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Process of
Batch
Control

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses.

July 1987

File



HP Industrial Touch - New compact, rugged factory-Poor terminal

HP CHANNELS

Volume 6, 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.

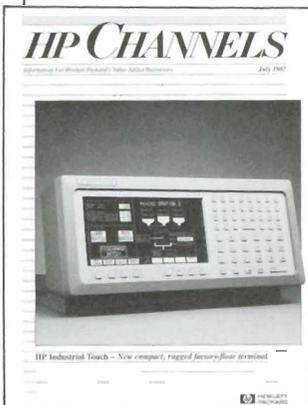
For further information on any of the products and services discussed in HP Channels, please contact your HP sales rep.

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.

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On the cover



The HP 3082A Industrial Touch terminal is a small, rugged terminal that accommodates touchscreen, barcode, and keypad input for increased ease of use in today's CIM environment. See articles beginning on page 20.

HP CHANNELS
July 1987

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Get ready for the 1987 Technical VAB Conference

by Doug Newlin, Technical Software Center

Sharing Strategies for Success



1987 MOUNTAIN RENDEZVOUS

 Technical Value Added Business Conference
Steamboat Springs, CO ■ September, 1987

Mark your calendars now for the 1987 Technical Value Added Business (VAB) Conference that will be held in Steamboat Springs, Colorado, on September 24 through 25.

HP's Technical Software Center in Fort Collins, Colorado, is putting together plans now for this year's VAB seminar which will be built around a Mountain Rendezvous theme. The rendezvous theme was chosen because of

Steamboat's scenic mountain setting and the fact that a rendezvous, or *rondy* as the old mountain men called them, was where all the trappers, hunters, and guides got together each year to swap stories, trade furs, tell tall tales, and generally have some fun before going back into the hills for another cold winter. We felt that's just what the VAB program needed – a chance for VABs and HP management to get together, share success stories, trade information, and get to know each other in a relaxed atmosphere. The conference theme statement will be "Sharing Strategies for Success."

The setting for the conference will be the Steamboat Springs Sheraton Hotel, located at the bottom of the famous Coors Silver Bullet Ski Lift on Mt. Werner. We have planned a full agenda of first-rate workshops, product reviews, program updates, and business strategy ideas. We've planned some interesting leisure and entertainment activities as well. Also, this year (for the first time) we will welcome spouses (or significant others), and will have a program of activities for them.

As more details become available, we will keep you informed. Look for a mailing in the near future and another in early August. We'll be coming to you for ideas on what you would like covered at the '87 Mountain Rendezvous in Steamboat.

Customer Support

Training

WORLDWIDE CUSTOMER SERVICE TRAINING SUPPORT

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

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

HP Customer Service Training is committed to the training needs of worldwide customers. For more information, please write to:

Hewlett-Packard Company
International Training Program
Customer Service Training
100 Mayfield Avenue, Bldg. 36UN
Mountain View, CA 94043

Training

ALLBASE/HP-UX CUSTOMER TRAINING AVAILABLE

If you have been wondering how to train on ALLBASE/HP-UX, there are now two courses available: 36217AN is for HP SQL and 36217AP is for HP IMAGE. These courses will be available through the education centers starting in July.

Later this fall, these courses will be supplemented with specific courses focused for database administrators, database engineers, application programmers, and interactive users. Watch for more information on the availability of these courses.

Training

DESKTOP PUBLISHING HARDWARE SERVICE TRAINING

HP Customer Service Training is now offering maintenance training for the HP Vectra PC, the HP LaserJet printers (2686A/D), the HP LaserJet Series II printer (33440A), and the HP ScanJet scanner (9190A).

Product No.	Description	Length (days)
05092A	Desktop Publishing Hardware Service Training	
Opt 020	HP Vectra PC (72425A)	3
Opt 023	HP LaserJet printers (2686A/D)	4
Opt 024	HP LaserJet Series II printer (33440A)	3
Opt 026	HP ScanJet scanner (9190A)	7

For more information, please contact HP's Customer Service Training at 415-691-530015905, or 800-523-0696 (in the U.S.), or 800-882-9595 (in

Training

NEW HP LASERJET 2000 PRINTER SERVICE TRAINING

HP Customer Service Training is offering a new HP LaserJet 2000 printer service training course in 1987.

The HP LaserJet 2000 printer service training course (50045A) is developed to train customer and dealer service personnel with the knowledge and skills to operate, diagnose, troubleshoot, and repair the HP LaserJet 2000 printer. The course is five days in length.

For more information, please contact HP's Customer Service Training at 415-691-530015905 or 800-523-0696 (in the U.S.), or 800-882-9595 (in California).

General

NEW SYSTEM DICTIONARY FEATURES

Two new, powerful features have been added to the System Dictionary: the ability to create compiled dictionaries, and a mergelcopy function.

Dictionaries can now be compiled into a compact, read-only file format called a "compiled dictionary." A compiled dictionary can be used by any System Dictionary application for which read-only access is sufficient. System Dictionary can access a compiled dictionary two to three times as fast as a noncompiled dictionary: a compiled dictionary also requires as little as 10 to 20 percent as much disc space.

System Dictionaries can also be merged, combining two different sets of data definitions, or updating an existing version without manually re-entering the definitions. Dictionary structure and security can also be merged along with the definitions to ensure consistency. The data definitions, structure, and security can also be copied from one System Dictionary to another residing on a different node in the network. The shared version is first compiled to minimize its size, and then sent to the remote system and merged into the System Dictionary residing there. Users can also preview the effects of merging, assessing the impact of the change prior to actual implementation.

The copy/merge and the compiled dictionary functions are included in System Dictionary beginning with UB-Delta-4 MIT. All current users will, therefore, receive the new features. The price for System Dictionary, including the new features, remains the same.

Ordering information

Product No.	Description
32254	System Dictionary
Opt 310	For HP MICRO 3000XE
Opt 320	For HP 3000 Series 39-70

Contact your HP sales rep for more information.

General

DIAGNOSTIC UTILITY SUBSYSTEM AVAILABLE ON CARTRIDGE TAPE

With more users moving toward centralized administration of distributed systems, HP has now made it possible for users to order the DUS software on cartridge tape media for HP 3000 Series 68 and 70. As you may recall, the DUS is the Diagnostic Utility Subsystem software and is used as an off-line operating system to diagnose hardware problems.

For users with remote sites who cannot invest in a tape drive, they can use Option 022 to obtain a cartridge tape version of the DUS tape. The option has been added to the HP 3000 products listed below.

Series 68	Series 70
30468A	30443A
30468B	30443B
32468CH	30444A
32468C	30444B
	32471AH
	32471A

The no-charge option can be ordered as of July 1, 1987.

Additional information may be obtained by reading the two articles published in the January 1987, issue of *HP Channels* on pages 5 and 6 entitled, "HP 3000 Series 44-70 Systems now Support HP 9144A as Cold Load Device," and "How to Obtain HP 9144A Cold Load Support on HP 3000 Series 64/68/70 Systems."

HP 3000

NS 3000/V – THE ALTERNATIVE TO DS

NS 3000/V links and services are an important part of HP's AdvanceNet strategy. With the introduction of NS Point-to-Point 3000/V link in March, HP can now provide a remote as well as local-communications alternative to DS 3000.

One part of the cost-effective alternative to DS is NS 3000/V Network Services (32344A/R). Since NS Network Services contains, as a subset, all of the DS Network Services functionality, there are minimal changes needed in programs or job streams. This also means that all of the DS link products are compatible with NS 3000/V Network Services. And because NS 3000/V Network Services provides full communication capabilities with both DS Network Services (32185A/R) and DS/3000 (32189A/R), customers can have a mixture of these services on their network. Bottom line, all customer orders for nodes on both new and existing networks should include NS 3000/V Network Services.

NS Point-to-Point 3000/V Network Link (30284A/30285A) is another piece of the solution and provides remote-communications capabilities with new



features not available on DS Point-to-Point, such as transparent routing and NetIPC for the development of distributed applications. In addition, NS Point-to-Point offers up to a 35 percent improvement in throughput over DS Point-to-Point. NS Point-to-Point 3000/V Network Link is shipping now.

For local communication capabilities, users should order HP ThinLAN (30240A) or one of HP's other local area network solutions. Users will again see an improvement in performance over that of DS Point-to-Point Direct Connect (30270A).

In previous documentation, it had been stated that there was a requirement that an NS link must be installed on a system in order to run NS 3000/V Network Services (32344A/R). This requirement has now been removed with UB-Delta-3 MIT. Therefore, users can now solely run DS links on a CPU on which NS 3000/V Network Services is installed. So, for example, users desiring X.25 communications should order NS 3000/V Network Services (32344A/R) along with the DS X.25 link (32187A).

DS 3000 price increase

Due to the many advantages of the NS family of networking products, effective July 1, 1987, prices on DS Network Services (PIN 32185A/R) and DS Point-to-Point links (30270A/

30271A) will be increased. The products affected are listed below.

Product No.	Description
32185A	DS 3000 Network Services
Opt 310	MICRO 3000, 3000XE
Opt 315	Upgrade to Series 39-70
Opt 320	Series 30-70
32185R	DS 3000 Network Services RTC
Opt 310	MICRO 3000, 3000XE
Opt 315	Upgrade to Series 39-70
Opt 320	Series 39-70
30270A	DS PT-PT Direct Connect
Opt 135	MICRO 3000, high speed
Opt 145	MICRO 3000, connect to HP 1000
Opt 190	MICRO 3000, software only
Opt 335	Series 33-42, 52, high speed
Opt 345	Series 33-42, 52, connect to HP 1000
Opt 390	Series 33-42, 52, software only
Opt 435	Series 48-70, high speed
Opt 445	Series 48-70, connect to HP 1000
Opt 490	Series 48-70, software only
30271A	DS PI-PT Modem Connect
Opt 110	MICRO 3000, sync modem
Opt 120	MICRO 3000, V 35
Opt 125	MICRO 3000, auto-call
Opt 190	MICRO 3000, software only
Opt 310	Series 73-42, 52, sync modem
Opt 315	Series 37-42, 52, 5.21
Opt 320	Series 37-42, 52, V 35
Opt 325	Series 37-42, 52, auto-call
Opt 390	Series 33-42, 52, software only
Opt 410	Series 48-70, sync modem
Opt 415	Series 48-70, 5.21
Opt 420	Series 48-70, V.35
Opt 425	Series 48-70, auto-call
Opt 490	Series 48-70, software only

HP 3000

DS TO NS POINT-TO-POINT PROMOTION

UPDATE

In conjunction with the introduction of the NS Point-to-Point 3000/V Network link, existing users of DS Point-to-Point were offered the opportunity to upgrade their link software to NS at no charge. This is a reminder that this free upgrade expires July 31, 1987. What follows is an ordering example for a user currently running DS Point-to-Point and DS Network Services on an HP 3000 Series 70 computer.

Ordering information

Product No.	Description
30285A	NS Point-to-Point 3000/V Link
Opt. D50	Upgrade from DS 3000 Point-to-Point
32344A	NS 3000/V Network Services
Opt. 321	Upgrade from US Network Services

Users currently running DS Network Services will need to upgrade to NS 3000/V Network Services as well as upgrading the link software. But remember, this free upgrade will expire on July 31, 1987, so get those orders in today.

HP 3000

DISTRIBUTED INFORMATION CENTERS: A NEW REASON TO BUY HP 3000s

Information centers are here, and they represent over a \$1 billion marketplace today. Using HP Information Access and the HP 3000, users can now get an HP information center solution. Here is a new reason for users to buy HP 3000s, peripherals, and software.

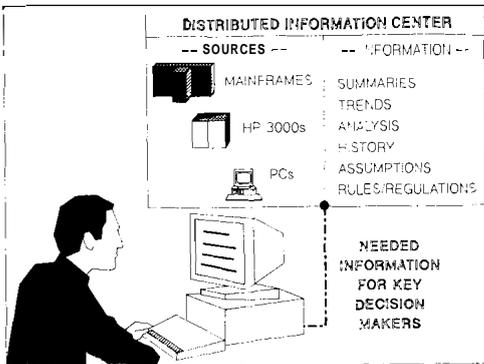
By logically pooling essential business decision information, users can create an information center. These centers offer users an information edge over their competition. Through a combination of HP Information Access, HP 3000s, and HP Vectra PCs, the customer can place vital information in the hands of those who need it, when they need it. Quicker, better-informed decisions are the result.

Users can also benefit from using HP Information Access as the key component in the information center: more effective use of people, new views of information resulting in improved usefulness, potential off loading of mainframes resources, better control of information distribution, better consistency – all these and more.

User reaction has been very positive. Much of the pain and misery of getting vital information is gone. Rather than just reading hardcopy reports and performing laborious manual tasks such as rekeying data into spreadsheets, users can select the key information they need, whether from PCs, HP 3000s, and/or IBM mainframes. Through HP Information Access, information can be reported or automatically downloaded into 1-2-3® from Lotus® spreadsheets for analysis and decision making.

What are your information center needs? Use the checklist as a guide. Get the interested parties together: departmental managers, HP 3000 MIS staff, and mainframe MIS staff. Have them determine where vital decision-making information resides, who needs the information, and in what form. Identify how HP Information Access can solve the information center

What are your information center needs? Use the checklist as a guide. Get the interested parties together: departmental managers, HP 3000 MIS staff, and mainframe MIS staff. Have them determine where vital decision-making information resides, who needs the information, and in what form. Identify how HP Information Access can solve the information center needs.



INFORMATION ACCESS INFORMATION CENTER PROSPECTING

- Do you produce reports requiring consolidation of data from different systems and departments?
- Do decision makers need vital information from PC, departmental and mainframe systems?
- Is your process of collecting information for analysis laborious and time consuming?
- Are executives concerned about not being able to view information in the context they need?
- Do you use Cullinet's Information Center Management System?
- Do you have a need for historical reporting, trend analysis, and market research?

Answer yes to 3 or more and you've got a good solid prospect; 5 + and you've got a hot one!

Checklist

For more information, contact your HP sales rep..

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Also in this issue

*HP Vectra 3000 PC
Versus ZEM, Compaq,
and Clones*

11

Technical Computers

HP Precision Architecture/HP-UX

INTRODUCING HP VISOR/HP-UX

HP Visor is a powerful, forms-driven query and report-writing tool for use with the HP SQL data model in ALLBASE/HP-UX. Designed for the nontechnical database user, HP Visor offers a friendly, menu-driven interface for accessing HP SQL data. HP Visor/HP-UX for the HP 9000 Series 800 family will be on the July 1 HP Price List.

HP Visor is comprised of three integrated modules: EZAccess, EZReport, and SQLAccess. The EZ modules guide less-sophisticated users through the task of abstracting and reporting information from a database without the need for prior knowledge of database structure and content. Interactive SQL (ISQL) included with ALLBASE/HP-UX is a powerful programmer query tool that does not always match up well with the needs of users who may not have a good understanding of database technology. With the introduction of HP Visor, there is now a complementary tool to ISQL that can meet a broader range of end-user requirements.

HP Visor is designed to facilitate intramodule information exchange. Information generated through EZAccess can be easily fed to EZReport for terminal or hardcopy display. Users who prefer the speed and power of direct SQL commands for abstracting data may still benefit from the report writing capabilities of HP Visor by using the SQLAccess module.

As an HP product, HP Visor is not new as it is already available on HP 3000s. HP Visor/HP-UX brings identical HP Visor/V functionality to the new HP 9000 Series 800 family running under HP-UX. It will broaden and enhance the appeal of HP's information management solution for HP 9000 Series 800 processors.

HP Visor/HP-UX does not offer standalone functionality – it works only with ALLBASE/HP-UX. As with ALLBASE, there are separate product numbers by processor.

Product No.	HP 9000 processor
92533A	HP 9000 Model 825
92534A	HP 9000 Model 840
92535A	HP 9000 Model 850

HP Visor is scheduled to begin shipping in early fall.

HP Precision Architecture/HP-UX

HP 9000 SERIES 800 SOFTWARE PRODUCT STRUCTURE

The introduction of the HP 9000 Model 825 and Model 850 greatly expands the HP 9000 Series 800 family. A key element of HP Precision Architecture is scalability. All software that runs on the HP 9000 Model 840 is object-code compatible with the HP 9000 Models 825 and 850. This means that the full breadth of HP software currently available on the Model 840 will be offered on the HP 9000 Models 825 and 850.

Software pricing for the HP 9000 Model 825, 840, and 850 is processor-based which is consistent with HP 1000 A-Series pricing as well as our targeted competition. Subsystem software follow consistent price percentage step

increases. With HP 9000 Model 840 software as the base, Model 825 software will typically sell at about 65 percent of the Model 840 list price, and Model 850 software will typically sell at about 140 percent of the Model 840 list price.

As is the case for HP 9000 Model 840 software products, upgrade credits are achieved by selecting the appropriate upgrade option on the software product being ordered. Upgrade options are consistent across all HP 9000 Series 800 software and hardware. For example, selecting Option 000 will always indicate an HP 1000 E- or F-Series return credit whether you are ordering ALLBASE on the HP 9000 Model 840 or FORTRAN 77 on the Model 825. This consistency should facilitate the order processing for upgrade situations.

Please note that for software subsystems, separate product numbers are used to order a given software package depending upon the processor that is targeted for execution – Pascal on the HP 9000 Model 825 is 92444A, 92431A on the Model 840, and 92461A on the Model 850. The exception to this rule is the HP-UX operating system which follows industry-accepted user-based pricing rather than processor-based pricing. A 32-user license (92453A) costs the same and is ordered by the same product number no matter which HP 9000 Series 800 SPU it runs on. In addition to the 32-user HP-UX license (92463A) and 64-user HP-UX license (92454A), there is now an unlimited HP-UX license (92455A) on the HP Price List. The unlimited HP-UX license will not begin shipping until Release 1.1 of HP-UX is available in the fall. Contact your HP sales rep for pricing information.

HP 9000

HP 9000 SERIES 500

5.2 SUPPORTS ADA

Release 5.2 of HP-UX for the HP 9000 Series 500 is scheduled for July. The primary reason for this release is support of the upcoming Ada compiler. The Ada product consists of a validated compiler, library manager and utilities, and run-time libraries.

Other features in release

A new FORTRAN compiler with HP-15 support for Kanii

- Fsclean flag support in the file system

Commands parity with HP 9000 Series 300 HP-UX Revision 5.2

Defect fixes

- Bring <dvio.h> to HP 9000 Series 300 level

Updating device file times

Kernel-specific command maintenance

- vtune, monitor, ioconfig, and stackconfig

This release will maintain object code compatibility with previous releases. The product structure will also remain unchanged. HP systems engineers and users on support services will receive an update. Because of the compatibility with the 5.1 products, this release will simply be substituted for that revision within the current products about July 15.

This is the last scheduled release of HP-UX for the HP 9000 Series 500. As members of the HP Precision Architecture family have become available, upgrades to these products have been offered to the installed base of HP 9000 Series 500 users. This provides an attractive upgrade path and lasting value to these long-time users.

HP 9000

HP 9000 PLUS- A-PLUS PROMOTION

The very successful HP 9000 Series 200, 300, and 500 technical computers support a new printer with HP-IB interface – the HP QuietJet Plus printer (2227B). And, from June 1 through November 30, users will save money when they order an HP 9000 Series 20013001500 and an HP QuietJet printer together.

The HP QuietJet printer, introduced May 1, has one HP-IB I/O port. Beside the primary HP-IB commands, it features the secondary – or Amigo-mode – commands. It responds to parallel polling by identifying itself as an HP 2673A printer, and works in a multitasking way with Amigo-mode hosts. In addition, it has an 8-Kbyte RAM input buffer instead of the HP QuietJet Plus printer's 2-Kbyte buffer.

Because the HP QuietJet Plus printer has Amigo-mode commands and the 8-Kbyte RAM, it is an excellent local printer for scientists, engineers, and technical professionals using HP technical PCs, workstations, instrument controllers, and instruments.

In measurement automation, the wide carriage gives the user more area to log on information. The adjustable tractors allow switching from one paper width to another. And, with the single-color inkjet print cartridges, different test runs can be differentiated in red, blue, green, and black.

In design automation applications, the wide carriage, 8-Kbyte buffer, 192 dpi graphics, low noise level, and printing speed are great for local printing of working hardcopies from CAD/CAE software.

Now, how do users save money? Very easily. For each HP 9000 Series 20013001500 computer/system on an order, one HP QuietJet Plus printer on the order is entitled to a promotional adjustment of about \$100. That's one discounted printer for each host, although both must be on the same order. All normal trade discounts for end-user and OEM customers are still applicable as well as the full adjustment off the net price.

So save money, and the time spent later buying a printer, by ordering an HP 9000 computer and HP QuietJet Plus printer together.

HP 9000

MICROTRAK AND PLOTTRAK OBSCOLESCENCE

The HP 9000 MicroTrak and PlotTrak software will be removed from the HP Price List as of July 1, 1987.

The HP Integral PC/HP 9000 Series 200 single-user versions, however, will remain on the HP Price List. All other versions will be made available in our TSC software catalog as value-added channel solutions.

continued on next page

The HP 9000 product numbers listed below are included in the obsolescence.

Product No.	Description
45524H	Series 200 MicroTrak (multiuser)
45524V	Series 300 MicroTrak (single-user)
45524W	Series 300 MicroTrak (multiuser)
45524U	Series 500 MicroTrak (multiuser)
98800V	Series 300 PlotTrak (single-user)
98800W	Series 300 PlotTrak (multiuser)
98800U	Series 500 PlotTrak (multiuser)

Users interested in the MicroTrak and PlotTrak software should contact the value-added channel vendor directly: SofTrak Systems, Inc., P.O. Box 16750, Salt Lake City, UT 84116, 801-973-9610.

All HP versions of the MicroTrak and PlotTrak software will have five-year HP support life starting July 1, 1987.

HP 9000

HP EGS UPDATE

In June, the entire HP EGS product family was updated and a new product named High Performance HP EGS made its debut. A future product, HP EGS on the HP Vectra PC, was introduced and enthusiastically received at the Design Automation Conference in Miami, Florida, on June 29.

Standard HP EGS, PIN 74305A/R or 98305A/R Revision 2.3, now supports all HP 9000 Series 200 and 300 workstations, including Models 330 and 350. High Performance HP EGS. 74308A/R takes advantage of the floating point processor in Series 300 workstations to provide a 1% to 2 times improvement in system performance. Users who already have standard HP EGS may convert to the high-performance version by purchasing PIN 74308-17440.

The HP EGS Photoplotter Utility, Revision 1.3, released in June, provides users with a significant performance improvement; file size is reduced by up to 1/2 and photoplot time is proportional to file size.

HP EGS IGES Translator, Revision 2.0, supports the latest IGES 3.0 specification for all 2-D artwork entities defined in HP EGS. The product has been successfully tested with files from all the major CAD vendors.

HP TechWriter, Revision 1.3, to be released this summer, will support HP QuietJet and QuietJet Plus printers (HP 2227A/B), and HP 9000 Model 3301350 workstations. Also, the code size has been reduced so that users can call the TechWriter Editor from HP EGS.

Introduced at DAC, HP EGS on the HP Vectra PC will not be available for user shipments until the end of this fiscal year. Performance is expected to be equivalent to that of an HP 9836C (HP 9000 Model 236C) workstation.

Revision 3.0 of HP EGS, due in the fall, will support the HP-UX Hierarchical File System (HFS) to the extent that it will create or accept HFS files. HP EGS files and UNIX® operating system files from other HP-UX-based systems will be able to share the same HP-UX configured disc. To take advantage of this feature, users will need to install a full Pascal 3.2 operating system.

These new HP EGS products may be ordered as follows.

Product No.	Revision	Description
98305A/R	2.3	Standard HP EGS including the Engineering Graphics, Schematic Drawing, Printed Circuit Layout, and Mechanical Drawing Modules.
74305A/R	2.3	Modular Standard HP EGS including the Engineering Graphics Module. Other modules are optional
74306A/R	2.3	Add-on modules to standard HP EGS.
74307A/R	1.1	Hybrid Circuit Design Module.
74308A/R	2.3	High-Performance HP EGS including the Engineering Graphics Module. Other modules are optional
74308-17440		Upgrade kit to convert a standard HP EGS system to a high-performance system.
98310A/R	1.3	Photoplotter and NIC Drill Utilities.
98311A/R	2.0	HP EGS IGES Translator.

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Also in this issue

**ALLBASE/HP-UX
Customer Training
Available**

2

Personal Computers

Desktop

NEW HP VECTRA PC MODEL 60 BUNDLE

With the introduction of the new 40-Mbyte hard disc drive on July 1, 1987, HP will introduce a new HP Vectra PC Model 60 bundle (72460B). This new product will feature the improved 40-Mbyte half-height hard disc drive that provides a 35 percent performance increase over our current 40-Mbyte hard disc drive.

This new HP Vectra PC bundle will be especially attractive to users whose applications are disc-access intensive, such as CAD or desktop publishing. In addition, the new half-height size allows the use of the B shelf for an additional floppy drive.

This HP Vectra PC bundle offers several advantages to users. Because it comes preassembled from HP, users do not have to install any of the drive components. This means there is no need to open the HP Vectra PC SPU, and there is less set-up time required.

The 72460B will be replacing the 72460A, and will start shipping on July 1, worldwide. If users have placed orders for the 72460A product, with deliveries scheduled beyond July 1, 1987, it would be a good idea to have your HP sales rep convert the orders to the B version. The 72460A will be removed from the HP Price List on July 1 (see accompanying article entitled, "HP Vectra PC Model 60 A to be Discontinued").

Desktop

NEW HP VECTRA PC UPGRADE KIT

The new HP Vectra PC upgrade kit will be available for shipment on July 1, 1987. This expanded version of our current upgrade kit will provide HP Vectra PC users the opportunity to take advantage of the enhancements we have made in the product during the last year.

The HP Vectra PC upgrade kit contains the items listed below.

- Two new BIOS ROM chips (A.01.06)
- A new 8041 keyboard controller chip
- A new hard disc controller card chip
- A new HP HIL mouse and pointing device driver
- Installation and instruction manual

Why would users want to upgrade their HP Vectra PCs?

The primary reason is if they wish to add HP's new 40-Mbyte half-height hard disc drive to their system. To do this requires an HP Vectra PC with serial prefix 2621 or greater and BIOS ROMs version A.01.06. The BIOS ROMs are available in the upgrade kit.

To determine the version of the BIOS ROMs in an HP Vectra PC, turn the system on; or if it is already on, hold down the CTRL and Alt keys together and press the DEL key. The information is displayed as the system comes up. Press the CTRL and S keys to halt the screen, as the information may roll by very quickly. Press the CTRL and Q keys to continue.

If the screen shows ROM BIOS A.01.05 or less, then the upgrade kit will supply the latest ROMs. Note that if users have RAM BIOS MS[®]-DOS 3.1 Version A.01.02, they will also have to purchase a new DOS operating system before they install the upgrade

Also, if users are experiencing difficulties with Microsoft[®] Word with Extended/Expanded Memory applications, the latest version of the 8041 keyboard controller chip solves this problem. Note that there are also some problems with the HP mouse and Microsoft Word, that are solved by the new HP HIL Mouse and Pointing Device driver. While this driver is included in the upgrade kit, if this is the only problem occurring, users may simply want to get the driver as a separate product.

For information on what the HP HIL mouse and pointing device driver solution offers, and how to receive it, contact your HP sales rep.

Is the upgrade kit user installable?

In the U.S. and Canada, the upgrade kit is user installable. However, users will have to open their HP Vectra PC and replace several microchips. While the procedure is well documented and illustrated in the installation manual, if they are not familiar with electronic equipment, they may wish to find someone to assist them.

Because the installation and instruction manual is available in English only, in Europe and elsewhere, the installation may require the services of an HP engineer or qualified HP dealer technician.

You can order the HP Vectra PC upgrade kit (45938A) after July 1, 1987.

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PRODUCT NEWS

Desktop

HP VECTRA PC

Desktop

NEW HP VECTRA PC 40-MBYTE HARD

DISC AVAILABLE

PRODUCT NEWS

HP Vectra 3000 PC Monochrome Model 58	versus	IBM Personal System 2 Model 50 Monochrome
<ul style="list-style-type: none"> ● 80286-8MHz ● 640 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 65ms, 20-Mbyte hard disc ● Four accessory slots ● 175 Watt power supply ● Two parallel, one serial port ● Monochrome Plus adapter ● Monochrome Plus display ● AdvanceLink ● MS-DOS 3.1 		<ul style="list-style-type: none"> ● 80286-10MHz ● 1000 Kbytes RAM ● 1.44-Mbyte 3½-inch floppy ● 80ms, 20-Mbyte hard disc ● Three accessory slots ● 94 Watt power supply ● One parallel, one aerial port ● VGA included
\$3,930		\$3,595
		+ Monochrome 8503 display 250
		+ AdvanceLink 325
		+ MS-DOS 3.3 120
30% VEU Discount (1,179)		30% VEU Discount (1,287)
Total \$2,751		Total \$3,003

HP Vectra 3000 PC EGA Model 59	versus	IBM Personal System 2 Model 50 Color
<ul style="list-style-type: none"> ● 80286-8MHz ● 640 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 65ms, 20-Mbyte hard disc ● Four accessory slots ● 175 Watt power supply ● One serial, one parallel port ● EGA adapter ● EGA display ● AdvanceLink ● DOS 3.1 		<ul style="list-style-type: none"> ● 80286-10MHz ● 1000 Kbytes RAM ● 1.44-Mbyte 7/8-inch floppy ● 80ms, 20-Mbyte hard disc ● Three accessory slots ● 94 Watt power supply ● One serial, one parallel port ● VGA included
\$4,620		\$3,595
		+ Color-8513 display 685
		+ AdvanceLink 325
		+ MS-DOS 3.3 120
30% VEU Discount (1,386)		30% VEU Discount (1,418)
Total \$3,234		Total \$3,307

HP Vectra 3000 PC EGA Model 59	versus	IBM AT EGA Model 339
<ul style="list-style-type: none"> ● 80286-8MHz ● 640 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 20-Mbyte hard disc ● One serial, one parallel port ● EGA System ● AdvanceLink ● DOS 3.1 		<ul style="list-style-type: none"> ● 80286-8MHz ● 512 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 30-Mbyte hard disc ● One serial, one parallel port

HP Vectra 3000 PC EGA Model 59	versus	Compaq Deskpro 286 EGA Model 20
<ul style="list-style-type: none"> ● 80286-8MHz ● 640 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 20-Mbyte hard disc ● One serial, one parallel port ● EGA System ● AdvanceLink ● DOS 3.1 		<ul style="list-style-type: none"> ● 80286-12MHz ● 640 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 20-Mbyte hard disc ● One serial, one parallel port
\$4,620		\$3,999
		+ EGA System 1,398
		+ AdvanceLink 325
		+ MS-DOS 3.2 95
30% VEU Discount (1,386)		Average 43% Discount (2,501)
Total \$3,234		Total 53,316

HP Vectra 3000 PC EGA Model 59	versus	PC's Limited 286
<ul style="list-style-type: none"> ● 80286-8MHz ● 610 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 20-Mbyte hard disc ● One serial, one parallel port ● EGA System ● AdvanceLink ● DOS 3.1 		<ul style="list-style-type: none"> ● 80286 6/8MHz ● 1000 Kbytes RAM ● 1.2-Mbyte 5¼-inch floppy ● 20-Mbyte hard disc ● One serial, one parallel port ● EGA System
\$4,620		\$2,299
		+ AdvanceLink 325
		+ MS-DOS 3.2 95
30% VEU Discount (1,386)		Total \$2,719
Total \$3,234		

All prices in previous tables are U.S. list.

Desktop

HOW TO UPGRADE TO NEW HP ADVANCELINK VECTRA PC

There are two ways users can upgrade their copies of AdvanceLink

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

July 1987



Index for March through December 1986 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 March 1986 through December 1986.

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

The index covering the first six months of 1987 will be published in the next couple of months.

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Vectra Office Features 1-2-3 from Lotus Release 2.01	Oct	13		HP 3000 Support Announced for the New HP 35401A Tape Drive	Jun	30			
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Series 100/DeskLink to be Obsolete	Oct	14		New Cleaning Cartridge Kit for $\frac{1}{4}$ -inch Tape Drives	Jul	23	HP 2334A MultiMUX Configuration Guide Available Soon	Apr	21
Price Decrease for HP 1501 Touchscreen PC Memory Accessory	Oct	14		Price Changes for HP 7970E Tape Drive	Jul	23	HP 27140A Price Increase	Apr	22
HP Vectra Industrial PC and Environmental Specifications	Oct	15		New HP 5 $\frac{1}{4}$ -inch Flexible Drive with HP 9000 Series 300 Runs IBM Software	Aug	15	HP 27123A SRM Interface to be Obsolete	Jul	24
MS-DOS 3.2 Available for HP 150/Touchscreen PC	Oct	15		Where to Sell the HP 35401A Tape Drive	Aug	15	Announcing HP NS/3065 ASSIST and HP BTL-PLUS ASSIST	Aug	16
Microsoft Windows for HP Vectra and Touchscreen PCs has Arrived	Nov	15		New Rackmount Kit for HP 35401A Tape Drive	Aug	16	Software Support for Network Services for the DEC VAX/VMS	Aug	17
Hewlett-Packard's Added Value to Microsoft Windows	Nov	16		Tape Drives that Support the HP 92193E Cleaning Cartridge	Aug	16	File Transfer Now Supported Between NS3000 and NS9000	Aug	17
Microsoft Windows for the HP Touchscreen Personal Computers	Nov	17	HP Announces Steps Toward IBM 3 $\frac{1}{2}$ -inch Microfloppy Compatibility	Oct	16	Multipoint HP-IB Extender Adds More Value to HP-IB Peripherals	Aug	18	
Expanded Memory Available for HP Touchscreen PCs	Nov	17	HP 1000 Support Available for HP 35401A Autochanger Tape Drive	Oct	17	NS for the VAX Rev. 1.1	Nov	26	
MS-DOS 3.2 for the HP 1501 Touchscreen PC	Nov	18	HP 35401A Trade-Up Program Announced to HP 9144A Users	Oct	17	INP Return Credits	Nov	26	
New HP Graphics Tablet for HP Vectra and Touchscreen PCs	Nov	20	HP Announces New Version of the 88500A Interface Card	Oct	17	DS/1000-IV to NS/1000 Upgrade Program	Nov	26	
Introducing the HP Vectra Publisher PC	Dec	19	Price Increase for HP 9133H/9134H 20-Mbyte Disc Drives	Oct	17	Obsolescence of EtherSeries/150 LAN Cables	Nov	27	
HP Signs Software Distribution Agreement with Aldus Corp.	Dec	20	404-Mbyte Disc Drive Price Reductions	Oct	18	Obsolescence of SRM Multiplexer Link Cables	Nov	27	
Lotus Manuscript: the Word and Document Processor for Technical Professionals	Dec	20	New Line of Disc Drives for HP Computers	Nov	21	HP-UX SNA3270 Provides IBM Communications for HP 9000	Dec	23	
New HP Vectra PC Technical Software Guide	Dec	21	Introducing the HP 7936 and 7937 Disc Drives	Nov	21	HP 2334A Plus - X.25 Multiplexer	Dec	23	
Older HP Vectra PC Models to be Removed from HP Price List January 1	Dec	21							
						Plotters			
						When Do You Need a Graphics Enhancement Cartridge?	Mar	32	
						HP 7510 Software Support Status	Mar	32	
						New Designer-Color Plotter Supplies	May	13	
						HP 7510 Software Support Update	Jul	24	

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HP 7470A Plotter		
Obsolescence Date Set	Aug	19
Measurement Graphics Prices Increase	Aug	20
New Low-cost HP DraftPro Plotter for Personal CAD Systems	Sep	17
HP DraftPro Plotter Expands Drafting Plotter Line	Sep	18
Variety of Software for HP DraftPro Plotter	Sep	19
New Disposable Drafting Pens for Polyester Film	Sep	19
X-Y Recorder Obsolescence	Nov	27
Tips for Using the HP 7550's Automatic Sheet Feeder	Nov	27
HP 7090 Software Now Available for HP 9000 Series 300 Computers	Dec	24
Printers		
Printers/Options/Upgrade Kits to Be Discontinued	Mar	33
New Software Makes HP LaserJet PLUS Printer Forms Design Easy and Fast	Mar	33
Announcing HP LaserJet Printer Brown Toner Cartridge	Mar	34
Book on HP LaserJet Printer Available	Mar	34
Available HP LaserJet Family Printer Font Cartridges	Mar	35
HP 293X HP-IB and HP 2671G Printer Price Increases	Apr	22
Obsolescence of HP 2671A Printer Announced	Apr	22
Terminal Change for HP 2680A and 268048 Printers	Apr	22
HP 293X HP-IB and HP 2671G Printer Price Increase	Apr	22
Obsolescence of HP 2671A Printer Announced	Apr	22
Terminal Change for HP 2680A and 268048 Printers	Apr	22
New HP LaserJet PLUS Printer Upgrade Kit Introduced	May	14
Introducing Larc Laser Package Software for the HP LaserJet PLUS Printer and the HP 3000	May	14
Available HP LaserJet Family Printer Font Cartridges	May	15
Printer Character Set Kit Discontinued	May	15
Option 500 Redefined for the HP 256X Printers	May	15
HP 3000 Now Supports the HP 2567B Printer	Jun	31
HP LaserJet Printer Dust Cover Available	Jun	31
Introducing the HP LaserJet 500 PLUS Printer	Jul	25
Positioning the HP LaserJet Family Printers	Jul	25
Letter Gothic Soft Fonts for HP LaserJet PLUS and 500 PLUS Printers	Jul	26

	Issue	Pg
Supplies for the New HP LaserJet 500 PLUS Printer	Jul	26
New Character Sets for the HP 25648, 25668, 2567B Impact Printer Family	Jul	27
HP 2680A Price Increase	Jul	27
Price Changes Announced for the HP 2563A and 2564B	Jul	27
HP 2334A Supports Wide Range of Printers	Jul	28
Benefits of Dual Bin and Envelope Feeder for HP 2603A Printer	Jul	28
Introducing HP TmsRmn/Heiv Soft Fonts for HP LaserJet Printer	Aug	20
HP LaserJet Printer Soft Font License Expanded to Multiuser	Aug	20
Usable Paper for the HP LaserJet Printer	Aug	21
Printers Plus "Super Swap" Campaign	Aug	21
Introducing the HP QuietJet Plus Personal Printer	Sep	20
JetSeries Supplies for Quality HP Inkjet Printing	Sep	21
Accessories for the HP QuietJet Plus Printer	Sep	21
Universal Support Stand Good for HP LaserJet Printer	Sep	22
New Color Prmt Cartridges for HP Inkjet printers	Sep	22
Prestige Elite Soft Fonts for the HP LaserJet PLUS and LaserJet 500 PLUS Printers	Sep	22
HP LaserJet Printer Family Camera-ready Copies	Sep	22
Forms Design Service Available for HP LaserJet Printer Owners	Sep	23
LaserJet Family Training Material Now Available	Oct	18
HP 2603A Printer Fully Supported on HP Word/3000	Oct	18
A New JetSeries Family Member	Nov	28
HP 256XB Printer Family Now Complete with Introduction of HP 2563B	Nov	28
HP Label Card Option for HP 256X Printers Provides Enhanced Label Printing	Nov	29
Introducing the Microsoft Cartridge for HP LaserJet Printers	Nov	30
HP LaserJet "Tax" Cartridge Price Reduction	Nov	30
Announcing Improved HP ThinkJet Family of Printers	Dec	25
Battery-powered Centronics ThinkJet Printer Cabling Requirements	Dec	25
Hebrew and Arabic HP ThinkJet Printers Obsolete	Dec	25
Special Characters Available in HP QuietJet Printer Family	Dec	25
HP 2688A Printer Discontinued	Dec	26
HP 9876A Thermal Obsolescence Update	Dec	26

	Issue	Pg
Terminals		
HP 2624B Terminal to be Discontinued October 1, 1986	Apr	23
Data-Entry Keyboard Available for the HP 2394A	May	15
1986 Terminal Trade-in Program	May	16
1986 Terminal Trade-in Program in Europe	Jun	32
HP Introduces Rugged Terminal for Factory Floor	Aug	22
Price of Integral Printer on HP 262X Terminals Substantially Reduced	Aug	23
Amber CRT at No Charge on HP 262X Terminals	Aug	23
Last Chance to Order HP 2627A Color Graphics Terminals	Aug	23
1986 Terminal Trade-in Program Ends August 31	Aug	23
HP 2622D Terminal to be Discontinued November 1, 1986	Aug	23
Three-Track Magnetic Stripe Reader for the HP 2394A	Oct	18
Volume Discount on Remarketed HP 2624BR Terminals	Nov	30
HP 13264A Data Link Adapter Discontinuance	Dec	24

SUPPLIES

Catalog of HP Computer Supplies Now Available	Aug	23
CAD Station Gives More Room Without Taking Up More Space	Aug	24
New Mobile Files Store Data Binders Out of Sight	Aug	25
Ultimate Security in a Compact Package	Oct	19
New Floppy Disc Five-Year Warranty	Oct	19
HP DIRECT Catalogs Make it Easy to Order by Phone	Dec	26
New Fully Shielded RS-232-C Gender Converters	Dec	27

CROSS LICENSING CLASSIFIEDS

Software Packages Available and Wanted	Mar	36
	Apr	24
	May	17
	Jun	33
	Jul	30
	Aug	27
	Sep	24
	Oct	20
	Nov	32
	Dec	28

If they have 50, 100, or more copies of AdvanceLink 2392, they can upgrade to the new AdvanceLink through the site-license upgrade program. Users do *not* need to have purchased a site license for AdvanceLink 2392 to qualify for a site license upgrade.

If they have 50 sets of AdvanceLink 2392 original floppies (ordered as individual 68333F copies, or as 683333, or 68333Q) they can purchase a site-license upgrade. Users can order 68333M – they will receive one set of new AdvanceLink master discs and five sets of documentation. They may reproduce up to 50 copies of the software. Or they can order 68333N – they will receive 50 sets of master discs and five sets of documentation. With an order for either 68333M or 68333N, the user is then eligible to purchase 68333T, which is five sets of documentation.

As part of the site-license upgrade, users will be required to return their original master discs. Contact your HP sales rep for more information.

Desktop

VIDEO CHOICES FOR THE HP VECTRA PC

With the introduction of HP's Monochrome Plus Display System in January, users were offered the choice of two entry-level monochrome video products. With this choice came the natural question: When do I buy one instead of the other? The answer lies both in user needs as well as expectations.

The Monochrome Plus Display System (MPDS) offers the user industry-compatible video modes. Applications written for the IBM Monochrome

Adapter and Hercules Card run perfectly on the MPDS. The addition of a parallel port lets users attach a printer without having to purchase an additional I/O card. For users who want access to the widest variety of available software, the MPDS is a perfect solution.

The Multimode Video Adapter and 35731A monochrome monitor are the original monochrome video components for the HP Vectra PC. The Multimode system offers IBM Color Graphics software compatibility and a special 640 x 400 line proprietary mode for improved resolution and gray-scale capability. HP applications make use of the 640 x 400 line mode, but only a subset of all industry software is especially written to take advantage of the Multimode's enhanced features.

Another significant difference between the two monochrome video systems is the display characteristics of the two monitors. The 35731A monitor operates at a 60Hz refresh rate and uses a very fast P31 phosphor. The Monochrome Plus Display runs at 50Hz and uses a longer persistence P39 phosphor. This slower phosphor results in a *ghosting* effect when the screen image is changed or scrolled. The faster P31 phosphor does not exhibit this effect. Additionally, the Monochrome Plus offers a darker background screen than the 35731A. The difference in display characteristics should be considered when users choose the correct video system to meet their needs. This is particularly true when users move from one video system to the other. Users familiar with the Multimode Video Adapter should consider the MPDS, but they need to be aware of the differences in the new system. It's a sure way to avoid surprises.

Desktop

HP VECTRA OFFICE PC SOFTWARE PACKS NOW ORDERABLE SEPARATELY

The HP Vectra Office PC Professional (68300F) and HP Vectra Office PC Assistant (68301F) can now be ordered independently of the HP Vectra 3000 PC to give users added flexibility in the configuration of their PC workstations. For instance, users can order an HP Vectra PC with a 40-Mbyte hard disc and other add ons to meet their specific needs and still be able to take advantage of the added value of purchasing the HP Vectra Office PC software pack.

The HP Vectra 3000 PC continues to be the recommended personal-computer system to offer users as an office workstation connected to the HP 3000. It is factory assembled and structured to provide excellent performance for their HP Vectra Office PC software.

The HP Vectra Office PC Professional Pack HP 68300F	The HP Vectra Office PC Assistant Pack HP 68301F
Executive MemoMaker 1-2-3® from Lotus* Executive Card Manager The Graphics Gallery Collection AdvanceMail HP Mouse	AdvanceWrite III 1-2-3 from Lotus Executive Card Manager The Graphics Gallery Collection AdvanceMail HP Mouse

These two software packs feature all of the core applications needed for a basic office workstation: word processing, spreadsheet, graphics, data management, and communications. They also include the HP Mouse to facilitate the design of graphs and charts.

The HP Vectra Office PC offers users a convenient way of buying software at a significant price savings.

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

Desktop

HP VECTRA PC BASIC VERSION 3.22

As of July 1, 1987, the latest version of HP Vectra PC BASIC (45952A), Version 3.22, is available to users. This new release of HP Vectra PC BASIC will have three major changes:

- EGA Support: All graphics functions will now support the EGA Graphics modes. This gives HP Vectra PC BASIC the ability to support the Monochrome Display Adapter, the Color Graphics Adapter, and the Enhanced Graphics Adapter (EGA).
- MS-Net Support: HP Vectra BASIC supports the record locking and new file access options required to support multitask reading and writing of files. This is primarily meant to support MS-Net.
- Bug Fixes: There were no major bugs in Version 3.1, but the 3.22 release fixes a number of those that were present. The improvements relate to scan-code reading, datacom, and cursor locating.

Concurrent with this product revision, the price for HP Vectra PC BASIC has been increased.

Users can upgrade their existing HP Vectra PC BASIC by ordering PIN 45952-63001 from Direct Marketing Division (DMK). The upgrade kit contains revised media and change pages for the existing manual. The original master disc must be returned to get the upgrade. Additional details can be obtained by contacting DMK.

Desktop

HP VECTRA PC PRICES REDUCED

On June 1, HP lowered prices from about 3 to 20 percent on all models of the HP Vectra PC. Combined with the April 1, 1987, price cuts, HP Vectra PC prices have been reduced from about 3 to 32 percent within the last two months. The latest price drop creates two opportunities.

Guin ports on HP systems – We want HP PCs and terminals connected to HP systems. Our April price cuts made HP Vectra PCs competitive with the IBM AT Model 339. The June price cuts make HP more competitive with other major vendors such as Compaq.

Compete against the IBM PS/2 – Today, the HP Vectra PC is a fully industry-standard PC with proven software and 110 cards. It is also a leader in quality and reliability. With our new pricing, we are less expensive than the IBM Model 50, have a faster disc, and are more flexible.

The HP Vectra PC products affected are listed below.

Product No.	Description
72425A	Model 25
72445A	Model 45
72450A	Model 50 20 Mbyte
72460B	Model 60 40 Mbyte
72458A	Model 58 HP Vectra 3000 PC Monochrome
72459A	Model 59 HP Vectra 3000 PC EGA
72496A	Model 96 DTP Monochrome
72497A	Model 97 DTP EGA

Desktop

NEW ADVERTISING CAMPAIGN BEGINS FOR GRAPHICS GALLERY

A new response ad for Graphics Gallery has recently been introduced. This ad offers prospective users the opportunity to receive a free Graphics Gallery Sampler. The inquirer can call either the 800 line or clip and mail in a coupon to receive the sampler. The sampler contains an impressive collection of colorful business graphics samples plus product information.

Ad appears in full color in the publications.

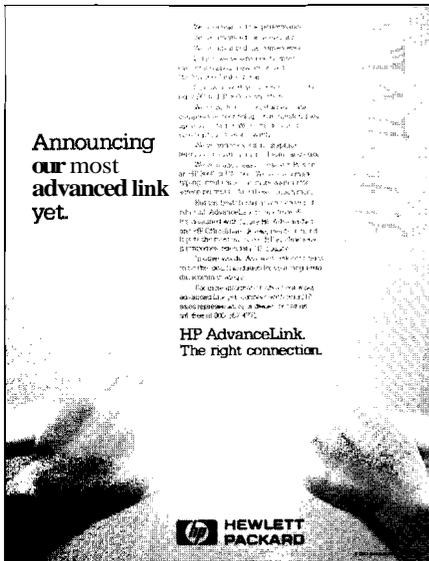
The ad appears in the following publications: *Lotus Magazine* – May, July, September, November; *PC Magazine* – May, June, July, August, September, October, November; *PC World* – July, August, October; *PC Week* – June, July, September, October; *InfoWorld* – June, September, October; *PC Publishing* – May, July, September; and *PUBLISH* – July, September.

Desktop

NEW ADVERTISING CAMPAIGN BEGINS FOR ADVANCELINK

A new ad was recently developed to announce our new AdvanceLink product for the HP Vectra PC. New AdvanceLink offers significant enhancements to the original product, including those listed below.

- Powerful new data compression that transfers files up to 50 percent faster (typically 150-200 percent)
- Screens scroll up to 25 percent faster
- Excellent color and monographics terminal emulation
- MS®-DOS command access
- MS-DOS program execution
- Backup to HP 3000, HP 1000 RTE, and HP 260.



Ad appears in full color in the publications

The ad appears in the following publications: *Interact* – May, June, July, August, September, and October; and *HP Chronicle* – May, June, July, August, September, and October issues.

Desktop

1-2-3 FROM LOTUS UPGRADE PROGRAM EXTENDED

Due to popular demand, the 1-2-3® from Lotus@Release 2.01 upgrade program for the HP Touchscreen PC will be extended through August 31, 1987.

Introduced last November, 1-2-3 from Lotus, Release 2.01 for the HP Touchscreen PC offers users identical functionality to the HP Vectra PC and IBM PC/XT/AT version of 1-2-3 from Lotus. In addition, extra features have been added to increase performance and functionality on the HP Touchscreen PC.

Those purchasing the 1-2-3 from Lotus Release 2.01 upgrade will receive a complete set of Release 2.01 program discs, a new reference manual and handy quick reference guide, a customized getting started booklet, and a self-paced tutorial. They will also receive the new enhanced EXECU-DESK, which now includes support for 1-2-3 from Lotus Release 2.01, *free*.

The upgrade is available for the HP Touchscreen PC only. It is not discountable under the normal major account or dealer discounts. It is only available through HP's Direct Marketing Division (DMK).

To order, return the 1-2-3 from Lotus Release 1A System Master Disc to: Hewlett-Packard Direct Marketing, Mail Order Dept./1-2-3 Upgrade, 1320 Kifer Road, Sunnyvale, CA 94086.

Payment can include a purchase order, check, or credit card. Under the terms of the upgrade, all users are required to destroy the prior release of software within 90 days of receipt of the upgrade. Program discs from prior versions are incompatible with those of the upgrade.

Ordering information

Product No.	Description
45566-63004	1-2-3 from Lotus Release 2.01

1-2-3 Release 2.01 for the HP Touchscreen PC requires 384K RAM.

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

Desktop

VOLUME DISCOUNTS AVAILABLE FOR 1-2-3 FROM LOTUS RELEASE 2.01 UPGRADE

HP users may qualify for special discounts when they purchase the 1-2-3® from Lotus@Release 2.01 upgrade for the HP Touchscreen PC. To qualify for these discounts, users must do one of the following:

Upgrade 100 or more units of 1-2-3 from Lotus for the HP Touchscreen PC

- Have participated in Lotus Development Corporation's major account upgrade program and received special discounts from Lotus Development Corporation for 1-2-3 Upgrades on their HP Vectra PCs, IBM PCs, or compatibles.

If you meet either one of these conditions, contact your HP sales rep for ordering information.



Desktop

NEW VERSION OF LATTICE C AVAILABLE FOR HP 150/TOUCHSCREEN PC, HP PORTABLE, AND PORTABLE PLUS

Lattice will now be distributing and supporting the latest version of their Lattice® C programming language for the HP 150/Touchscreen PC, the HP Portable, and the Portable PLUS. This arrangement will provide the latest version of this popular programming language to users. Features of the new version include:

New compiler features

- ANSI language constructs:
 - "unsigned" as a modifier
 - "void" data type
 - "enum" data type
 - argument-type checking
- New keywords: const, far, near, pascal.
- No limit on static data size.
- No limit on size of data objects.
- Inline 8087180287 code generation.
80186180286 code generation.

New library features

- Extended support for MS®-DOS.

Extended support for networking, including file sharing, file locking, and I/O redirection.

Flexible error handling via user traps and exits.

To purchase this product or to get an upgrade to the latest version, contact: Lattice, Inc., P.O. Box 3072, Glen Ellyn, IL 60138, Attn: Customer Service.

In order to make a smooth sales/support transition to Lattice, Lattice C will be taken off the HP Price List on July 1, 1987. The Lattice C products purchased for the HP Touchscreen PC, Portable, and Portable PLUS from HP prior to July 1, 1987, will continue to be supported for five years. However, any upgrade or new product purchased from Lattice after July 1 will only be supported by Lattice and will not be supported by HP.

Lattice® is a U.S. registered trademark of Lattice, Inc.

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

Description of new parts

MS-DOS 3.2 User's Guide for the HP 150/Touchscreen PC (PIN 45849-60202) – This is a two-volume manual recommended for the advanced MS-DOS user who wants information about MS-DOS commands, utilities, and programming the HP Touchscreen PC.

MS-DOS 2.11 users who do not wish to upgrade their systems to 3.2, but do want advanced MS-DOS user information, may continue to purchase the original HP 150 MS-DOS User's Guide, PIN 45624A.

MS-DOS 3.2 Programmer's Reference (PIN 5061-8971) – This manual is intended for advanced programmers. It provides technical information on MS-DOS system calls, device drivers, program file structure, and procedures for memory, device, and process management. (For use with MS-DOS 2.11, 3.1, and 3.2 systems.)

Microsoft Macro Assembler 4.0 for HP 150/Touchscreen PC (PIN 45953C) – This manual explains how to create and debug assembly-language programs using the Microsoft Macro Assembler and other utilities. The Macro Assembler software is included. (For use with MS-DOS 2.11, 3.1, and 3.2.)

HP 150 Programmer's Reference (PIN 45849-60204) – This manual is intended for advanced programmers developing assembly-level applications. It explains HP 150/Touchscreen PC specific information on escape sequence programming, the alpha and graphics subsystems, and data communications programming.

This is not a new manual; its content is unchanged from the version provided in the HP 150 Programmer's Tools. (For use with all HP 150/Touchscreen PC systems.)

Desktop

NEW HP 150/TOUCHSCREEN PC SYSTEM DOCUMENTATION

The HP 150 Programmer's Tools, PIN 45435A, has provided system-level programmers with a complete package of software and documentation to assist in developing application software for the HP 150/Touchscreen PC.

The information in this package has been updated for MS®-DOS 3.2 and Microsoft Macro Assembler Version 4.0. Additionally, the Programmer's

Tools package has been restructured to offer flexibility in ordering. The updated HP 150 Programmer's Tools information is unbundled and each of the components can be purchased separately. Users can now select the exact manual they need, to match their information requirements. Therefore, the HP 150 Programmer's Tools bundle (PIN 45435A) will be discontinued September 1, 1987.

▪ **Intel iAPX88 Book** – This documentation will not be offered through Hewlett-Packard. This reference manual is readily available from Intel. In the U.S., call toll free 800-548-4725 and request Intel Order Number: 210200-002. Outside of the U.S., contact your local distributor. You can also write to Intel: Intel Corporation, 3065 Bowers Ave., Santa Clara, CA 95051.

Ordering information

Product No.	Description
45624A	HP 150 MS-DOS User's Guide (For MS-DOS 3.11)
45849-60202	MS-DOS 3.2 User's Guide for HP 150/Touchscreen PC (For MS-DOS 3.1 and 3.2)
5061-8971	MS-DOS 3.2 Programmer's Reference
45953C	Microsoft Macro Assembler 4.0 for HP 150/Touchscreen PC
45849-60204	HP 150 Programmer's Reference

For ease in ordering, we encourage you to use HP's telephone ordering service at Direct Marketing Division (DMK). Orders may also be placed through HP dealers and HP sales offices.

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

Desktop

HP 150/

**TOUCHSCREEN PC:
PRICE INCREASE**

HP 150/Touchscreen PC product and accessory prices will increase by about 2 percent effective July 1, 1987. The products affected are listed below.

Product No.	Description
<i>HP 150 systems</i>	
45846A	HP 150 terminal to PC upgrade
45847A	PC kit, U.S.
45847AK	PC kit, Intercon-English
45847AX	PC kit, all others
45848A	Terminal kit
45849A	SPU
45850A	Terminal
45851A	SPU and PC kit, U.S.
45851AH	SPU and PC kit, Dutch
45851AK	SPU and PC kit, Intercon-English
45851AV	SPU and PC kit, Arab-English
45851AX	SPU and PC kit, all others
<i>HP 150 accessory cards</i>	
35723A	12-inch HP Touch accessory
45632A	384K memory accessory
45637A	256K language accessory
45640A	Ventel internal modem
45643A	Extended I/O accessory
45885A	8087 coprocessor
45890A	512K expanded memory accessory
45891A	256K EMB memory upgrade
45914A	HP-HIL interface card
45915A	HP-HIL/384K accessory
<i>HP 150 cables</i>	
132421)	Centronics cable
13242N	RS-232 modem cable
92241A	HP-HIL cable
92951VM	Videotex cable
<i>HP 150 software tools</i>	
45310A	Basic Prog. Library
45311A	Icon Design System
45314A	HP-Tel VTX, Terminal
45435A	Programmer's Tools
45443A	Forms Master
45445D	MS-BASIC
45446D	MS-Compiled BASIC
45447D	MS-Pascal
45448A	MS-COBOL Compiler
45449D	MS-FORTRAN
45450D	MS-GW BASIC
45875A	MS-Windows
45919A	HP-HIL Touchscreen Tools
92248BA	BASIC cross-reference utility
<i>HP 150 documentation</i>	
45624A	MS-DOS users guide
45625A	Technical reference manual
45918A	HP-HIL technical reference manual

Desktop

ETHERMAIL/150

DISCONTINUANCE

Ethermail/150 (PIN 45639A) software will be discontinued and removed from the November 1, 1987 HP Price List. For HP Touchscreen PC users who need networking capabilities, the Officeshare ThinLAN solution is still available.

Also in this issue

*Desktop Publishing
Hardware Service
Training*

2

Peripherals

Mass Storage

HP 9121D/S

DISC DRIVES

DISCONTINUED

Both the HP 9121D and HP 9121S, single-sided floppy drives, will be taken off the HP Price List effective November 1, 1987. Users interested in a floppy drive will have the HP 9122D/S dual-sided drives as an alternative. Both the HP 9122D and HP 9122S are capable of reading single-sided media. Questions and/or concerns should be addressed by your HP sales rep.

Networks

HP 2334A PLUS – 80 PERCENT

PERFORMANCE

IMPROVEMENT

The HP 2334A PLUS was introduced on January 1, 1987, replacing the HP 2334A MultiMUX. The new HP 2334A PLUS has been improved in three key areas: reliability, configuration, and performance.

The new HP 2334A PLUS brings significant performance increases over its predecessor, the HP 2334A MultiMUX. It is now positioned as a high-performance statistical multiplexer.

The main performance characteristics of the HP 2334A PLUS are summarized below.

An asynchronous throughput improved by over 80 percent for four terminals working simultaneously.

- A synchronous throughput of up to 31 packets per second.
- A negligible additional response time for terminals connected in remote via the HP 2334A PLUS (26/100 second for block mode transactions).
- Remote HP 2563A printers can work at up to 223 lines per minute. Aggregate printer speed per HP 2334A PLUS reaches over 600 lines per minute with three HP 2563A printers.

End-user performance can be increased even further by using the new datacompression feature of the HP 2334A PLUS.

All users can now benefit from the new performance of the HP 2334A PLUS or upgrade their HP 2334A MultiMUX to an HP 2334A PLUS. If you want to know more about the HP 2334A PLUS, please refer to the HP 2334A PLUS data sheet (P/N 5953-5963), or contact your HP sales rep.

Networks

HP 2333A PRICE CHANGES

The price of the HP 2333A and its interfaces will be increased on the July 1 HP Price List. This price readjustment is necessary to align the price of the HP 2333A with that of the HP 2334A PLUS.

The new prices are effective July 1, 1987. Orders at old prices will be honored at HP until July 31 – 31 days after the effective date of increase.

Product No.	Description
HP 2333A opt. 122	Multipoint cluster controller Four-port RS-232-C serial interface
Opt. 021	DSN/Data link host adapter
Opt. 022	RS-232-C host adapter
40250A	Four-port RS-232-C serial interface
40251A	Second host system adapter for HP 2333A

Networks

HP PC LAN

PERFORMANCE

COMPARISON

The relative performance of HP StarLAN for PCs, HP ThinLAN for PCs, and HP SERIAL Network, has been a key issue of concern. A number of multiple user tests and work environment studies have been made to provide a comparison of the relative performance of the three links.

Studies indicate that in a typical office environment using applications such as spreadsheets, word processors, and office graphics applications, 10 to 15 percent of the users connected to the LAN are simultaneously accessing the server. Based upon these usage studies and the multiple user file read tests done, we have found that in this type of environment, there would be little to no difference between the perceived performance of an HP StarLAN or HP ThinLAN network.

Office environments can be affected by special situations. If applications have unusually large data files or abnormally high rates of use by most of the office workers, response times may increase. In these cases, the customer can use the address filtering capabilities of the bridge to separate the network into smaller subnetworks to reduce the traffic that would reduce the response times.

As a terminal user over the network, the effective file transfer rate using AdvanceLink provides similar performance to the user regardless of whether HP StarLAN or HP ThinLAN is used. The perceived performance of a networked PC in terminal emulation mode will be about 5 to 30 percent less than a 9600 baud point-to-point connection.

HP SERIAL Network, a point-to-point connection, is a slower type of link than the LAN connections and can be positioned as a remote link to a host server. The effective transfer rate of files from an HP 3000 server is about half the line rate of the link and has little degradation as more users are added.

For your business environment, HP StarLAN provides the best price/performance networking solution for your customer. And for those additional requirements of remote connectivity, HP provides HP SERIAL Network. For more information, contact your HP sales rep.

Networks

ATP DIRECT- TO MODEM-CONNECT UPGRADE KITS

Two upgrade kits – HP 30155U and HP 30274U – will be introduced on the July 1, 1987, HP Price List. They allow users to upgrade from ATPs with direct connections (HP 30145A or HP 30273A) to ATPs with modem connections (HP 30155A or HP 30274A).

What are the benefits to HP users?

The new upgrade kits provide a low-cost means for users to upgrade their workstations from direct to switched (e.g. PBXs, data switches) or multiplexed (e.g. HP 2334 PLUS) host connections. These connections require the additional functionality of modem ATPs to provide security and reliability on the HP 3000.

Why do users want switched and multiplexed connections?

- With switched connections, a single terminal can access multiple hosts. This is particularly useful when information and applications are distributed across many computers.
- Users with a large number of users who only access the host occasionally can save port costs by using switched connections. Multiple terminals can share a single port: when one user logs off, the next user can access the port.
- Users can save line costs between remotely located host computers with multiplexed connections.

Ordering instructions

HP 3000	Direct connect ATP installation	30155U	30274U
Series 39140142152	In a free-standing junction panel	If two or more slots are available on a free-standing junction panel. No option required	If zero or one slot is available on a free-standing junction panel. No option required
Series 44148158	In a system junction panel	If two or more slots are available on a free-standing junction panel. Opt. 048 required	If zero or one slot is available on a free-standing junction panel. Opt. 048 required
	In a free-standing junction panel	If two or more slots are available on a free-standing junction panel. No option required	If zero or one slot is available on a free-standing junction panel. No option required
Series 64168170	In a system junction panel	<i>Always order</i> No option required	NIA

Printers

HP LASERJET SERIES II PRINTER PRICE INCREASE

The HP LaserJet Series II printer will increase in price effective July 1, 1987. The products affected are listed here.

Product structure

Product No.	Description
30155U	Kit to upgrade an ATP with 1? direct connections to an ATP with 12 modem connections. when no free-standing junction panel is required. For use on HP 3000 Series 39/4X/5X/6X/70
Opt. 048	Provides expansion package cable for HP 3000 Series 44/48/58
30274U	Kit to upgrade an ATP with 12 direct connections to an ATP with 12 modem connections. when a free-standing junction panel is required. For use on HP 3000 Series 39/4X/5X
Opt. 048	Provides expansion package cable for HP 3000 Series 44/48/58

Product No.	Voltage
33440A	115V
33440AB	220/240V
33440AU	220/240V
33440AQ	220/240V
33440AY	220/240V
33440AA	220/240V

Contact your HP sales rep for pricing information.

Printers

HP 92286W FONT CARTRIDGE

UNSUPPORTED ON HP LASERJET SERIES II AND 2000 PRINTERS

It has recently been discovered that the 9.3 characters-per-inch (cpi) bar code 3-of-9 on the HP 92286W font cartridge is incompatible with the HP LaserJet Series II and HP LaserJet 2000 printers. The following is a description of the problem, information on how HP is handling the problem, and ordering information.

The HP LaserJet Series II and LaserJet 2000 printers' larger dots reduce the white space between the bars. The result is that many bar code readers cannot read the bar codes. The 9.3 cpi bar codes are not readable at all and the 4.6 cpi bar code and the OCR-A are not recommended for use.

HP has always recommended that users test bar code printer/reader combinations prior to making a purchase decision, and states this in the HP LaserJet printer font catalog, on the W cartridge packaging, and in the user's manual.

All current literature specifies that the W cartridge is compatible with the HP LaserJet Series II and LaserJet 2000 printers. Since we are unable to immediately correct the problem, and because it would be impossible to notify everyone, we have removed the product from the HP Price List. We are taking the position that a standard 3-of-9 bar code cartridge does not exist.

HP has also recalled all HP 92286W font cartridges in stock and is controlling the distribution. In order to meet user commitments, we will make the remaining limited inventory available for *existing HP LaserJet and LaserJet PLUS customers only (not for new business)*. In addition to recalling stock, we are reworking it to delete all documentation reference to the 9.3 cpi. We are not removing it from the cartridge, but it will be documented as unsupported.

HP is investigating a replacement cartridge that will be compatible with all members of the HP LaserJet printer family.

Contact your HP sales rep for more information.

Printers

HP 2934A - PRINTER OF CHOICE FOR HP INDUSTRIAL TOUCH TERMINAL

With the recently introduced HP Industrial Touch terminal (3082A), HP has successfully enhanced its offering of rugged products for shop-floor applications (see following articles). Because the HP Industrial Touch terminal can withstand extremely harsh environments, users will require a printer that can keep the pace - the HP 2934A.

The HP 2934A can tolerate a wide range of environmental factors, and is highly reliable. Operating from 0 to 55 degrees Centigrade, the HP 2934A easily handles the HP Industrial Touch terminal, provides a plug-compatible RS-232-C interface, and offers both bar coding and large-character print capabilities in the standard unit, further enhancing the HP 2934A as the solution for factory floor applications.

Because it handles up to six-part forms, it is a perfect fit for uses in manufacturing environments, shipping, receiving, and on the warehouse floor. The HP 2934A is also HP's lowest-cost factory data printer, offering features critical to factory applications.

HP 2934A features

- Operating temperature 0 to 55°C
- Reliability - 13,000 hours MTBF

Five bar codes at no additional cost (Code 39, Interleaved 2 of 5, Industrial 2 of 5, Matrix 2 of 5, and user-defined codes)

- Large-character printing

Multipart forms up to six parts

- Last-form tearoff

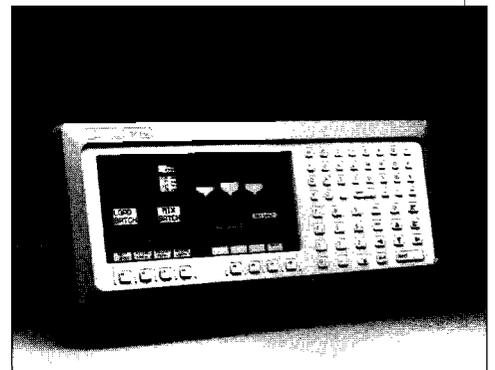
East of use

Speed is 200167140 cps

Remember, the HP 2934A is a versatile, low-cost, plug-compatible solution to use with the HP Industrial Touch terminal for users needing impact printing for their transaction applications.

Terminals

INTRODUCING THE HP INDUSTRIAL TOUCH TERMINAL



The HP 3082A Industrial Touch is the "CIMplified" terminal designed to lower cost of ownership and increase productivity in the CIM environment.

Hewlett-Packard is pleased to announce the new HP 3082A Industrial Touch display terminal (3082A) designed to lower cost of ownership and increase operator productivity in the CIM (Computer-Integrated Manufacturing) environment. The HP Industrial Touch terminal is HP 2392 and DEC VT100/52 compatible. It is a compact, rugged, sealed terminal that accommodates touchscreen, barcode, and keypad input for increased ease of use and enhanced accuracy and speed of data entry.

Key customer concerns within manufacturing industries have indicated a need for a monochrome display terminal that is compact and intelligent enough to be adaptable to a variety of CIM applications. With the introduction of the HP Industrial Touch terminal, HP targets this market while keeping the cost of ownership down with a focus on ergonomics, quality, and ruggedness.

Ease of use

The HP Industrial Touch terminal has been designed to make it easy to use in process and discrete manufacturing industries. Its small form factor (16.75 inches wide x 7 inches high x 5.2 inches deep) allows the terminal to be mounted closer to the operator even when there is little space. A tilt mounting base makes it possible to adjust the viewing angle for maximum operator efficiency and comfort. The electro-luminescent monochrome display provides excellent viewing contrast for bright or dark industrial environments.

Also contributing to the terminal's ease of use is its ability to accept touchscreen, barcode, or keypad input.

- **Touchscreen** input makes it easy to enter data just by touching a target on the screen. Touch targets may be defined large enough that the operator can trigger them accurately even while wearing gloves.

- **Barcode** capability makes it possible for the operator to enter data by means of a barcode wand, a slot reader, or a laser scanner.

An elastomer-sealed keypad on the face of the terminal provides full functionality and snapaction feedback. The layout of the keypad is ABC, as opposed to QWERTY, and beside the viewing screen, so that the screen and the keypad are always within the operator's field of vision.

Easy to install

The HP Industrial Touch terminal is easy to install because it is small and includes mounting accessories. It has a form factor of less than 0.3 cubic feet (0.01 cubic meters) and weighs only 19 pounds (8.6 Kg). It comes complete with flexible mounting feet that make the HP Industrial Touch terminal simple to mount almost anywhere; on a desk, on a wall, on a pole, on a machine, and an optional bracket allows it to be mounted in a 19-inch rack. No additional enclosures or cabinets with fans are required. Plug-compatibility with the HP 2392A and DEC VT100 also facilitates installation in Hewlett-Packard and DEC environments.

Highly reliable

The HP Industrial Touch terminal's unique cast-aluminum enclosure, silicon-rubber keypad, and ceramic-coated viewing screen ensure long-term reliability. Completely sealed from harsh industrial environments, the HP Industrial Touch terminal enclosure is NEMA 4, 4x, 12, and 13 rated (excluding freezing). It is water, dust, and oil resistant but allows sufficient cooling for operation between 0 and 50° Celsius.

The HP Industrial terminal has the following regulatory approvals:

United States	UL478, 5th Edition
Canada	CSA 22.2 No. 142-M1983
West Germany	DIN IEC 380/VDE 0806
International	IEC 348, IEC 380

Easy to develop applications on

The HP Industrial Touch terminal optimizes application development by providing built-in, menu-driven,

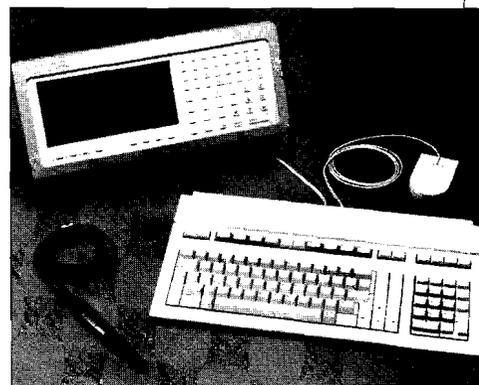
mouse-operated forms, touch, and character-graphics editors. Using these editors, programmers can generate quality forms, touch targets, and graphical representation of the manufacturing process in a matter of minutes rather than days. The built-in editors and mouse, support CAD-like screen development, rather than ASCII-escape-sequence screen development found in competitive terminals

The HP Industrial Touch terminal editors support multisized text, fields for data entry, and graphics, combined on a single screen. Programmers have the option of using a mouse, an external QWERTY keyboard, or the terminal's keypad.

Ordering information

Product No.	Description
HP 3082A	Industrial Touch Terminal
Opt 001	Touchscreen input
Opt 002	Barcode decoding
opt 003	Touchscreen input and barcode decoding
Opt 801	Watertight power cord
opt 908	10-inch rack mount kit
Opt 910	Manuals
Opt W03	Substitute 90-day for standard one-year warranty
HP 3082U	Third-Party Development Kit, 3082A, Opt. 003, Opt. 910, HP-HIL keyboard and cable, HP-HIL mouse, medium resolution plastic barcode wand.

**Many CIM application value-added businesses expressed interest in the HP Industrial Touch terminal during pre-introduction.*



Third-Party Development Kit

TARGETING THE HP INDUSTRIAL TOUCH TERMINAL

The HP Industrial Touch terminal is a general-purpose CIM terminal targeted for discrete and process manufacturing industries.

Priority discrete industries include automotive, aerospace, electrical and electronic, and machine manufacturing.

Priority process industries include food and beverage, chemical and pharmaceutical, rubber and plastics, and petroleum.

The HP Industrial Touch terminal is targeted for planning, production, control, and maintenance applications. Planning applications include material requirements planning (MRP), just-in-time (JIT), and capacity planning. Production applications include flexible manufacturing systems, cell control, automated material handling, robotics, and inventory control. Control applications include quality control, process control and monitoring, machine control and monitoring, and automated test systems.

Contact your HP sales rep for more information.

Also in this issue

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Supplies

Supplies

HP-IB CABLE : ONE PART NUMBER

Users who need an HP-IB cable to connect peripherals, instruments, or accessories can now obtain the cables direct from HP's Direct Marketing Division (DMK) by ordering PIN 10833A and 10833B. These part numbers from DMK will allow HP to consolidate two duplicate part numbers into one. As a result, the HP-IB cable (PIN 45529A and 45529B) will be discontinued on September 1, 1987, and will be available through DMK as listed below.

Product No.	Description
10833A	1-meter HP-IB cable
10833B	2-meter HP-IB cable

HP DIRECT order phone numbers

HP DIRECT Fast Phones - the easy, direct way for you to order supplies, accessories, media, furniture, and software from HP DIRECT Division

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861
Austria	(0222) 2500-615 (0222) 2500-616
Belgium/Luxembourg	(02) 762 31 11
Canada	
Toronto Local	416-671-8383
Ontario	1-800-387-3417
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Denmark	(02) 816640, ext. 258
Finland	(90) 887 2361
France	(1) 69 288 390
Greece	(01) 6726090
Italy	(02) 9236 9702
Japan	
Sagamihara	0427 59 1311
Osaka	06 304 6021
Middle East	
Athens	(01) 6828811
Norway	(02) 246090
South Africa	
Johannesburg	(011) 8025111
Cape Town	(021) 537954
Spain	(91) 0374013 (91) 6370011
Sweden	008 7501400
Switzerland	1057) 31 22 53 (057) 31 22 54 (057) 31 22 59
The Netherlands	(020) 547 6606
United Kingdom	(0734) 697201
United States	800-538-8787
West Germany	(01301 3312

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 - C Database Application Development*

Abstract: db_VISTA is a database management system designed for use by C language application programmers. High speed data access and low data redundancy are just two benefits of using db_VISTA. Combine these benefits with those of C-speed, portability, and efficiency, and the programmer begins to understand db_VISTA's real measure - performance. Almost three times as fast as the leading competitor, db_VISTA's fast access comes from the unique combination of the B-tree indexing method and the "network model" or direct "set" relationships between records.

db_VISTA operates on most popular computers and operating systems such as MS[®]-DOS, UNIX[®], and VMS. The system has multiuser capability and supports simultaneous users in either multi-tasking or local area networking (LAN) environments. db_VISTA can be used as an ISAM file manager or to design database applications. Entire C source code is available so you can optimize performance or port to new environments yourself. It offers royalty-free runtime.

Raima's software includes free telephone support and software updates for 60 days. Yearly extended application development support, training classes, and consulting is available as well. Raima now offers two companion products for db_VISTA: db_QUERY and db_REVERSE. Prices for db_VISTA start at \$195. Availability is now.

Abstract: db_QUERY is a C-linkable, SQL-based, ad-hoc query and report-writing companion product to db_VISTA. It provides a simple relational view of complex network model databases. db_QUERY allows the developer to create a customized query utility that becomes part of a royalty-free db_VISTA application. End user definable field name aliases, macros, relations and batch fields allow the developer to tailor the user environment to specific needs. db_QUERY offers a report forms generator as well. db_QUERY offers the same advantages of db_VISTA: C-source code available, royalty-free run-time, portability across DOS, UNIX, and VMS, and multiuser capability.

Raima's software includes free telephone support and software updates for 60 days and yearly extended application development support. Training classes and consulting are available as well. Raima now offers a new companion product for db_VISTA and db_QUERY - db_REVERSE. Prices for db_QUERY start at \$195. Availability is now.

Company Name: Raima Corporation

Address: 3044 112th Ave. N.E.
Bellevue, WA 98004
U.S.A.

Phone: 1-800-db RAIMA or 206-828-4636

Contact Person: Mark Hervol, Account Manager
or
Gopal RajGuru, Account Manager

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross industry - vertical markets*

Abstract: We wish to distribute PowerHouse-based applications systems in New Zealand. Commercial Data Processing Ltd:

- Are Cognos distributors in New Zealand with a good PowerHouse market penetration
- Have an excellent marketing and support reputation
- Have been in business for 15 years
- Are also experienced in marketing and supporting application systems.

Company Name: Commercial Data Processing Limited

Address: P.O. Box 10-347
152 The Terrace
Wellington, New Zealand

Phone: (New Zealand = 64) (Area Code = 4) 726-327

Telex: NZ 30319

Contact Person: Jack Morgan

Geographic Coverage: New Zealand

Industry: *Cross industry - screen management*

Abstract: SCRMS/1000 is a screen management system for HP 1000 A-Series systems using HP block-mode terminals. Since no run-time disc access is required, screens are fast, efficient, and well suited for real-time application. Screens are defined in text files using any text editor and compiled into FORTRAN 77 or Pascal data structures with the SCRMS compiler. Run-time library procedures use the data structures to manipulate the screen. SCRMS/1000 provides such features as:

- Up to 512 unprotected and/or display-only fields
- Typed variables and arrays for field data
- Defined field types
- Full-function key support
- Display enhancement, line drawing, and escape sequence support
- EMA, CDS, and class 110 support
- IMAGE compatible
- Small size
- Extensive run-time subroutine library
- Automatic time and date fields

Company Name: Mountain States Consulting

Address: PO. Box 151230
Salt Lake City, UT 84115
U.S.A.

Phone: 801-485-4366

Contact Person: Rick Collard

Type of Distributor Wanted: OEM/System Integrator

Geographic Coverage: Worldwide

Industry: Manufacturing

Abstract: The Minx Information System is a fully integrated UNIX® operating system-based financial and manufacturing application package written in "C" for the HP 9000 Series computers. The system is designed for discrete manufacturers (SIC codes 3500 to 3900) ranging in size from start up to \$250 million in revenue. Minx features include on-line help at all prompts and embedded generic search capabilities in each of the following modules:

- Order Management
- Accounts Receivable
- Accounts Payable
- General Ledger
- Report Writer
- Spread Sheet
- Cost Accounting
- Physical Inventory
- Inventory Control
- Bill of Material
- ECO Control
- Purchasing
- Shop-floor Control
- Material Requirements Planning
- Master Production Scheduling
- Rough-cut Capacity Planning

Company Name: Minx Software Inc.

Address: 4966 El Camino Real, Suite 108
Los Altos, CA 94022
U.S.A.

Phone: 415-969-6528

Contact Person: John Meese

Type of Distributor Wanted: Dealer

Geographic Coverage: United States

Industry: Manufacturing

Abstract: NESTIX is an integrated NC part programming and nesting system for thermal cutting. The program includes four parts for different tasks. There is a part for transforming part geometry and manufacturing instructions into an NC part program. With the nesting part, these programmed parts are interactively nested on a raw material sheet, and with the postprocessor part, the NC cutting machine code is generated. Using the data management part, the production information (part programs, number of parts, and sheets needed, nested, cuts, etc.) is controlled.

Postprocessors are available for all major NC cutting machines and optional interfaces to different CAD and MRP systems.

Company Name: TSV-Insinöörin Oy

Address: Technology Park of Oulu
Teknologiantie 6
90570 OULU
Finland

Phone: + 358-81-500 222

Contact Person: Hannu Käkelä

Type of Distributor Wanted: Open

Geographic Coverage: Europe

Industry: Education - student loans

Abstract: On-line, fully tested student loan system composed of an integrated set of computer programs designed to assist loan personnel with the disbursement, billing, maintenance, collection, and history of student loan information. Developed and implemented at Harvard University, the loan system is capable of processing all information pertinent to a given student loan from the receipt of a loan application, until the loans are Sully paid, cancelled, defaulted, or written off

The system was written using COBOL, COGNOS (fourth-generation languages), del, View/3000, and the IMAGE database language for the HP 3000 Series 48.

Company Name: Harvard University

Address: Holyoke Center 449
1350 Massachusetts Avenue
Cambridge, MA 02138
U.S.A.

Phone: 617-495-3067

Contact Person: David Stein

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: Cross-industry, particularly land information

Abstract: ULIS is a geographical information system providing powerful mapping facilities, running on HP 9000 Series 200 and 300 (and later 800) computers with UNIX® operating system. The code is "C." The system includes the Starbase graphics library and integrates with HPtoday and other database software. The system permits the creation of a geographical database of vector data (point, line, circle) and non-graphical data attributes to represent any spatially distributed data by automatic map creation. The digital data can be acquired as a result of survey, digitization, or on line to numeric or graphical precision. Rasterization facilities are provided to enable fast recovery of standard map displays.

The system is most appropriate for the creation of comprehensive graphical ownership record systems (cadstral systems), public utilities systems, natural resource mapping systems, and engineering or mining information systems. Facilities to manipulate symbols and drawings enables fast creation of maps by aggregation of individual parts. The software includes a topographical mapping system extension to enable surface topology to be recorded, computed and integrated with planimetric information.

Field survey input facilities are provided as an extension and include integration with automatic data collection capabilities, running on HP-41C calculators connected to total station theodolites.

Integration with portable photogrammetric analytical stereo digitizers offers a comprehensive mapping facility.

Company Name: Kingdom Pty. Limited

Address: 5 Devlin Street
Ryde, N.S.W 2112
Australia

Phone: + 61 2 807 4822

FAX: + 61 2 808 1777

Contact Person: Dick Lovegrove

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Software Packages Wanted

Industry: Financial Services

Abstract: Financial Software Solutions Inc. is a software supplier that markets an integrated in-house accounting package to the financial community. Their system runs on the HP 3000 and is designed to replace the computer service bureau currently being used by the financial institution. They are looking for other software companies that have financial software that they would like marketed in the California marketplace.

Financial Software Solutions, Inc., has been software suppliers for Hewlett-Packard since 1980 and have both marketing and technical expertise. They would be capable of doing technical and implementation support in the California marketplace as well as ongoing custom enhancements and modifications.

Company Name: Financial Software Solutions, Inc.

Address: 31939 Doverwood Court
Westlake Village, CA 91361
U.S.A.

Phone: 818-889-5856

Contact Person: William Irwin

Geographic Coverage: California

Type of Packages Needed: General-purpose finite element program, including preprocessor (meshgenerator) and postprocessor, or pre/postprocessors alone to be attached to other company's software. Software should run under UNIX[®] operating system/FORTRAN and will be ported on HP 9000 computers.

Services Provided: HP ISV with office close to downtown Munich with long-range experience in FE analysis and related fields: excellent reputation is guaranteed

Needed by: GTWD mbH Gesellschaft für Technisch-Wissenschaftliche Datenverarbeitung mbH to act as distributor or OEM.

Address: GTWDbmh
Lochhauser Str. 66
D-8039 Puchheim
West Germany

Phone: (089) 80 20 95

Fax: (089) 80 10 53

Contact Person: Dr. Willy Schweiger

Geographic Coverage: West Germany, Austria, Switzerland

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

Hewlett-Packard Company
Value-Added Channels Development
Attn: Marilyn Rauchle
19091 Pruneridge Ave.
Building 46UV
Cupertino, CA 95014
U.S.A.

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

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

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

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

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

HP CHANNELS

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Corporate Marketing Communications
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Palo Alto, CA 94304-1298 USA*