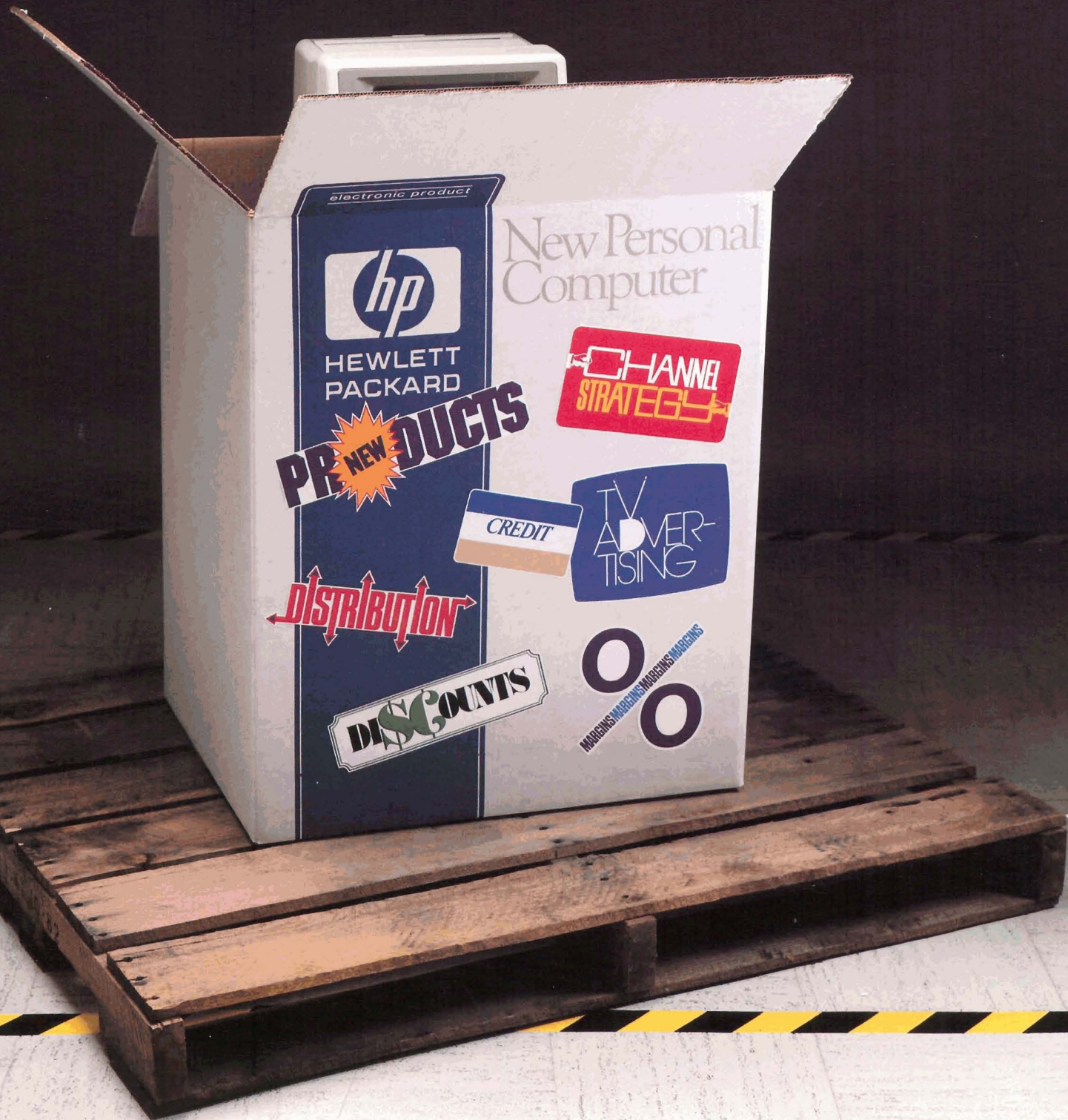
There were about 15,000 visitors at the exhibition, and this generated about 150 leads. Guiseppe Acciai, Vic Gregorian (Riyadh office computer sales manager) and I immediately followed up these leads with an extensive mailing, and by giving presentations and demos at key sites.

The use of computer technology in the Arabic world is increasing rapidly, and is accompanied by large investments in developing this technology locally. One example is an advanced plan to create a computer data network (Islaminet), linking all the Arab countries. Another is to set up a large factory for research, development, and manufacture of 32-bit computers.

Naturally, these projects will require extensive use of the high-quality CAE hardware and software products that HP can provide, so we were happy to be able to demonstrate these products at such an important event as the first Saudi Engineering Exhibition.



PCG Reveals all at Magic '83 Teleconference



PCG reveals all at Magic '83 Teleconference

by Susan Swehosky/PCG

You'll want to stay tuned for a little bit of MAGIC at the September 20th Teleconference. We'll be telling you all about the new and exciting personal computer we'll be introducing this Fall, as well as new peripherals and software. But that's not all. We'll also be unveiling HP's aggressive new programs for both the direct and retail channels involved in selling HP personal computers. You'll want to be there for the complete scoop!

Special guests include: Cyril Yansouni, Bill Murphy, Srini Nageshwar, Alan Nonnenburg, Jim Carlson and individual product specialists to answer all

your questions regarding our new products.

The teleconference will be broadcast live to SF-02 Commercial, SF-12 and SF-22 throughout sites in the U.S. and Canada. Your local Field Marketing Manager will be getting in touch with you to relay the time and location of this event. We will be taping the entire show for distribution to ICON and European countries. If you're outside the U.S. and Canada, check with your Field Marketing manager for dates and times to see MAGIC '83.

We look forward to seeing you there!

3000 SERIES

Modem port controller now recommended on the HP 3000 Series 6X

Audrey Dickey/CSY

With the introduction of the HP Tele-Support program from CSD, we at CSY are now recommending a modem port controller be configured into a Series 64 or 68. This recommendation is for US shipments only. Systems without modem port controllers can use the DCU port to connect the Tele-Support modem when needed. However, use of the DCU port will impact the functionality of the system console. Some, but not all, of the functionality can be restored by logically transferring the system console to

another terminal. However, system status messages will be lost during the period of time that diagnostics are being run.

If this loss of console functionality is important to your customer, he or she should be strongly encouraged to include at least one modem port controller in the system configuration. However, the Tele-Support program will be supported on systems with only direct-connect ports.

466 ways to use an HP 3000

Orrin Mahoney/BDG



RUN

466 ways to use an HP3000.

...the HP 3000 series...
...the HP 3000 series...
...the HP 3000 series...

Press here.

...the HP 3000 series...
...the HP 3000 series...
...the HP 3000 series...



A new HP 3000 ad shows the range of applications software. The second in the "Back to Basics" ads for the HP 3000 describes the range of HP-supplied and 3rd Party software that is available for the HP 3000. It will run in the *Wall Street Journal*, *Forbes*, *Business Week*, *Fortune*, *Dun's*,

Harvard Business Review, *Computerworld*, *Datamation* and *Computer Decisions*. The response pieces are the HP 3000 Family Brochure and the HP Business Software Guide (HP 3000 and HP 250 Computer Systems).

Special pricing bundle for HP's word processing solution

Artie Stone/BSE

HP now has an improved solution for your customers' word processing needs. With the September 1 introduction of the HP 2687A/2688A small laser printers, the new low cost HP 2628A WORD and graphics terminal, and the 32120A HPWord word processing software, your HP 3000 customers can gain full benefit of their systems' word processing power.

To help you sell these new productivity tools into the office market, Boise, Pinewood, and RTD have put together a limited time special pricing bundle which includes the 2687A text-only, desktop laser printer, HPWord and two 2628A terminals (without graphics option).

With the special offer, your HP 3000 customers will be introduced to some of HP's strongest word processing tools, creating a whole new dimension to office productivity.

If ordered by December 31, 1983, your customers can receive 20% off the purchase price of all three products through this bundle. The collective factory base price of these products is \$23,890. But when purchasing the bundle, the factory base net price is only \$19,115. This is a savings of nearly \$5,000. Further, the discounted list price is HP Purchase Agreement discountable.

Product	F.B.P.	Special Discount	Discount F.B.P.
2687A (1)	\$12,500	\$-2,500	\$10,000
2628A (2)	6,390	-1,275	5,115
32120A (1)	5,000	-1,000	4,000
	\$23,890	\$-4,775	\$19,115

Details on how to order this bundle through HEART are being sent to you by Peter Zurcher of Corporate Marketing Services. In addition, Boise, Pinewood, and RTD will send a direct mailer to HP 3000 customers. This mailer, scheduled for distribution in October, will describe HP's new office products and will tell your customers about this price bundling offer.

We're certain your customers will want to take advantage of this dollar-saving program.

FINANCIALS

HPFA customer profile #000001

Leslie A. Kriese/FSO

Name: ***

Business Type: Aircraft services

Geographic Location: Southern California

Size: Sales of approximately \$10 million a year; parent company is a Fortune 100 company.

Reasons for purchasing HPFA: Ability to meet current needs with a growth path, customization capabilities, and ease of use. Additionally, the flexibility of HP General Ledger's reporting capabilities enable it to meet the customer's stringent reporting requirements.

Application of HPFA: Currently using HP General Ledger, HP Report Facility, and HP Interface Facility, with plans to install HP Accounts Payable. Their application is distributed across six cities, in five states, with the application installed on one site and users in a different city. They are in the process of evaluating HPMM, HPPM and SFD.

Previous System: Manual

Implementation Time: One month

Why the competition lost to HPFA: The main competition was Software International and McCormack and Dodge. After an exhaustive study by the customer, HPFA was selected for the following reasons:

1. The Single Vendor solution.
2. Customization capabilities and their associated cost and time savings.
3. The increased system flexibility which results when HP Report Facility and HP Interface Facility are used.
4. The standard interface between HP Accounts Payable and HP Accounts Receivable.
5. Its high degree of user friendliness.
6. HELP screens in the documentation.

Customer quote: "The HELP screens are excellent. They saved us a fortune in preparing our own user documentation."

Favorite computer vendor: Hewlett-Packard
HPSR: Jay Millman
HPCSR: Steve Calderwood

***For additional information on this customer, please contact Leslie Kriese at FSO 408-263-7500, ext. 5048.

HPFA judged "state-of-the-art"

Leslie A. Kriese/FSO

HPFA featured in *Small Systems World*

HPFA is a "state-of-the-art" financial system, according to a feature article in the July 1983 *Small Systems World*. The article, "Taking the Plunge: Is it time to retire your Old Faithful financial software?" was written by a Big-8 accounting firm consultant. It discusses what features make a system state-of-the-art, what to consider when selecting a new system, when to retire an accounting system, and why minicomputers are preferable for accounting systems. HPFA and the HP 3000 are prominently featured in this article.

Reprints available

The article is a good introduction for your HPFA customers considering a new system. It will be an orderable piece of sales literature after the second week in September. Its literature number is 5953-7572. If you have any questions, please contact Leslie Kriese at FSO, 408-263-7500, ext. 5048.

A sweeter deal for HPFA customers

Leslie A. Kriese/FSO

When your customers include HP Report Facility with their HPFA purchases between now and October 31, 1983 they'll receive HP Interface Facility free. What's new is that they no longer need to take delivery of HP Report Facility by October 31, only order it!

Your customers will receive \$10,000 worth of software for only \$5,000, have a faster, easier system implementation using HP Interface Facility, and have a longer time to take advantage of this opportunity. How sweet it is! If you have any questions, please contact Leslie Kreise at FSO 408-263-7500, ext. 5048 or Wolfgang Bayer at APO.

MANUFACTURING

ASSIST orders snowball during FY'83

Juan Montermoso/AMD

After eighteen months of field experience with ASSIST for manufacturing, it's time to review the order performance of the existing ASSIST product introduced in February of 1982. During the first nine months of FY'83, over \$835,000 worth of implementation services were sold under the label of MPN-ASSIST. This is a 90% growth over the last nine months of FY'82 when ASSIST was first introduced and reflect an annualized rate of over \$1 million per year!

Over 88 requirements definitions were ordered by customers resulting in significant sales opportunities for HP's manufacturing software. Once customers were convinced on HP's manufacturing solutions, they ordered over \$663,000 worth of implementation help which included implementation team training and project assistance. While the bulk of the orders came from the four US regions (with the Neely Applications Centers leading the way), customers have also found ASSIST beneficial in Europe and Canada.

So as the new HP-ASSIST implementation service products roll out for manufacturing, office, administration, engineering, and distribution, HP will clearly have a successful base of ASSIST business to build upon. Use ASSIST to help win sales and get successful reference sites.

OFFICE SYSTEMS

HPDeskManager — the integrated office solution

Martyn Lambert/OPD

An article in the July/August edition of *The User's Group* magazine *Interact* (page 74) compared the three "Electronic mail systems" available on the HP 3000.

The report looks at electronic mail systems and so only looks at the mailing features of HPDesk. In fact many of the facilities of HPDesk that provide the core office functions are only given brief consideration.

There are several technical inaccuracies in the article, but more important is the limited context within which the products are compared. This results in the Jenny system being preferred to HPDesk.

In light of this, when you are discussing electronic mail with your customers, be sure to position HPDesk as a full function, fully networked, integrated office system.

Ask your customer these questions:

- *Do you want to connect a number of sites together?* HPDesk is a fully networked system using standard DSN/DS software.
- *Do you want to send MPE files through the network?* HPDesk allows transmission of MPE files. Other electronic mail features include progress tracking and automatic filing capability.
- *Do you want a simple word processing capability?* HPDesk is integrated with HPSlate, allowing users to create, edit, print, and of course, send, HPSlate documents directly from their *work area*.
- *Do you want a personal filing system?* A filing cabinet is provided for each user. The data base approach allows space to be optimized by the use of database pointers.
- *Do you want time management?* HPDesk's Calendar Diary provides the most up-to-date time management system available. Users are automatically notified of appointments and reminders for the day. Appointments can be attached to outgoing messages for easy meeting scheduling. Daily, weekly and monthly schedules can be listed and printed out. The system will also display your free time in any week, a very useful scheduling tool.

- *Do you use the Series 100 Personal Computer?* As well as providing true integration for the automated office within one software product, HPDesk now offers integration for the Series 100 Personal Computer through Series 100/DeskLink. This allows full utilization of HPDesk together with concurrent access to all local applications of the Series 100. This has the physical security advantages of providing local storage and printing of confidential information.

No other manufacturer offers a comparable integration product.

- *What training facilities do you want?* Comprehensive training is provided through the computer-based interactive training program which greatly encourages user confidence. The on-line HELP facility is also available at any stage when using HPDeskManager.

Product number	Price
36570A License to use HPDeskManager	\$ 10,000
36570R Right to copy	7,000
36570M Right to sub license	7,000
36573 Series 100/DeskLink Option 630	300
36573 Series 100/DeskLink Option 650	300

To summarize. . .

HPDeskManager is rich in functionality.

It is a fully networked system. (Jenny works only on a single HP 3000).

HPDeskManager has over 160 installations in North America, and is selling at the rate of over 30 trade orders per month.

HPDeskManager is the core of the Interactive Office — not just a message system.

If you have any questions or need any help in a competitive Sales Situation please contact Bill Lavigne in the Cupertino Sales Center or call me on 0101-44-344-3100, ext. 3507.

HPTelex availability change

Shirish Hardikar/OPD

The HPTelex interface unit P/N 36572A and X for the US will now have 16 weeks availability for all orders received from September (i.e., first customer installation unlikely to be before the end of December). Please advise your customers of this change.

We expect to reduce this long availability as soon as our production runs gear up for higher volumes (expected by January/February 1984). Please be patient with us! I will advise you of progress through *Computer News* and *Support Update*.

Announcing the Interactive Office Pack

Mona Matsumoto/PSD

We're pleased to announce a brand new product that is designed to help you sell our office solution for the HP 3000. The Interactive Office Pack offers the tools our office customers want in one outstanding package.

HPWord III (enhanced!) — for full function word processing with HPWord self-paced training books.

HPDeskManager — for electronic mail, basic word processing, calendar, and filing.

HPListKeeper (brand new!) — for list management and personal support.

HPEasyChart (enhanced!) — for no-experience-needed chart making.

HPMenu (enhanced!) — a simple, powerful menu interface.

HP OFFICE-ASSIST (brand new!) — implementation and end-user training for the new installation.

These products are designed for the computer novice. Simple, powerful software with the support needed to make it work! We've combined the optimal technical solution (software) with the support customized to the specific people who will be using the system. We're helping our customers to create the best office system possible.

We are giving our customers with their first purchase of The Interactive Office Pack:

- One HP 2628A terminal with graphics option (new!)
- One 7475A six pen plotter (new!)

Announcement date: September 15, 1983

Corporate Price List: October 1, 1983

Ordering information: 32114 A, \$35,000 Single Site
Copy includes free 2628A terminal with graphics, and 7475A six pen plotter with the order.

Field training manual and data sheets: Should be in your hands by the first week of October.

Here's some general competitive information that will be further detailed in the Field Training Manual that you will be receiving.

We have the strongest Interactive Office offering yet. HP offers a wide range of high power office products. With the low cost laser printers, and the rest of our products, we can beat Digital and Wang in head-to-head combat even if there is no request for data processing from the customer!

Our graphics products are better than anyone's! Digital's plotters are OEMed from another source and their new graphics products have very few users. Wang's graphics? Not even comparable to our graphics family!

Our HPDeskManager is second to none.

Combining HPListKeeper with HPWord gives us powerful list processing, mailing labels, etc.

With The Pack's system selling approach we can beat Wang's powerful word processing approach.

HP OFFICE-ASSIST, now offered for the first time, is another competitive advantage. It is designed to provide the technical and end-user support necessary for a successful office system. Wang offers Entitlement for "free" with their products — which trains fewer users and less well than OFFICE-ASSIST does. Digital offers a defined All-In-1 end-user training package that is just like part of OFFICE-ASSIST, Product Implementation Assistance. Consult your Application Center to see specifically how ASSIST can help you to win at your account.

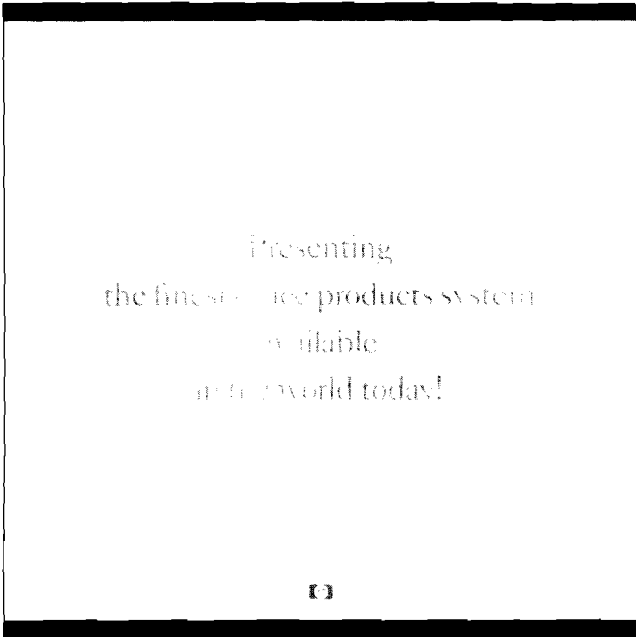
Along with the "right" combination of office products — and the necessary needs analysis, implementation, and training — we have distributed a Performance Guide to SEs, CSRs, and PSRs. This guide can be used to predict the system load from expected product usage and to configure hardware to support that system.

We've got what it takes to sell HP 3000s dedicated to office applications. Go for it!

IRO vertical marketing

Paul Sievers/IRO

IRO is proud to announce our Distribution Vertical Marketing Program. As our first market, we have chosen the Office Products Industry. With 27 sales in this industry, we have begun an extensive effort to further penetrate this market and generate sales leads. Included in this effort are a direct mail campaign (with a telemarketing follow-up in New York and New Jersey), placing ads in leading office products trade magazines, developing relationships with consultants and leaders in the Office Products Industry, and sponsoring a booth at the National Office Products Association (NOPA) trade show to be held in Chicago's McCormick Center in September.



The direct mail campaign we are conducting is something new for IRO. The flyer we are sending out was designed specifically for office product dealers. Unique to this particular mailing is the inclusion of a toll free number into Denver on the back of the flyer that dealers can use to call our office directly. We'll be sending out 3,500 of these flyers to selected dealers across the country.

As a further illustration of HP's commitment to the Office Products Industry, you'll be interested to know that we now have two full time distribution specialists that will be fielding all calls from these dealers. Paul Sievers and Lou Stover will be staffing the toll free line, answering dealer's questions and forwarding all leads to the appropriate Application Sales Representatives. We're excited about the Office Products market and its potential, and are looking forward to establishing HP as a leader in the distribution industry.



GROUP UPDATE

Introducing the Peripheral Configuration Guide

Jan Bell/IPG

The first edition of a new configuration guide focusing on peripherals has just been published. This guide contains the most up-to-date information on peripherals and is intended to be a companion piece to the Systems' Configuration Guides.

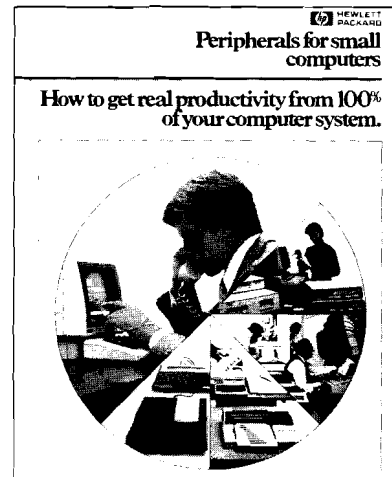
The Peripheral Configuration Guide is organized by system — Commercial Systems, Technical Systems, Personal Computers, Desktops and Terminals. Within each system section the supported peripherals are listed on an easy-to-read matrix which gives required options, cables, ROMS, etc. Appendices include additional ordering information and matrices which compare the features and benefits of the complete line of peripherals.

Five Sales Development Departments have compiled this information: Greeley Division (Workstation Discs/Tape Drives), Disc Memory Division (System Discs), Boise Division (System Printers), San Diego Division (Plotters) and Vancouver Division (Workstation Printers).

The Guide was distributed to SRs, SEs and Division/Group Sales Support personnel on September 1. If you did not receive a copy and would like one, order P/N 5953-9450 from the Literature Distribution Center in Palo Alto, CA.

"Peripherals for Small Computers" brochure

Cathy Lyons/IPG



This 12-page, full color brochure gives an overview of the HP peripherals which support HP's hand-held, portable, and personal computers. Perhaps you have already used this brochure in your sales proposals. It is a good introduction piece for management.

If you can't find any copies in your office's literature supply, order P/N 5953-3630 from Literature Distribution Center.

MASS STORAGE

HP 9895A disc drive transferred to new Guadalajara Division

Barb Bennett/GLD

On September 1, 1983, the new Guadalajara Division (GCO) will begin manufacturing of the HP 9895A 8" dual disc drive. Greeley Division will continue marketing responsibilities (marketing support, service, forecasting) for this product for the present time.

Please contact the Greeley Division with any questions or for help on this product and send your orders to Guadalajara Division (A3).

MAC disc drives meet RFI

David James/DMD

In compliance with FCC docket 20780 for computing devices, DMD has requalified the MAC family of disc drives (the 7906, 7920 and 7925) to meet RFI emission standards. This has been done in response to our customers' continued needs for these drives.

The MAC disc drives have been qualified by DMD to meet FCC requirements. HP systems divisions have qualified these products with HP-supported host systems. Any customers wanting to use these drives (specifically the 7906 MR/SR/HR) with configurations not supported by HP are responsible for their own testing.

Along with this update, product numbers of several minor products will change. New numbers will end in a D. Shipment of these products will begin this month. Affected products include:

- 12745A (12745D)
- 13013B (13013D)
- 13175B (13175D)
- 13178C (13178D)
- 13213B (13213D)
- 40019B (40019D)

Many OEM customers will be anxious to have this news because their systems may also need to qualify. If there are any questions, please contact me at DMD.

New rack slide options for HP 7906

David James/DMD

In conjunction with the RFI upgrade of the MAC family disc drives, new rack slide options will be made available for the HP 7906. (The RFI upgrade consists of changing the MAC disc drives to conform to FCC docket 20780 for computing devices. This docket applies to standalone devices and computing systems. The HP 7906 M/S/H, HP 7920 M/S/H, and HP 7925 M/S/H meet the FCC requirements for computing devices. HP systems divisions have qualified these drives with supported host configurations. The 7906 MR/SR/HR rely on their mounting enclosure to meet the FCC requirements.) DSD will be offering the HP 1000 Model 40, 45, 60 and 65 systems in the 29431F cabinet. These CPUs and the 7906MR disc drive meet the FCC requirements for computing devices when mounted in this cabinet. The 7906MR will require special rackslides to mount in the 29431F cabinet. This can be ordered as the 7906MR Option 025.

These rack slides are also offered as a standalone product, the 19510D. A 19510D consists of rack slides to mount a drive and a controller. For mounting just a 13037 controller the 13037R Option 025 is being made available as a special.

Shipment of these new rack mount products will begin in October. Please contact me at DMD if there are any questions.

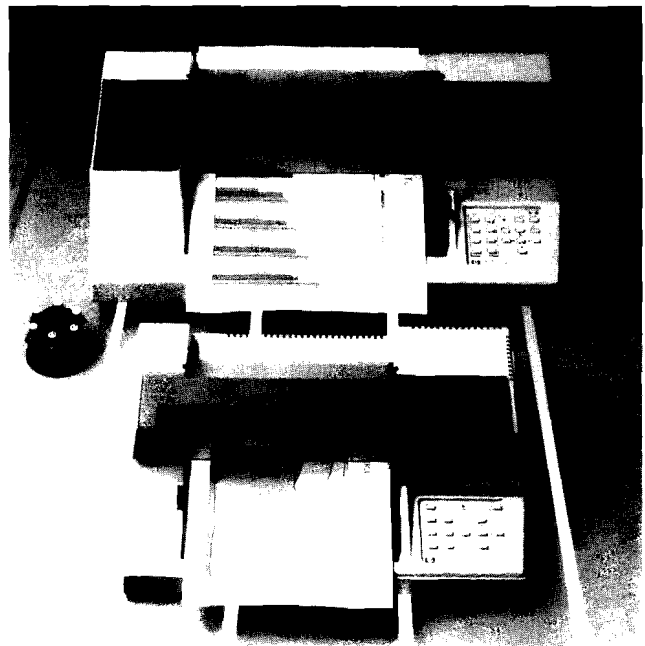
PLOTTERS

A sales-winning pair

Craig Schmidt/SDD

Prepare yourself for a graphics escalation. Two announcements from San Diego Division are about to create even more customer interest in plotters.

On September 1, we introduced the HP 7475A, a six-pen, A3/B-size plotter priced at just \$1895 (US list). At the same time, we announced a 30 percent price reduction on the popular HP 7470A two-pen, A4/A-size plotter (from \$1575 to \$1095 US list).



Now you can offer a choice of two low-cost plotting solutions — the new A3/B-size HP 7475A and the popular A4/A-size HP 7470A.

These two plotters have the quality, price, performance, and support to give you a big edge in the business graphics market — an edge your competitors don't have. Selling points are summarized in Table 1.

Table 1. Four reasons to buy the HP 7470 and HP 7475

Reasons	Selling points
Output quality	<ul style="list-style-type: none"> • Smooth lines and curves due to a resolution of 0.025 mm (0.001 in.) • Lines meet precisely to form consistently superior characters and circles, because of a repeatability of 0.1 mm (0.004 in.) • Automatic pen capping prevents pens from drying out • Pen damping protects pen tips • Fiber-tip pens come in a rainbow of colors and two widths • Paper and transparency film mean format versatility
Ease-of-use	<ul style="list-style-type: none"> • HP software and third-party software makes programming unnecessary • Intelligence features reduce the burden on a host computer and make programming easier • Front panel controls are easy to use • It's easy to interface with most HP and non-HP computers, measurement systems, and smart instruments with these interfaces: RS-232-C/CCITT V.24 (Option 001) HP-IB (IEEE 488-1978) (Option 002) HP-IL (Option 003, 7470A only)
Throughput	<ul style="list-style-type: none"> • Plots are finished rapidly due to plotting speeds of up to 38.1 cm/s (15 in./s); 2 g acceleration means top speed is reached quickly
Reliability and support	<ul style="list-style-type: none"> • Few moving parts means high reliability • Ten-year support life means customers will have a plotter they can live with — for a long time

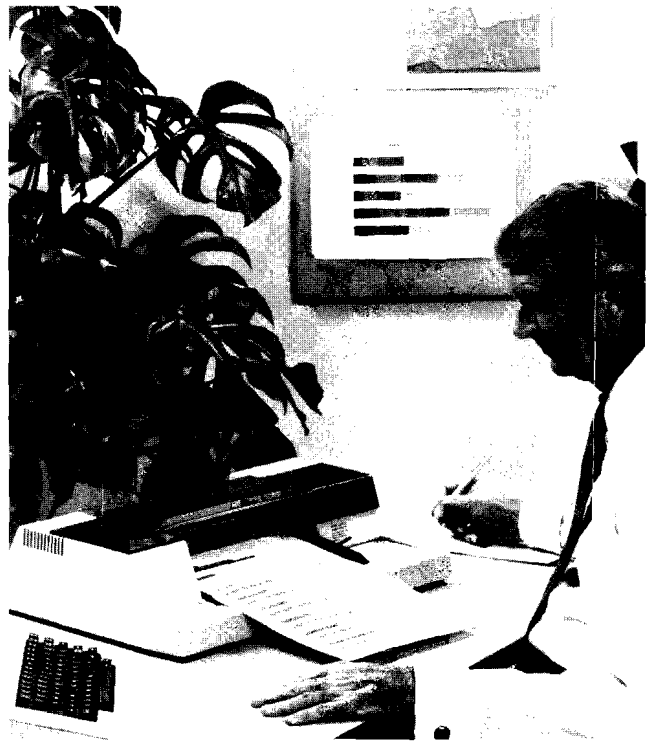
Compatibility

Both plotters are compatible with HP computers and instrumentation systems, and with personal computers from IBM, Apple, DEC, and many other manufacturers. The combination of readily available software and low purchase price will bring quality graphics within reach of a broad range of computer users. Table 2 lists plotter configurations with HP computers.

Table 2. HP computer support for HP 7470A and HP 7475A graphics plotters

Plotter interface option	Use with these computers
001 RS-232-C	HP 3000 HP 250
002 HP-IB	HP Series 80 HP Series 200 HP 125 HP 1000 HP 2647F HP 9000
003 HP-IL*	HP Series 40 HP Series 70 HP Series 80

*HP-IL available only with HP 7470A.



Designed with business professionals in mind, the new HP 7475 six-pen plotter offers output quality, media flexibility, and low cost.

HP 7475 adds new capability

Although the new 7475A is similar to the 7470A in appearance and performance, we've added several features that enhance its versatility:

- The six-pen carousel gives users a wider choice of colors and line widths without requiring manual pen changes
- The choice of two media sizes adds to a user's format flexibility
- An HP-GL area fill command simplifies programming for solid fill areas in rectangles and wedges
- Nineteen built-in character sets (including Katakana) make the 7475A a truly "universal" plotter.

Table 3 compares some of the features of the 7470A and 7475A graphics plotters.

A 12-page brochure (P/N 5953-4187) describes both plotters; it should be on your literature shelves now. Pass it out to your customers and give them a chance to get the graphics edge!

Table 3. Comparison of the HP 7470 and HP 7475 graphics plotters.

Features	HP 7475A	HP 7470A
Media sizes	Two ANSI sizes: A (8½ x 11 in.) and B (11 x 17 in.) Two ISO sizes: A4 210 x 297 mm) and A3 (297 x 420 mm)	One ANSI size: A (8½ x 11 in.) One ISO size: A4 (210 x 297 mm)
Pens	Six; programmable pen selection and automatic pen capping	Two; programmable pen selection and automatic pen capping
HP-GL instructions	More than 50 instructions	More than 40 instructions
Character sets	19 sets, including ISO European standards and Katakana	Five sets
Standard interfaces	HP-IB (IEEE 488-1978) or RS-232-C (CCITT V.24) Each plotter incorporates one permanent interface option	HP-IB (IEEE 488-1978) or RS-232-C (CCITT V.24) or HP-IL Each plotter incorporates one permanent interface option.
Technology	Both plotters use the same micor-grip drive for paper movement. Both plotters have the same high resolution, repeatability, and velocity.	

Fast-dry film and lower pen prices

Michele Hiatt/SDD

Here's some news your customers will love — a new transparency film that dries in seconds and can be handled and stacked right off the plotter. For your customers, this means presentation capability within seconds of having made the transparency. It also means faster plotting because there's no need to insert pauses in the software when plotting adjacent areas of colors.

For you, this new fast-dry film offers better performance on the plotters you sell, the potential for more dramatic system demos, and some competitive advantage. Several of our competitors have fast-dry transparency film, but most do not. Part numbers for the new film are:

Plotter	Size	P/N	Sheets/pkg	Price
7475A	A	9270-1131	50	\$50
7475A	A4	9270-1132	50	\$50
7470A	A	9270-1126	50	\$50
Flatbeds	A	9270-1128	100	\$60

Note that there are separate transparency films for the HP 7470 and the HP 7475 plotters. This is because the media-moving mechanisms are different for the two models. The transparency film is not interchangeable between the two models.

Overhead transparency kits

Your customers can also order this film in convenient kits. In addition to the transparency film, the kits include 16 pens in two line widths and seven colors packaged in convenient storage boxes with complete instructions. Part numbers for the kits are:

Plotter	Size	P/N	Sheets/kit	Price
7475A	A	5061-7580	50	\$80
7475A	A4	5061-7581	50	\$80
7470A	A	5061-7561	50	\$80
Flatbeds	A	5061-7560	100	\$95

These new transparencies and transparency kits are available effective September 1, 1983 and may be purchased through your HP sales office, a local HP dealer, or the HP toll-free telephone number. The new supply items will obsolete the original transparency film and kits. The new part numbers can be ordered beginning September 1.



Lower pen prices

Our low-cost 7470A plotter has just become even more affordable with the 30 percent price reduction. Now you can add to this low purchase cost an even lower cost of ownership. SDD's new manufacturing process has made possible the production of the same high-quality pens at significantly lower costs which we're passing on as lower pen prices (effective September 1). Compare these prices!

Package size	Paper Pens		Transparency Pens	
	Formerly	Now	Formerly	Now
5 single-color pens	\$ 7.00	\$7.00	\$10.50	\$7.00
4 multicolor pens	7.00	5.60	10.50	5.60
6 multicolor pens	10.50	8.40		

Paper pens and transparency pens now cost \$1.40 each regardless of packaging.

Manual available for HP-GL plotter language

Rich Zamler/SDD

HP-GL, the Hewlett-Packard Graphics Language, is the standard instruction set used by HP plotters (except the 7221 series which uses compacted binary). HP-GL commands consist of two-letter mnemonic instructions such as "PD" for "pen down" and "SP1" for "select pen 1." In total, there are about 70 different HP-GL instructions that allow users to control HP plotters and create graphs. Although there is much similarity among HP-GL instructions used by different plotters, there are also minor differences which can be important to programmers.

Because of these differences, we wrote the Programmer's Reference Manual (P/N 5953-4161) for HP's Family of HP-GL Plotters. The manual compares HP-GL instructions for each plotter. Areas covered include coordinate system boundaries, power-up defaults, HP-GL syntax, and character set definitions.

Who needs the manual?

Any plotter OEM, third-party software supplier, or end-user who has more than one plotter model should have this manual. It will help them write or adapt software for the different models.

These manuals should be on your literature shelves. If not, you can request copies (P/N 5953-4161) from the Literature Distribution Center in Palo Alto. The limit is five manuals per request.

Manual update for the new 7475 plotter

If you already have the manual, you can get an update for the new HP 7475A plotter by calling Pat Toth at SDD, TELNET 487-4947, or send a COMGRAM (Div. 1100).

TERMINALS

RTD introduces IBM compatibility on new HP 2625A terminal

Andrew Seligman/RTD

Also HP 2628A HPWord + Graphics Terminal . . . for a low, low price!

The new HP 2625A brings HP and IBM compatibility together in a single terminal. With HP 2622A Data Entry features on port 1, and IBM 3276 features on port 2, it offers convenience and low cost to multiple system users.

Many of our accounts use IBM or IBM-compatible mainframes, and their dream is to find one terminal to meet all of their needs. The HP 2625A fits that requirement.

There is more. A Graphics option provides HP 2623A features, and a Word Processing option provides HPWord software compatibility.

Use the HP 2625A to get a foot in the door of IBM shops, and to consolidate our position as *the* terminal supplier of our multi-system accounts.

The new HP 2628A word processing station offers HPWord compatibility for 37% less cost than its predecessor, the HP 2626W. It offers fast 19.2kbps system datacomm, and an RS-232C printer control port. Furthermore, a Graphics option is available, that allows users to run DSG 3000 and other graphics packages, and the Word + Graphics terminal still costs 25% less than the previous model!

With the HP 2628A word processing station, HP office automation has a powerful new spearhead. Word + Graphics at your customer's fingertips has become a reality.

Computer Peripherals/Price Changes

REINHARDT, HELMUT
FRANKFURT (REGION HQ)
HPGR 8300

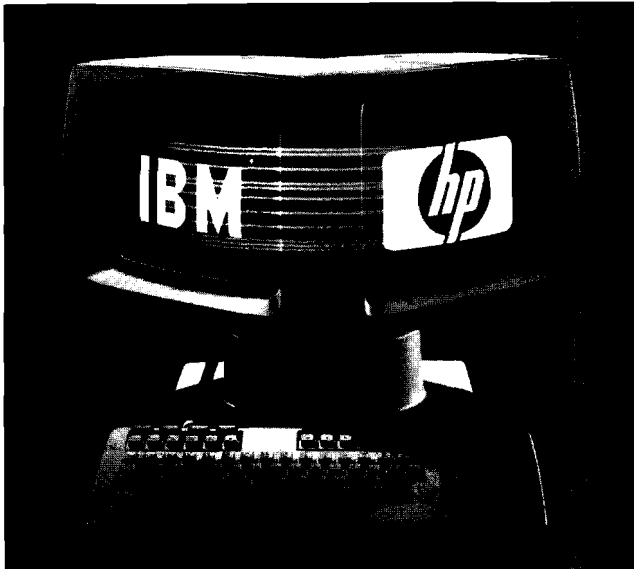
Both the HP 2625A and the HP 2628A offer:

- Smooth scrolling, for reduced eyestrain
- Eleven National Language Options, with translated function keys and error messages
- Friendly 27-line display, with status line
- VPLUS 3000 support
- Six pages of alpha-numeric memory
- Multipoint datacomm options
- HP-IB option for printer and plotter support.

Prices: (Include freight for US)

	US List
HP 2625A Dual System Terminal	\$3495
Graphics Option 523	640
HPWord Option 528	400
HP 2628A Word Processing Terminal	3195
Graphics Option 523	400

Introduction: September 1 CPL, September 20 Teleconference. First customer shipments October/November. Consignment units available now. Field Training Manuals, Data sheets and sales brochures will be mailed to you later this month.



HP 2625A Dual System Terminal

*IBM is a registered trademark of the International Business Machine Corporation.



HP 2628A Word Processing Terminal



Computer Groups price changes effective September 1, 1983

These prices, effective September 1, 1983, appear on the Corporate Price List on that date, available in your office. Prices are US List unless otherwise noted. Orders at old prices will be honored at the factories for 30 days (or 60 days in the case of government quotes, see exception, III. GSA) after the effective date of an increase. All quotations, either verbal or written, shall be made at the new prices upon the effective date of the new price list. The customer should be notified that his order will be honored at the lower price if it is received within the 30-day grace period.

Price decreases are effective immediately and in-house orders shipped 5 working days prior to the announced decrease date will be billed at the new lower price.

Product No.	Description	Current Price	New Price
22979X	RTE-A.1 UPGRADE	3,700	2,800
22979X	OPT. 001 ONE ADDL STUDENT	100	40
32912R	PM MODEL 10 SUBL	10,500	10,150
32916R	MM MODEL 30	10,500	25,200
97005X	9000 BASIC ONSTE	1,450	4,350
97005X	OPT. 001 ONE ADDL STUDENT	20	60
98305M	RTR EGS/200 VEU	6,935	7,000

