HP CHANNELS

June 1989

10 JUL 1989

HP rewritable optical disk drive revolutionizes the way you think about data storage

On the cover

The HP Series 6300 Model 650/A rewritable optical disk drive is a direct-access secondary storage device that fills the gap between high-performance hard disks and low-cost tape storage systems. It packs 650 Mbytes of information on a single 5¼-inch rewritable optical disk cartridge. See articles beginning on page 11.

Table of Contents

HP Computer Museum
www.hpmuseum.net

"Super" HP VAB Conference set for September

Mark September 6–9, 1989, on your calendar to make sure you attend the next HP Value-Added Business (VAB) Conference, "On Track to Success." This conference will take place at the Westin St. Francis Hotel in San Francisco, California.

The conference will begin on Wednesday evening with VAB registration. A brief outline of the current plans for the conference is included below.

This will be our first "super" conference and will include VARs, software suppliers, systems integrators, and OEMs that run solutions on HP 1000/3000/9000 systems.

This conference will immediately precede the INTEREX (HP users group) annual conference, which will take place in San Francisco on September 11–15. Many of our VABs will be exhibiting their products at the INTEREX show, and the timing of the two events will allow them to attend both conferences.

VABs that are listed in the VALID database received a poster promoting the conference in early May, along with a questionnaire asking for input on the conference content. We want to make this conference valuable for our VABs, so we are encouraging you to give us your feedback about the types of sessions you'd like to attend. Formal invitations with registration packets will be mailed to you in June.

Look for much more information about this exciting event in your mail and in *HP Channels* in the months to come.

Wednesday, September 6

- VAB registration

Thursday, September 7

- VAB general sessions and workshops
- VAB exchange and social event

Friday, September 8

- VAB general sessions and workshops

HP acquisition of Apollo

During the last week in April, Bill Hilliard, HP's U.S. Marketing Center value-added channel manager, sent a letter to U.S. VABs regarding the recent announcement that HP intends to acquire Apollo. HP is tendering an offer for all of the outstanding shares of common stock and associated rights of Apollo Computer Co., Inc. In the letter, Bill explained to HP VABs that the offering materials were filed with the Securities and Exchange Commission on April 18. Once the offer is approved, Apollo will become a wholly owned subsidiary and an integral part of HP's workstation program.

Bill assured our VABs that the general feeling on both the Apollo and HP management teams was one of excitement regarding the acquisition. He then went on to caution them that until the acquisition is complete. . ."we must operate within SEC-imposed merger regulations in our communications efforts to keep you up-to-date on the progress of the merger". . .which is expected to occur in 90 days or less.

"I would like to remind you, as we have informed both the Apollo and HP sales forces," Bill stated, "that under anti-trust laws, our two companies are still in competition until the merger occurs. HP sales and support teams, for example, may not exchange information, proposals, or any sales-related material with Apollo people, or conduct any joint selling efforts until that time."

If you have any questions regarding HP's official position on any issues regarding the acquisition, please contact your HP representative.

Direct mail help for VABs

Are any of you interested in conducting direct-mail campaigns to generate leads for your products? Would you like some ideas on how HP can help you? If so, here are a few suggestions.

VAB folders/brochures available

Last September, we introduced two pieces of literature designed for use by HP value-added businesses (VABs). Either is entirely suitable for use in your direct-mail campaigns and can be ordered in large quantities free of charge through your HP representative.

The folder (P/N 5954-9916) is entitled, "Hewlett-Packard and its value-added business — building a foundation for your success." It was designed to emphasize the strong relationship HP builds with its VABs in order to meet users' solutions needs. The folder can hold VAB literature, HP literature, or both, and has slots to hold HP or VAB business cards.

The brochure (P/N 5954-9915) carries the heading "Computer Solutions: For built-in success, build on Hewlett-Packard." It can be used in conjunction with the folder or as a standalone piece. The brochure copy briefly describes the strengths of the HP technical platforms — from HP PCs up to the HP 9000 Series 800. Since it does not mention the HP 3000, it is probably not suitable for mailing to commercial accounts.

Contact your HP representative for copies of this literature.

First meeting of HP-UX VAB Advisory Council a success

The first meeting of a newly formed HP-UX VAB Advisory Council was held on March 15-16, 1989, in Cupertino, California.

The council is comprised of high-level representatives from thirteen value-added businesses across the U.S. and Canada — five VARs, seven software suppliers, and one systems integrator. Six of the VABs are former members of the TSS VAB Advisory Council. Seven commercial members were added to give the council a more rounded business perspective.

The HP-UX Council members are: Bob Whitus, Accugraph Corp; Fred James, Analog Design Tools; Tom Pearson, Automated Technology Associates; Duncan Mackay, BBN Software Products Corp.; Rodger Johnson, Brock Control Systems; Harry Sichak, CARS Information Systems; Allen Weiss, CompuAmerica; Mark Dixon, Eyring Research Institute; James Blaha, HASP; Frank Wingate, Industrial Computer Corp.; Jerry Neal, Infostat, Inc.; Mukesh Aghi, Jonas and Erickson; Ted Templeton, Pilot Systems, Inc.

The format for this council meeting was quite different from past advisory councils. To allow HP to receive as much feedback as possible from the VAB members, the majority of the time was devoted to interactive discussion. Various HP groups participated, including computer systems, workstations, peripherals, networking, sales, and marketing.

We are now in the process of summarizing issues that came out of the council. We'll be reporting back to our VABs-at-large as issues are addressed. Look for more information in *HP Channels* in the coming months.

Business Computers

General

AdvanceWrite Plus F.03.00 now in Danish, Dutch, Norwegian, and Swedish

On March 1, 1989, Hewlett-Packard announced the latest member of the AdvanceWrite family — AdvanceWrite Plus F.03.00, U.S. English version. The first four localized versions of AdvanceWrite Plus F.03.00 will be available on the June 1 HP Price List in Danish, Dutch, Norwegian, and Swedish.

This latest release of AdvanceWrite includes several exciting new features: on-screen document preview, thesaurus, table of authorities, and expanded graphics file import capability. The localized versions of AdvanceWrite Plus F.03.00 combine the same ease of use, new features and enhancements, integration, and flexibility of the U.S. English version. Refer to the May issue of *HP Channels* for a complete list of the new features of AdvanceWrite Plus F.03.00.

Ordering information

Product No.	Description	Language version
D1712AY	AdvanceWrite Plus F.03.00	Danish
D1712AS	AdvanceWrite Plus F.03.00	Swedish
D1712AN	AdvanceWrite Plus F.03.00	Norwegian
D1712AH	AdvanceWrite Plus F.03.00	Dutch

Upgrade information

For users who want to upgrade from previous localized versions of Advance-Write to AdvanceWrite Plus F.03.00, product numbers are as follows:

Product No.	Description
D1712-60005	AdvanceWrite III (Danish) to AdvanceWrite Plus F.03.00 (Danish)
D1712-60006	AdvanceWrite III (Swedish) to AdvanceWrite Plus F.03.00 (Swedish)
D1712-60007	AdvanceWrite III (Norwegian) to AdvanceWrite Plus F.03.00 (Norwegian)
D1712-60008	AdvanceWrite III (Dutch) to AdvanceWrite Plus F.03.00 (Dutch)

General

Introducing Hi-Li self-paced training

Are you looking for an HP-supported tool for developing HP 3000 on-line applications? High-Level Screen Management Intrinsics Library (Hi-Li) provides a set of high-level intrinsics that enable programmers to create third-generation language (3GL) interactive applications that interface to HP-supported block-mode terminals.

You may already be using VPLUS, HP's screen management product available on the Fundamental Operating System (FOS). The Hi-Li FOS product accesses and controls the display of VPLUS forms, which are created using the FORMSPEC forms design utility. The advantage of using Hi-Li over VPLUS intrinsics is that there are fewer intrinsics for programmers to manage, thus providing productivity gains when developing and supporting on-line applications.

Hi-Li training

The newly developed Hi-Li self-paced training (P/N 31121A) provides an introduction of Hi-Li to programmers/analysts. This training consists of a guide and a magnetic tape that contains Hi-Li programming examples coded in COBOL85.

Key features of the Hi-Li training include the following:

- Introducing the major Hi-Li intrinsics

- Using Hi-Li to access a block-mode terminal and FORMSPEC forms file

- Using Hi-Li to display FORMSPEC forms, function key labels, and messages and data to the terminal

- Using Hi-Li to read, edit, and transfer data to your application program

- Explaining Hi-Li's six data transfer methods that transfer data between an application program and terminal

- Showing Hi-Li in a TurboIMAGE database application

HP 3000

Quick Ship Program available for HP MICRO 3000LX and GX

If quick availability is important for your HP MICRO 3000 orders, now is the time to take advantage of the HP Quick Ship Program in Guadalajara, Mexico. With the Quick Ship Program, you can have an HP MICRO 3000LX or GX delivered within a *week* of the order date if you agree to pay air freight charges. And if you don't require air shipment, delivery can be expedited from five weeks to three weeks.

What the Quick Ship Program offers

The Quick Ship Program offers you and your users quick availability and choices in delivery time. Hewlett-Packard has set aside a limited number of HP MICRO 3000LX and GX systems in Guadalajara to be used for "Air Emergency" and for "Truck Emergency" as part of the Quick Ship Program. The table below summarizes three options that are now available:

Door-to-door availability

Normal	Truck Emergency	Air Emergency
5 Weeks	3 Weeks	1 Week

Supplier response time (SRT) published availability is two to four weeks.

How to take advantage of the Quick Ship Program

To take advantage of the Quick Ship Program, contact your HP representative and request either "Air" or "Truck Emergency" for your HP MICRO 3000LX/GX order. If "Air Emergency" is requested, remember to provide authorization and an account number for billing.

Note that the Quick Ship Program is *only* available for U.S. and non-European users whose HP representatives place their HP MICRO 3000LX and GX orders through Guadalajara.

Close business with the Quick Ship Program

Since availability is crucial to many small system users, the Quick Ship Program gives you an advantage over many of our competitors. Use the Quick Ship Program to win new business and to offer existing customers an extra level of service and flexibility.

HP 3000

HP 3000 Series 955 now supports up to 160 Mbytes

Consistent with the higher performance offered by the HP 3000 Series 955, the Series 955 maximum memory has been expanded from 128 Mbytes up to a maximum of 160 Mbytes. Support for 192 Mbytes is planned for the end of 1989, and support for 256 Mbytes is planned for a future release of MPE XL. Standard memory will remain at 96 Mbytes. Be aware that only some users will need greater than 128 Mbytes for optimal performance on the Series 955. Required main memory will vary with applications as with the number of active users on the system.
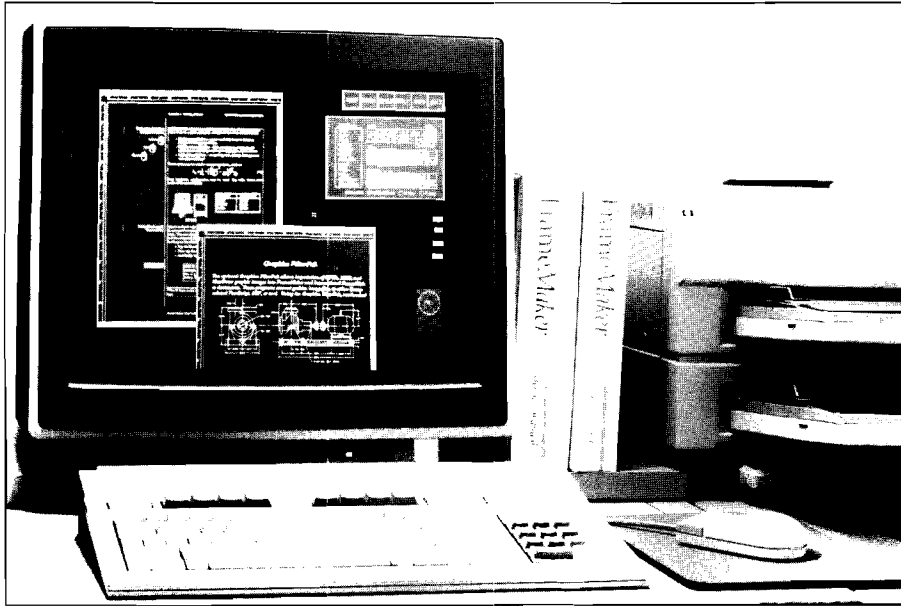
Additional memory controller required

An additional memory controller (P/N A1103A) is required to support memory sizes greater than 128 Mbytes on the HP 3000 Series 955.

Contact your HP representative for more information.

General

FrameMaker: advanced document publishing software within easy reach

Scientific, engineering, and technical users are demanding electronic publishing solutions. They need the ability to create documents that integrate text and graphics, quickly and easily. Now you can capture this market with HP's new FrameMaker products — also the number-one selling software solution on Sun workstations.

FrameMaker opens previously closed doors to CAD/CAE/CASE and workstation sales where documentation is a critical requirement. So take a close look at your potential and installed customer base. If documentation is an integral part of their business, if they produce technical reports, software documentation, presentations, manuals, specifications, or other technical communications, they are FrameMaker candidates.

FrameMaker is an advanced documentation package that integrates a powerful word processor, a graphics drawing program, and a page layout system. FrameMaker is designed for easy use, yet is powerful enough to satisfy the sophisticated needs of technical publications professionals.

Features

- WYSIWYG — integrated text and graphics

- Full-featured text processor

- Mathematical equation composition

- Easy-to-use page and document design

- Merged text and graphics

- Import, capture, manipulate, and create graphics

- On-line help

- Sold and supported by HP

- Runs on all Series 300 (except Model 310)

- Supports all displays with 1024 × 768, or greater, resolution

- Supports HP LaserJet and Apple LaserWriter PostScript printers

- Supports industry-standard X11 Windows System™

- Planned HP 9000 Series 800 and HP Vectra UNIX system support

Product structure

There are six different Frame products available from HP.

- *FrameMaker* — "What you see is what you get" (WYSIWYG) electronic publishing software provides a complete text processor, a graphics toolbox for creating and manipulating technical graphics, importing capabilities for text and graphics, and easy-to-use page and document design formats.

- *International FrameMaker* — Multilingual FrameMaker software that offers all the advanced FrameMaker features plus: spell checking, fonts, and hyphenation in five languages — U.S. English, U.K. English, Parisian French, Dutch, and German, definable on a paragraph-by-paragraph basis, and user interfaces in English, French, or German.

- *FrameViewer* — Provides economical view-only access to FrameMaker and International FrameMaker documents for manufacturing environments, for example, where guided, on-line access to the most up-to-date specifications and instructions is required. Electronic view-only documents replace cumbersome, hard-copy manuals.

- *Graphics FilterPak* — Translates graphical information created with other CAE/CAD/CASE applications into FrameMaker documents. HPGL, IGES, and MacDraw are supported.

- *Document FilterPak* — Translates documents created on other word processing systems such as TROFF, Interleaf, DCA (IBM PC), WordStar®, and others into FrameMaker documents.

- *Demonstration Program* — Lets your users test drive FrameMaker before they purchase the complete application. The on-line tutorial and help menus get new users up and running quickly, only the save feature is disabled. No reinstall is required when they purchase the complete application. The codeword installation activates the save feature.

Ordering information

FrameMaker ordering information follows. FrameMaker products are on all computer products discount schedules.

For additional information on FrameMaker, please contact your HP representative.

Product No.	Description
74350A	FrameMaker
Opt. 002	FrameMaker tape and installation guide Note: can be ordered separately for demonstration program
Opt. 022	FrameMaker Right-to-use (license and manuals)
74350R	
Opt. 002	FrameMaker Right-to-copy (license and manuals)
74351A	International FrameMaker
Opt. 002	International FrameMaker tape and installation guide Note: can be ordered separately for demonstration program
Opt. 022	International FrameMaker Right-to-use (license)
Opt. ABA	English manuals
Opt. ABF	French/English manuals
Opt. ABD	German/English manuals

74351R	
Opt. 002	International FrameMaker Right-to-copy (license)
Opt. ABA	English manuals
Opt. ABF	French/English manuals
Opt. ABD	German/English manuals
74352A	
Opt. 002	FrameViewer (tape, license, manual)
74352R	
Opt. 002	FrameViewer Right-to-copy (license, manual)
74353A	
Opt. 002	Graphics FilterPak site license (tape, license, manual)
74354A	
Opt. 002	Document FilterPak site license (tape, license, manual)

X Window System is a trademark of Massachusetts Institute of Technology.

WordStar is a U.S. trademark of MicroPro International Corporation.

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

HP 9000

HP 9000 Series 500 HP-UX software update

HP 9000 Series 500 HP-UX Release 5.3 is nearing completion. It is expected to be shipping this month. This release primarily is to fix certain serious and critical defects in the 5.2 release. In addition, the HP 7980A tape drive will be supported with this release. This is an update-only release, so users must have the HP-UX 5.2 release installed before updating to 5.3.

All users currently on support contracts for the Series 500 will receive this release. For those users not on support, the discount given for Option 001, previous revision upgrade, will be increased giving them an opportunity to get this update at a lower cost.

Contact your HP representative for more information.

HP 9000

New ease-of-use functionality for HP 9000 Series 300

Effective June 1, HP users ordering HP 9000 Model 340, 360, or 370 workstation bundles will be able to receive HP-UX preloaded and preconfigured on an HP 7958S or 7959S SCSI disk. Provided with this product, called DSL/300, is a preconfigured X Windows environment that provides a log-in screen and a friendly work environment with on-line help facilities. DSL/300 provides a basis for future easy-to-use environments from HP based on OSF/Motif and NewWave. DSL/300 offers significant productivity gains for users as installation time and trouble are kept to a minimum. These features are provided at no extra cost over the sum of the components. Look for the following new options on June 1:

- *Option 404* — 162-Mbyte SCSI disk drive with HP-UX installed. Includes HP-UX beginners guides and a preconfigured X11 window environment. Requires Option 011 (SCSI interface board).

- *Option 405* — Same as above, except 323-Mbyte SCSI disk drive.

Introducing new BASIC Language Processor products

On July 1, Hewlett-Packard will introduce the BASIC Language Processor (Release II), which gives users HP 9000 Model 310 performance on a PC. With Release II, you get faster boot speed, faster graphics, faster disk performance, easier integration with DOS applications, and seven new powerful HP Vectra PC controller bundles.

These new products should be viewed as replacements for the current BASIC Language Processor (Release I) and controller bundles. Release I and the current bundles will be removed from the HP Price List on November 1, 1989. The products that will be placed on the July 1 price list and the counterparts that will be obsoleted are as follows:

Product Numbers		
Release I **To be obsoleted** **November 1, 1989**	**Release II** **Effective** **July 1, 1989**	**Description**
82300B	82300C	BASIC Language Processor
N/A	82323A	Release II upgrade kit
82316D*	No new P/N	PC-305M (HP Vectra CS PC)
82317D	82317E	PC-305ML (HP Vectra CS PC)
82314D	82314E	PC-308ML (HP Vectra ES/12 PC)
82315D	82315E	PC-308CL (HP Vectra ES/12 PC)
82319D	82319E	PC-308CM (HP Vectra ES/12 PC)
No current P/N	82332E	PC-312CL (HP Vectra QS/16S PC)
82333D	82333E	PC-312CM (HP Vectra Q2/20 PC)
No current P/N	82334E	PC-315CN (HP Vectra RS/25C PC)
82304B*	No new P/N	BASIC 5.0 in ROM

Note: These two products are being obsoleted but not replaced.

- The 82316D will be dropped due to the fact that an all-RAM system does not make sense on a PC with a single flexible disk.

- The 82304B will be eliminated per user input. Instead of using ROM BASIC, each PC-300 system will use soft BASIC, so users can more easily upgrade as new versions are released.

Contact your HP representative for more information.

68000 family debugger/simulator on HP 9000 Series 800 computers

In April, Hewlett-Packard introduced a debugger/simulator for 68000 family cross development on HP 9000 Series 800 computers. This includes the Motorola 68020 processor as well as the 68000, 68008, and 68010. Now there is complete cross-software development support on the HP 9000 Series 800 computer.

The HP 64360 is an advanced cross debugger simulator that provides insight into microprocessor programs, from the beginning of coding up to system integration. Both C and assembly language programs are supported by the HP 64360. The simulator allows debug and test to be performed without microprocessor hardware.

As an integrated part of HP 64000 AxCASE, the debugger/simulator is coupled tightly with the corresponding C cross compiler, assembler/linker, and Basis Branch Analyzer. The Basis Branch Analyzer is a software tool that allows users to analyze branch execution of their cross development software.

This integrated set of tools is hosted currently on HP 9000 Series 300. With the addition of the debugger/simulator to the Series 800 computers, users can develop code, test, and simulate on their Series 800 computer — without an emulator. In addition to the capabilities of these tools, the Series 800 computers support large software development teams needed for big projects.

Advanced Cross Debug System features

- C and assembly code debugging

- Symbolic referencing, including storage class, data type, structures, and program scope

- High-level stack backtrace

- High-level variables monitored, including automatics

- Breakpoints on static data

- Breakpoint macros

- Single step by function, statement, or machine instruction

- Logging of debug session

- Background operation for test purposes

- Windowed interface

- Guided command syntax with look-ahead capability

- Direct use of BBA output

- Context-sensitive help function

- Simulates microprocessor instructions

- Captures timing information

- Simulates microprocessor memory

- Simulates I/O and interrupts

Meeting cross software development needs

The Advanced Cross Debug System meets the needs of software designers for embedded microprocessor systems. C language and assembly language code can be debugged simultaneously. The windowed interface and guided-syntax command entry, combined with multilevel help, make the debugger easy to learn and easy to use. The macro language permits designers to add functionality. The choice of execution environments provides support from early development using simulation up to hardware/software integration.

Ordering information

The compatible HP Advanced Cross Language System is required by the debugger. Supported terminals are the HP 2392A, 700/22, 700/92, 700/94; VT100, VT220; and HP bit-mapped display systems HP 98544A/B, 98547A, and 98548A.

For every site, order one "M" product. For every computer node, order one "L" product. In addition, for every computer node with two or more terminals, order one "U" product.

Model	Description
64360M	Advanced cross debugger with simulator for Motorola 68000/08/10 and 68020, media and documentation
Opt. 005	Hosted on HP 9000 Series 800 computer system
64360L	Advanced cross debugger with simulator for Motorola 68000/08/10 and 68020, single-user license
Opt. 005	Hosted on HP 9000 Series 800 computer system
64360U	Advanced cross debugger with simulator for Motorola 68000/08/10 and 68020, multiuser license
Opt. 005	Hosted on HP 9000 Series 800 computer system

HP 9000

HP 9000 Model 840S to be discontinued

With the April 1988 introduction of the HP 9000 Model 835S/SE system offering greater price/performance and reliability than the Model 840S, demand for the Model 840S has declined sharply. Consequently, after having enjoyed an extremely successful product life, the HP 9000 Model 840S will be discontinued and removed from the HP Price List effective June 1, 1989. (The discontinuance of the Model 840S was first announced last December in this publication.) On June 1, all Model

840S systems will enter a 10-year support life. HP will continue to accept U.S. orders through June 30, 1989, and non-U.S. and government orders through August 31, 1989. Also being discontinued and removed from the price list effective June 1, 1989, are:

- The Model 825S to 840S SPU return credit, P/N 9741A Option 0C8

- All HP 9000 Series 500 and HP 1000 SPU return credits where the Model 840S is the destination system.

All Model 840S components *except* the cable management system (P/N 19749A) will be removed from the price list a year from now, on June 1, 1990. At that time, these products will also enter a 10-year support life. HP will accept U.S. orders for Model 840S components through June 30, 1990, and non-U.S. and government orders through August 31, 1990.

Model 840S users' systems will continue to be supported for 10 years and, if on support services, will receive any applicable software enhancements during that time. Model 840S users who would like to upgrade to a Model 850S or 855S will receive a very attractive credit toward the purchase. For more information, consult your HP representative.

Also in this issue

General

High-performance X Window display server available for the PC

HP AXDS/PC, an accelerated X Window System display server, gives personal computers high-performance network access to UNIX system-based X Window graphics applications.

Together with HP's intelligent graphics controller for industry-standard PCs, this new software is designed to deliver workstation-graphics performance — equivalent to the HP 9000 Model 330 workstation configured as an X Window System server.

Because the code is downloaded into the memory of the HP intelligent graphics controller, performance is not limited by the MS-DOS® operating system or PC configuration. By comparison, most competing X server products are limited in performance since the X11 server code is implemented as an MS-DOS application.

Network access

The display server, which is based on the industry-standard X Window System Version 11 Release 3, enables the PC user to have network access to both UNIX system-based X Window System applications and MS-DOS.

Adherence to X Window System allows users to access X Window System-based applications on remote multi-vendor host computers over a standard local-area network. A basic sequence of keystrokes allows HP AXDS/PC users to toggle between X Window System applications and the MS-DOS operating system.

HP AXDS/PC requires an HP Vectra PC (or PC/AT bus compatible) with 640 Kbytes of a RAM, the HP intelligent graphics controller, ThinLAN or StarLAN 10 and networking software, and one of a variety of high-resolution color monitors.

For more information, contact your HP representative.

X Window System is a trademark of the Massachusetts Institute of Technology.

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

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

General

IPC discontinuance July 1

This is a reminder that the HP Integral Personal Computer (IPC) and all associated products will be removed from the HP Price List on July 1, 1989. This is your last chance to buy the IPC or its accessories before it is discontinued.

If you have purchased HP Integral PCs in the past, you may want to consider a last-time purchase. After July 1, 1989, it will be impossible to purchase IPC-related products.

Contact your HP representative for more information.

Desktop

82300B BASIC Language Processor Card not supported on HP Vectra LS/12 laptop PC

The 82300B BASIC Language Processor Card is not supported on the HP Vectra LS/12 laptop PC. It was tested with the HP Vectra LS/12 PC and a Zenith expansion chassis and found not to work correctly with the 82300B. The problems are not obvious and 82300B will install in the machine; however, by exiting BASIC and changing your CONF program, you will cause the computer to lock up on return to BASIC.

The only supported portable computers for use with the 82300B are the Compaq Portable 386/20 (with expansion chassis) and the Compaq Portable 286 (with expansion chassis).

The 82990A HP-IB Interface and Command Library was also tested with the HP Vectra LS/12 PC with the Zenith expansion chassis and was found to work correctly except for the IODMA command. The Zenith expansion chassis is not currently capable of performing DMA transfers.

Contact your HP representative for more information.

Desktop

HP Vectra ES/12 PC price changes

Hewlett-Packard has reduced the price of all models of the HP Vectra ES/12 PC effective May 1. The following table is a complete listing of the HP Vectra ES/12 PC products whose prices were reduced effective May 1:

Product No.	Description
D1310A	HP Vectra ES/12 Model 10
D1315A	HP Vectra ES/12 Model 15
D1320A	HP Vectra ES/12 Model 20
D1326A	HP Vectra ES/12 Model 26
D1327A	HP Vectra ES/12 Model 27
D1340A	HP Vectra ES/12 Model 40
D1346A	HP Vectra ES/12 Model 46
D1347A	HP Vectra ES/12 Model 47

Desktop

HP Vectra CS PC price change and discontinuance

Effective June 1, 1989, the price of the HP Vectra CS PC (Models 10, 15, 16, 20, 26, and 27) will be increased. This is the first step towards a fall discontinuance of the product. The HP Vectra CS PC is being kept on the HP Price List until later this year in order to give users who are dependent on the 8086 processor sufficient time to move to other machines.

This move is being made in order to focus resources on more strategic 80286 and 80386 products and new high-performance PCs based on the 80486 microprocessor, and to move away from the more commodity-oriented 8086 market.

Contact your HP sales rep for more information.

Product No.	Description
D1110A	HP Vectra CS PC Model 10
D1115A	HP Vectra CS PC Model 15
D1116A	HP Vectra CS PC Model 16
D1120A	HP Vectra CS PC Model 20
D1126A	HP Vectra CS PC Model 26
D1127A	HP Vectra CS PC Model 27

Desktop

HP Vectra QS/16 to be discontinued August 1

On August 1, 1989, the HP Vectra QS/16 PC will be removed from the HP Price List. The HP Vectra QS/16 PC was replaced by the HP Vectra QS/16S PC, which was introduced on May 1. After the August 1 discontinuance, orders will be accepted for the HP Vectra QS/16 PC through August 31 for shipment by February 28, 1990. The following table summarizes the part numbers to be discontinued:

Product No.	Description
D1400A	HP Vectra QS/16 PC Model 10
D1401A	HP Vectra QS/16 PC Model 40
D1402A	HP Vectra QS/16 PC Model 46
D1404A	HP Vectra QS/16 PC Model 47

The current PC kit for all HP Vectra QS PC models is P/N D1450C. This PC kit can be used for the HP Vectra QS/20, QS/16, and QS/16S PCs. It replaces P/N D1450B for the HP Vectra QS/16 and QS/20 PCs.

Contact your HP representative for more information.

Desktop

R:BASE discontinuance

Hewlett-Packard will no longer distribute R:BASE from Microrim effective May 1, 1989. The product numbers being discontinued are:

- P/N 45563A, R:BASE 5000 for the HP Touchscreen PC
- P/N 68336F, R:BASE 5000 for the HP Vectra/IBM PC

Microrim will continue to distribute the R:BASE 5000 products for IBM PC compatibles through local dealers. For the name of your local R:BASE dealer, call Microrim directly at 800-248-2001 (in the U.S.) and 206-885-2000 (worldwide).

Microrim offers a comprehensive support program that addresses both individual and corporate customers. These support plans are available to Hewlett-Packard customers who have purchased R:BASE and have a need for ongoing support services. To find out more about these plans and services, contact Microrim at the phone numbers listed above.

Microrim is a U.S. registered trademark of Microrim, Inc.

Also in this issue

Mass Storage

HP first in the rewritable optical marketplace

You've read about the new technology in the Optical Storage Primer and trade magazines. You saw demo units at Interex, COMDEX, NCGA, and NDES. Now the HP Series 6300 Model 650/A rewritable optical disk drive is available on the June 1 HP Price List. The Model 650/A is a revolutionary new way to store data that puts years worth of information at the user's fingertips. It will change the way users think about data storage.

New HP Model 650/A fills the gap between hard disks and tape

The HP Model 650/A rewritable optical disk drive is a direct-access secondary storage (DASS) device that fills the gap between high-performance hard disks and low-cost tape storage systems. It allows random access to vast amounts of information that can be created, stored, and revised as often as necessary, right on the optical disk itself.

The HP Model 650/A packs 650 Mbytes of information on a single 5¼-inch rewritable optical disk cartridge, which is only slightly larger than a compact disc. Each removable disk holds 325 Mbytes of information per side. To access the entire 650 Mbytes, the disk must be ejected, flipped, and reinserted in the drive.

Merits of optical media

Aside from high capacity and direct access, a major selling point of the HP Model 650/A is its removable, durable media. The HP Model 650/A takes advantage of magneto-optical (MO) technology to read and write data using a laser light. The laser light focuses on the disk's inner magnetic layer of data, so minor scratches or fingerprints on the outer layer do not affect the readability of the data. Optical disks are immune to head crashes, and they're much less susceptible to

damage from magnetic interference, radiation, heat, and common office mishandling. An unlimited number of write/rewrite passes can be made with no degradation of the disk or its information. These durable disks can be stored for at least 10 years with no loss of data and, of course, no retensioning, reconditioning, or maintenance is required as with conventional ¼-inch or ½-inch tapes.

Host support

Initial host support is on HP 9000 Series 300 workstations with HP-UX 6.5 and SCSI.

Host	HP Model 650/A
HP 9000 Series 300	HP-UX 6.5 planned
Series 800	HP-UX 6.5 planned
Series 200/500	Not planned
HP 3000 MPE XL	Not planned
MPE V	Not planned
HP Vectra PC	Under investigation
HP 1000	Under investigation

Contact your HP representative for more information.

Mass Storage

Set your sights on the right customer for the HP Model 650/A

The primary market for the HP Series 6300 Model 650/A rewritable optical disk drive is users with large storage requirements for infrequently accessed information. Market research and customer feedback shows that many users have a great desire for storage, with cost being the main limiter. They want faster access than tape provides, but at lower cost than hard disk storage.

Rewritable optical products fill that gap perfectly with high-capacity, random-access, low-cost storage. Users can retrieve files in seconds without having to search through tapes in a library, and storage capacity is infinitely expandable with the purchase of additional optical disks. It's a cost-effective way to make vast amounts of data more usable, while allowing users to reuse media again and again.

The HP Model 650/A excels in applications where large volumes of completed work files or collected data must be stored, but where direct access to the data is necessary for repeated analysis and modification. It is also extremely valuable in applications where data security or removability is a concern. The following information will help you recognize markets of opportunity so you can position this product accurately.

Customers

- Users of high-performance graphics workstations will notice significant productivity improvements by being able to repeatedly access and modify large files that, until now, were stored on tapes.

- Small multiuser systems or small workstation/PC networks can share the HP Model 650/A to provide an entry-level DASS solution.

- Military, aerospace, or defense contractors, with their need to transport or lock up sensitive data files, can take advantage of removable media that is less cumbersome to transport and more efficient to store.

Applications

- High-performance graphics file storage, especially in 3D design automation, image processing, simulation, solids modeling, and animation.

- Historical data collection and analysis, especially for manufacturing processes, sales history, financial results, and customer records.

- Data backup, especially when fast backup and convenient file retrieval are required.

- Data security, especially when data must be locked away or transported frequently.

- Offloading hard disks so they contain only frequently accessed files.

Note: Software distribution is not included as an application since HP has decided not to distribute system software on rewritable optical disks. Alternatives for software loading are to "clone" an existing disk, share ¼-inch tape drive (the HP Model 650/A can be used as a boot device), or order a dedicated ¼-inch tape drive.

Contact your HP representative for more information.

Mass Storage

HP Series 6300 Model 650/A rewritable optical disk drive ordering information

The HP Series 6300 Model 650/A rewritable optical disk drive subsystem includes the rewritable disk mechanism, controller, power supply, subsystem package, user manual, SCSI terminator, power cord, 90-day on-site warranty, and one double-sided rewritable optical disk cartridge (1,024-byte sectors), providing 650 Mbytes of storage.

With the instructions provided in the user's manual, we expect most users will be able to install the drive themselves. However, HP installation is available for an additional charge. An SCSI cable is not included with the standard product because a cable is shipped with the 98265A or 98658A interface cards. Additional cables are available either as a product option or through HP DIRECT.

Ongoing media incentive

Users who buy three additional optical disk cartridges when they order an HP Model 650/A disk drive (Option 1BB) will receive about $50 off the U.S. list price of each disk. Users with a purchase agreement discount will realize additional savings. This media incentive will be available indefinitely — no expiration date is planned.

Ordering information

Product No.	Description
C1701A	Series 6300 Model 650/A rewritable optical disk drive
Opt. 1AK	Delete disk cartridge
Opt. 1BB	Add three disk cartridges (1,024-byte sectors)
Opt. AF3	Add one 1-meter SCSI cable
Monthly maintenance contracts	
+02A	Standard
+02N	Priority on-site
+02C	Next day on-site
+02L	Scheduled on-site
+22B	Customer return
Accessories	
92280A	Additional cartridge (from HP DIRECT)
92222A	½-meter SCSI cable
92222B	1-meter SCSI cable
92222C	2-meter SCSI cable
92222D	1-meter SCSI extension cable
19500B	19-inch rack slide kit

New naming strategy for HP products

You may be wondering about the lengthy merchandising name and strange ordering number used for this product. Over the next several years, HP will be implementing a corporate-wide numbering scheme that should simplify the recognition of HP products for you and your customers.

For new mass storage products, look for connections between series number and product positioning, and between storage capacity and model number. As a case in point, the HP Series 6300 Model 650/A uses "6300" to signify Direct Access Secondary Storage (DASS), and "650" to denote total storage capacity of 650 Mbytes. The ordering number C1701A is not related to the merchandising number, except that "C" designates this product as a computer peripheral.

This ordering scheme is different from what you're used to, but it's more consistent with standard industry practice. Now users will know their mass storage devices by names that are related to the products they're using.

Networks
X.400 on HP-UX is here

X.400 for the HP 9000 Series 800 is now available, providing standards-based multivendor store-and-forward electronic mail connectivity for UNIX system mail users. Now users with large UNIX system networks can send and receive messages to DEC, IBM, DG, and any other vendor that supports the X.400 standard.

## X.400 as a UNIX system gateway

HP X.400/800 can act as a gateway for any sendmail-based mail network, giving UNIX to multioperating system message connectivity through a single HP 9000 Series 800 computer. X.400/800 will allow a user on any UNIX system machine connected to a Series 800 via sendmail to send X.400 messages. The following diagram shows X.400 and multivendor connectivity:

A foundation for message handling

HP X.400/800 can also act as the backbone to users' messaging network. With an X.400-based network, users will have the ability to connect all of their mail systems by simply attaching them to an X.400 "backbone."

X.400 and HP OpenMail: an unbeatable combination

HP X.400/800 will also work with HP OpenMail (available third calendar quarter), HP's new UNIX system-based electronic mail server, to enable users to exchange text and binary file types (for example, spreadsheets, word processing, and graphics) across a multivendor network. The HP OpenMail addressing scheme follows the X.400 standard and is one of the first electronic mail products to provide "native" X.400 messaging.

X.400 = Multivendor Connectivity
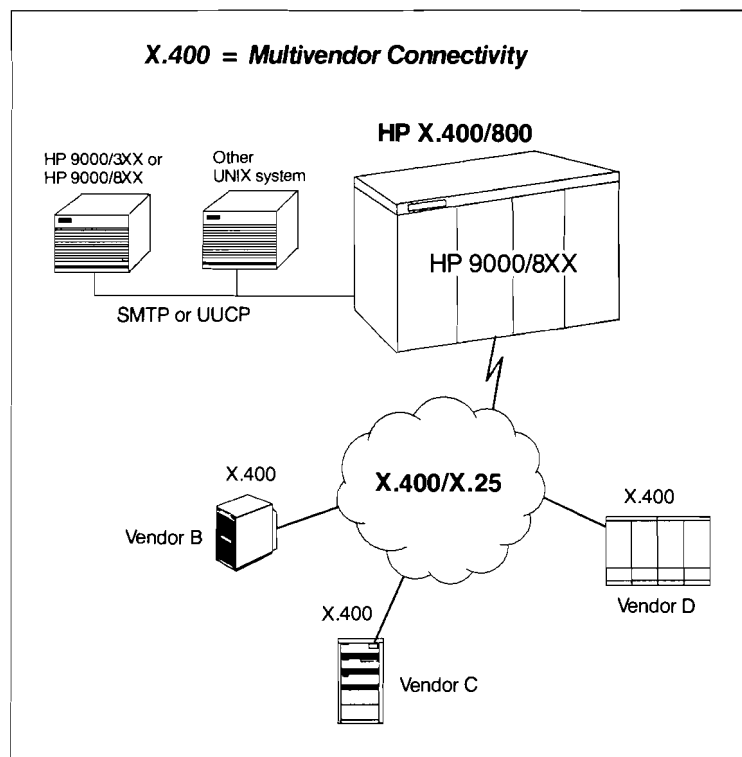
X.400 cuts costs

Today, HP users connect their electronic mail systems using a variety of proprietary gateways. The technical staffing necessary to maintain these gateways is extremely costly because it requires knowledge of a variety of networking protocols. By standardizing on X.400, users can reduce or even eliminate the number of gateways and the number of different protocols in their network, cutting the support and maintenance costs required to sustain multiple gateways on multiple operating systems.

More than just electronic mail

X.400 provides multivendor electronic mail today. However, in the near future, X.400 will be used as a transport for FAX, TELEX, and EDI. HP and a number of other vendors are participating in a committee to provide an application programmatic interface (API) to X.400. This API will allow users to write their own store-and-forward applications on top of a standard transport, X.400.

Ordering information

HP X.400 requires ARPA Services, OSI Session and Transport Services (OTS), and the X.25 link product.

Product No.	Description
32034A/R	HP X.400/800 for HP 9000 Model 825/835
32035A/R	HP X.400/800 for HP 9000 Model 840
32036A/R	HP X.400/800 for HP 9000 Model 850
32071A/R	OTS/9000 for HP 9000 Model 825/835
32072A/R	OTS/9000 for HP 9000 Model 840
32073A/R	OTS/9000 for HP 9000 Model 850

For more information regarding X.400 on the HP 9000 Series 800, contact your HP representative. You may also refer to the September 1988, issue of *HP Channels* (pages 18-19).

Networks

X.25/9000 link is shipping
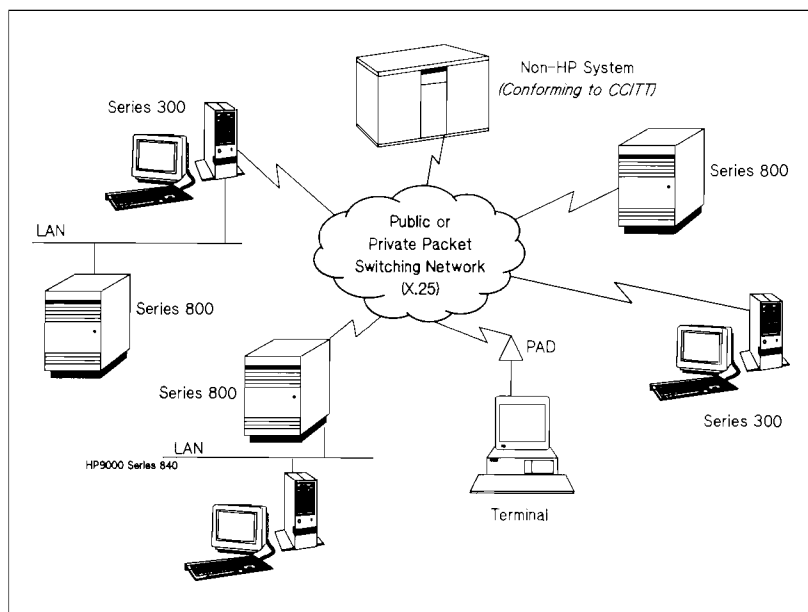
The X.25/800 and X.25/300 links began shipping in April. The X.25/9000 link can be used as a direct X.25 connection (native mode), or as an X.25 server for other systems on a LAN that require X.25 access. ARPA Services are supported for system-to-system communication. Remote terminals are supported through host-based PAD software. Distributed X.25 applications can be written by using the Berkeley sockets interface provided to layer 3.

To date, these products are qualified to run on the following networks:

Austpac (Australia)
Datapak (Denmark)
Eirpac (Ireland)
Datanet 1 (Netherlands)
DDN (U.S.)
Telenet (U.S.)
DCS (Belgium)
Transpac (France)
Isranet (Israel)
Datapak (Sweden)
PSS (U.K.)
Tymnet (U.S.)
Datapac (Canada)
Datex-P (Germany)
Itapac (Italy)
Telepac (Switzerland)
Infonet (U.S., Series 800)
HP PPN

Certifications are being scheduled over the next few months for these networks:

Datex-P (Austria)
Pacnet II (Taiwan)
Datapak (Finland)
CDN (U.S.)
Luxpac (Luxemburg)
Infonet (U.S., Series 300)

If the public value-added network you are interested in using is not listed above, contact your HP representative for the status of the certification testing with that network.

Under investigation for the next release are support of HP's NS services and intersystem testing to the HP 3000 and the HP 1000. X.400 services for the Series 800 over the X.25/800 Link will be available later this year.

Ordering information

Product No.	Description
36941A	X.25/9000 for HP 9000 Series 300
36940A	X.25/9000 for HP 9000 Models 825/835
36942A	X.25/9000 for HP 9000 Model 840
36943A	X.25/9000 for HP 9000 Model 850

Obsolescence of HP Repeater Kit

The HP Repeater Kit (P/N 92223A and 92223C) will be discontinued. Orders will be accepted through October 31, 1989. The HP Repeater Kit is a two-port repeater used to extend 802.3/Ethernet networks beyond the 500-meter segment limit.

The HP StarLAN 10 Hub (HP 28663A) and HP ThinLAN Hub (HP 28645A) multiport repeaters are the recommended solution for connection of workgroup LANs using twisted-pair or thin coax to the building backbone (thick coax, thin coax, or fiber optics).

Product No.	Description	Obsolescence date
92223A	Includes two-port 802.3/Ethernet repeater, two repeater MAUs, and two 5-meter repeater AUI cables	November 1, 1989
92223C	20-meter repeater AUI cable	November 1, 1989

The HP 10-10 LAN Bridge (HP 28648B) is the recommended solution to extend an 802.3/Ethernet campus backbone. The HP 28648B provides connection to thin coax, thick coax, or fiber optic cable. The bridge also provides address-filtering capabilities to isolate traffic and add security between workgroups. In most large networks that require a repeater to extend distance, the 10-10 LAN Bridge provides a more effective solution and can provide network management with HP OpenView Bridge Manager (HP 28653A).

In most situations, multiport repeaters provide better functionality and are more cost effective than a two-port repeater.

The primary use of the HP Repeater Kit has been with the referenced Siecor fiber optic transceiver to provide fiber backbone links between buildings. The diagram below illustrates several configuration alternatives using a combination of bridges and multiport repeaters.
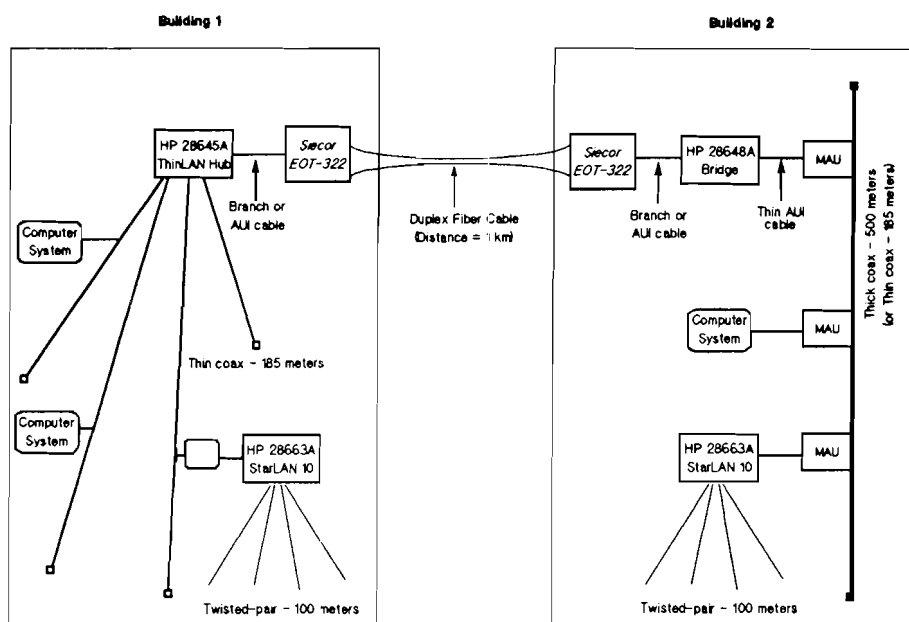
HP DraftPro EXL plotter now supports 30×42-inch media

The HP DraftPro EXL plotter has been modified to accommodate architectural 30×42-inch media as well as Army Corps of Engineers' 29×40-inch media. Modified units began shipping on June 1. There will be no change to the product model number (7576A), but modified units can be identified by new serial numbers (prefix 2920AXXXX).

The HP DraftPro EXL can now handle English, metric, or architectural standard media size A4/A through A0/E, including 30×42 and 29×40 inches.

Units shipped prior to June 1 cannot be upgraded as the grit tube is at the core of the machine and a complete rebuild would be necessary. Contact your HP representative for more information.

Plotters

New take-up reel and supplies for HP 7600 Series plotters
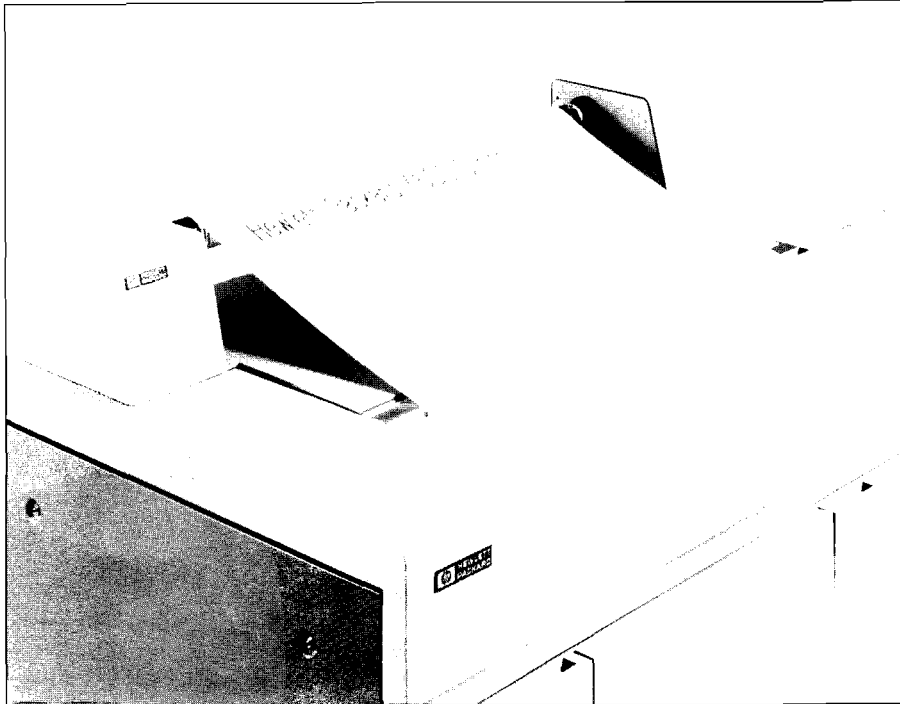
The new media take-up reel option for the HP 7600 Series electrostatic plotters allows true unattended and overnight plotting.

A media take-up reel, polyester film, and new toner will be available for the HP 7600 Series plotters in the next couple of months. These new products provide improved media handling, better output quality, and a more extensive media set for electrostatic plotter users.

Media take-up reel

The new media take-up reel, available June 1, provides true unattended and overnight plotting. The take-up reel comes in two widths: 609 millimeters (24 inches) for the Model 240D and 914 millimeters (36 inches) for the Model 240E. It mounts on top of the plotter, and will neatly roll and store drawings as they plot.

The optional take-up reel must be ordered separately. It is user installable and attaches easily with just six screws.

Polyester film

The introduction of clear and matte polyester film provides a dimensionally stable media for overlays, diazo reproductions, and archive drawings. The sturdy, 4-mil media has excellent adhesive properties, so plots are sharp and clear. Both clear and matte film will be available in 60.1-meter (200-foot) rolls.

The complete HP 7600 Series media set includes report and premium grade paper, translucent (introduced eariler this spring), vellum, and clear and matte polyester film. Now electrostatic plotter users have the right media for all their plotting needs: working copy, final output, or archive drawings.

Toner

A new and improved toner is specially designed to produce higher-quality, higher-density plots. (Please note that the old toner, HP P/N 17278T, is not recommended for the new polyester film, but will work with all other media.) Both the film and the new toner will be available July 1.

New products

Product No.	Description
C1621A	Media take-up reel for HP 7600 Series Model 240D
C1622A	Media take-up reel for HP 7600 Series Model 240E
17278A	New toner
17271F	Clear film, 609 mm (24 in.)
17272F	Clear film, 914 mm (36 in.)
17273F	Matte film, 609 mm (24 in.)
17274F	Matte film, 914 mm (36 in.)

Printers

Introducing the HP 2562C industrial printer: high performance for tough environments

On June 1, Hewlett-Packard introduced the newest member of the popular line-impact, dot-matrix printer family: the HP 2562C tabletop printer. A sparse character set allows 420 line-per-minute draft-quality print, dramatically increasing the price/performance of the product. Some previously optional character sets are standard in the HP 2562C printer at no additional cost.

The HP 2562C printer has been designed to meet the impact printing requirements of small-to-medium computer systems and distributed printing

environments. It is recommended for HP users whose printing needs exceed the capacity of the HP RuggedWriter 480 and HP 2934A printers. The printer is well suited for industrial and manufacturing environments. However, because the operating noise level exceeds 55dBA, the HP 2562C printer is not recommended for office applications.

The HP 2562C printer has a number of key features:

• *Performance* — High print speed of 420 lpm in draft mode is ideal for long program listings, system logs, and archival printing.

• *More character sets* — The most popular character sets now have been made standard: 13.3 cpi compressed character set, Standard Roman 8 ASCII character set, Line Draw, Large Block, bar codes, and high-density NLQ character set.

• *HP 256X compatibility* — Complete compatibility is offered across the line. Users can add the HP 2562C printer and run existing applications without any changes.

• *Industrial graphics* — With bar codes, line draw, large block character sets, and optional HP Label Card graphics controller, it is an excellent printer for manufacturing and industrial applications. The printer will print up to six multipart forms, a frequent requirement in industrial printing. It is designed for printing in harsh environments and for heavy-duty cycle printing.

• *Improved print quality* — The printer has a "small dot" corebar providing improved print quality and verifiable AIAG bar codes.

The HP 2562C printer has all the latest improvements in reliability including a print bar specially treated with "Nye-bar" to prevent migration of the ink under the hammers. Improvements in reliability are reflected in lower service pricing when compared to similar printers.

The printer is easy to order with a simplified product structure. Based on market research, the most commonly requested features have been made standard.

The printer features and benefits are summarized in the following table:

Feature	Benefit
Printer Command Language	Applications software compatibility
Up to 25,000 pages per month duty cycle	Reliable, high-volume printing
420 lpm sparse character set standard	Fast, draft-quality printing
Bar code, line draw, block character sets standard	Industrial graphics for label printing
13.3 character set standard	Compressed print allows printing on "people-sized" paper (8½ × 11) for ease in handling/storage and paper cost savings over greenbar
Line-impact, dot-matrix technology	Impact technology for multipart forms
	Dot matrix flexibility for multiple character sets and graphics
SQUOTS	Square dots for excellent text and bar code print quality
HP Label Card option	Bar coded labels with QMS Magnum compatibility
Small dot corebar (11 mil stylus)	Readable and verifiable AIAG bar codes

New HP LaserJet printer font cartridge for WordPerfect users

On June 1, 1989, Hewlett-Packard announced a new font cartridge for the HP LaserJet Series II, LaserJet IID, and LaserJet 2000 printers — the Word-Perfect font cartridge (HP P/N C2053A #C01).

The WordPerfect cartridge was developed jointly with WordPerfect Corporation and is well suited for creating professional-looking documents. The cartridge's unique DeskTop symbol set is supported by WordPerfect 5.0 and provides access to over 550 characters. With its powerful font-handling capabilities, WordPerfect 5.0 supports the fonts and symbols perfectly.

The DeskTop symbol set contains a variety of European accents, ligatures, and other characters used in many Western languages, making this a truly international cartridge. The most commonly used legal characters are also included.

The WordPerfect cartridge contains the following:

• *Compugraphic's CG Times* — this serif typeface is one of the most popular typeface designs

• *Univers* — because of its legibility, this sans serif typeface is well suited for virtually any type of job.

The WordPerfect cartridge's proportionally spaced portrait fonts have many special features:

• The CG Times and Univers typefaces are offered in 7 different point sizes, totaling 18 portrait fonts.

- If the user owns an HP LaserJet IID and/or LaserJet 2000 printer with the automatic font rotation feature, portrait fonts on the WordPerfect font cartridge can be rotated into landscape orientation.

- This cartridge is compatible with all HP LaserJet printers except the HP LaserJet (2686A), LaserJet PLUS, and LaserJet 500 PLUS printers.

Below is a list of the available typefaces, point sizes, styles, and weights in the WordPerfect font cartridge:

Typeface	Point size	Style	Weight
CG Times	6, 8, 10, 12, 14	Upright	Medium
	8, 10, 12, 14	Upright	Bold
	8, 10, 12, 14	Italic	Medium
	18, 24	Upright	Bold
Univers	14, 18, 24	Upright	Medium

The WordPerfect font cartridge should prove to be one of the most successful HP font cartridges on the market. Its DeskTop symbol set, supported by WordPerfect 5.0, makes it a must for most applications.

A flier on the new cartridge is available by ordering P/N 5953-6301. For more information and/or a copy of the flier, contact your HP representative.

Printers

More scalable typefaces for Type Director and HP LaserJet printers

Hewlett-Packard announces the introduction of 12 more scalable typeface products to be used with the Type Director font management program and HP LaserJet printers.

The February 1989 introduction of the Type Director font management program and three scalable typeface products (CG Times, Univers, and Decoratives 1) continues to move forward and gain momentum with the addition of the following products to the HP Price List.

Product No.	Description	Available
C2050A #D04	CG Triumvirate	May
C2050A #D08	ITC Avant Garde Gothic	
C2050A #D07	ITC Lubalin Graph	
C2050A #D09	Futura II	June
C2050A #D11	Microstyle	
C2050A #D06	CG Century Schoolbook	
C2050A #D05	ITC Zapf Dingbats	July
C2050A #D10	ITC Souvenir	
C2050A #D12	Univers Condensed	
C2050A #D14	Garamond Antiqua	
C2050A #D13	ITC Benguiat	August
C2040A #D15	ITC Bookman	

Each product contains both 5¼- and 3½-inch disks. All but ITC Zapf Dingbats contain four typefaces or treatments (that is, regular, bold, italic and bold italic). ITC Zapf Dingbats is a collection of 379 different symbols, pictures, and icons that are broken out into five sets: Series 100, 200, 300, Ventura, and PS.

These products are to be used with Type Director, an MS-DOS® font management program. With Type Director and HP scalable typefaces, users can create fonts in sizes from 4 to 200 points (in .5 point increments). This allows one typeface product to meet a myriad of printing requirements.

These scalable typefaces can be used to create both printer and screen fonts for WYSIWYG operations. Each scalable typeface contains a master symbol set of almost 600 characters — more than twice the symbols supported in the Apple laser printer environment.

This strong symbol set support enables users to create most symbol sets used in PC applications, including HP, IBM, Adobe, Microsoft, and Ventura symbol sets. The extensive set of characters also includes math and scientific symbol sets. Another feature permits Type Director users to create a reduced symbol set for very large characters, allowing users to minimize printer and PC memory requirements.

Printers

2-Mbyte upgrade kit for HP LaserJet, LaserJet PLUS, and LaserJet 500 PLUS printers to be discontinued

On July 1, 1989, the 2-Mbyte upgrade kit (HP 26054A) for the HP LaserJet, LaserJet PLUS, and LaserJet 500 PLUS printers will be discontinued and removed from the HP Price List. Orders will be taken through June 30, 1989, with limited stock remaining.

The 2-Mbyte upgrade kit provides HP LaserJet printer users of the old-style "CX" engine with 2 Mbytes of RAM for full-page graphics and down-loaded fonts. Users interested in a replacement product for the 2-Mbyte upgrade kit should be encouraged to purchase an HP LaserJet Series II or LaserJet IID printer with additional memory.

Contact your HP representative for more information.

Printers

HP 150 format soft fonts for HP LaserJet printer to be discontinued

The 3½-inch HP LaserJet printer soft fonts developed for the HP 150/Touch-screen PC were discontinued May 1, 1989. Below is a list of the soft font products removed from the HP Price List:

Product No.	Description
33411AC	TmsRmn/Helv base set (ASCII)
33411AD	TmsRmn/Helv base set (Roman-8)
33411AE	TmsRmn/Helv supplemental set (ASCII)
33411AF	TmsRmn/Helv supplemental set (Roman-8)
33411DA	Letter Gothic/Presentation
33411EA	Prestige Elite Family

These soft fonts will still be available in 5¼-inch MS-DOS® format.

Printers

Site licensing for HP LaserJet printer soft fonts

Prior to May 1, 1989, site licenses for some HP LaserJet printer family soft fonts were available as Option 100 on the HP Price List. Others were available through HP's Boise Product Specials.

To eliminate any confusion caused by obtaining site licensing through multiple sources, the entire line of HP LaserJet printer soft font products are now available for site licensing through Boise Products Specials only.

On May 1, 1989, the following Option 100 soft fonts were removed from the HP Price List.

Product No.	Description
33412AD Opt. 100	TmsRmn/Helv base set soft font for LaserJet printers
33412AF Opt. 100	TmsRmn/Helv supplemental set soft font
33412DA Opt. 100	Letter Gothic Family soft font
33412EA Opt. 100	Prestige Elite Family soft font

The cost of licensing up to 100 printers remains the same. However, there are many other licensing options available.

All corporations wishing to pur-chase a variety of site licenses should contact Boise Product Specials at 208-323-3684.

Supplies

Supplies

HP DIRECT order phone numbers

HP DIRECT Fast Phones—the easy, direct way for users to order supplies, accessories, media, furniture, and software from HP DIRECT.

Location	Telephone Number
Australia	(03) 895-2645
	(03) 895-2615
	(03) 895-2815
	(03) 895-2861
	(03) 895-2619
	(800) 339-861 (toll-free)
Austria	(0222) 2500-614/615/616
Belgium/Luxembourg	(02) 761 31 11
Canada	800-387-3154
Toronto Local	416-671-8383
Denmark	(043) 01 640
Finland	(90) 887 2361
France	(1) 69 86 17 25
Greece	(01) 672 6090
Italy	(02) 9236 9702
Japan	
Osaka	06 300 3150
Sagamihara	0427 59 1321
Middle East/Africa,	
Geneva	(022) 831212
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 802 5111
Cape Town	(021) 537 954
Spain	(91) 637 4013
	(91) 637 0011
Sweden	(08) 750 2400
Switzerland	(057) 31 24 90
The Netherlands	06-0501
United Kingdom	(0734) 44 12 12
United States	800-538-8787
West Germany	(0130) 3322

Software Packages Available and Wanted

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

Software Packages Available

Industry: *Cross Industry — fixed assets recording*

Abstract: Fixed Assets was developed by IMAGE Software Pty. Ltd. of Australia. The software package provides an easy means of recording and accounting for all fixed assets, using a comprehensive register system. It is tailored to suite international market requirements. Since the product is table driven, the system can be easily suited to any company's needs.

Features

The Fixed Assets package allows users to establish the periods for which depreciation and/or payments are to be allocated. Up to 26 periods per year can be set up, using date ranges to establish the actual breakdown. This permits varying processing cycles (i.e., calendar month, 445 or 454 cost months, quarterly, half yearly, fortnightly, etc.)

The system also allows for multiple occurrences of companies, divisions, departments, groups of assets, etc. Once all this information is established up front, it provides a method of processing asset details best suited to the user's needs.

Other features of the package include:

- The option to use one or more of the depreciation schedules provided

- Up to five depreciation methods can be used for depreciation calculation of assets

- Full Leased Assets interface — details on leased items relate to payment period, payment amount, residual percentage and amount, and lease term. Full lease schedules can be produced to show buy-out details for leases on request.

- Option for interface to General Ledger — The General Ledger interface is done through a table of asset categories that correlate to a General Ledger account code. In all instances, however, any General Ledger updates (either via direct interface or manual) will have the necessary supporting journal printout for audit purposes.

- A comprehensive reporting system — Reports are available on details in the reference files, master asset details, and financial asset reporting.

- Audit of maintenance on files — A comprehensive audit on maintenance of asset and financial processing is provided by means of audit reports.

- Budget Forecasting facilities — The budget feature of the system allows for budget forecasting on depreciation, leasing, and ledger updating.

Requirement: HP 3000 system (any series)

Company Name: Image Software Pty. Ltd.

Address: 2 Brunswick Road
　　　　　Mitcham, Vic. 3132
　　　　　Australia

Phone: 613-874-3633

Contact Person: Michael Loh
　　　　　　　　General Manager

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

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

Hewlett-Packard Company
Value-Added Channels Development
Attn: Marcia Nowicky
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 a courtesy subscription to *HP Channels,* call Hewlett-Packard and have your sales rep add your name to the distribution list.

HP sales reps only: To add *new* U.S. or Canadian accounts to the distribution for *HP Channels,* please fill out a copy of "The Data Kit for Value-Added Businesses," P/N 5954-9091D, and return it to the appropriate contact listed on the cover page of the data kit. To add additional contact names to existing accounts, use your VALID edit sheets.

For accounts outside of the U.S. and Canada: contact Tracy Wester for the name of the person responsible for the distribution of *HP Channels* in your country.

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

HP CHANNELS

HEWLETT
PACKARD