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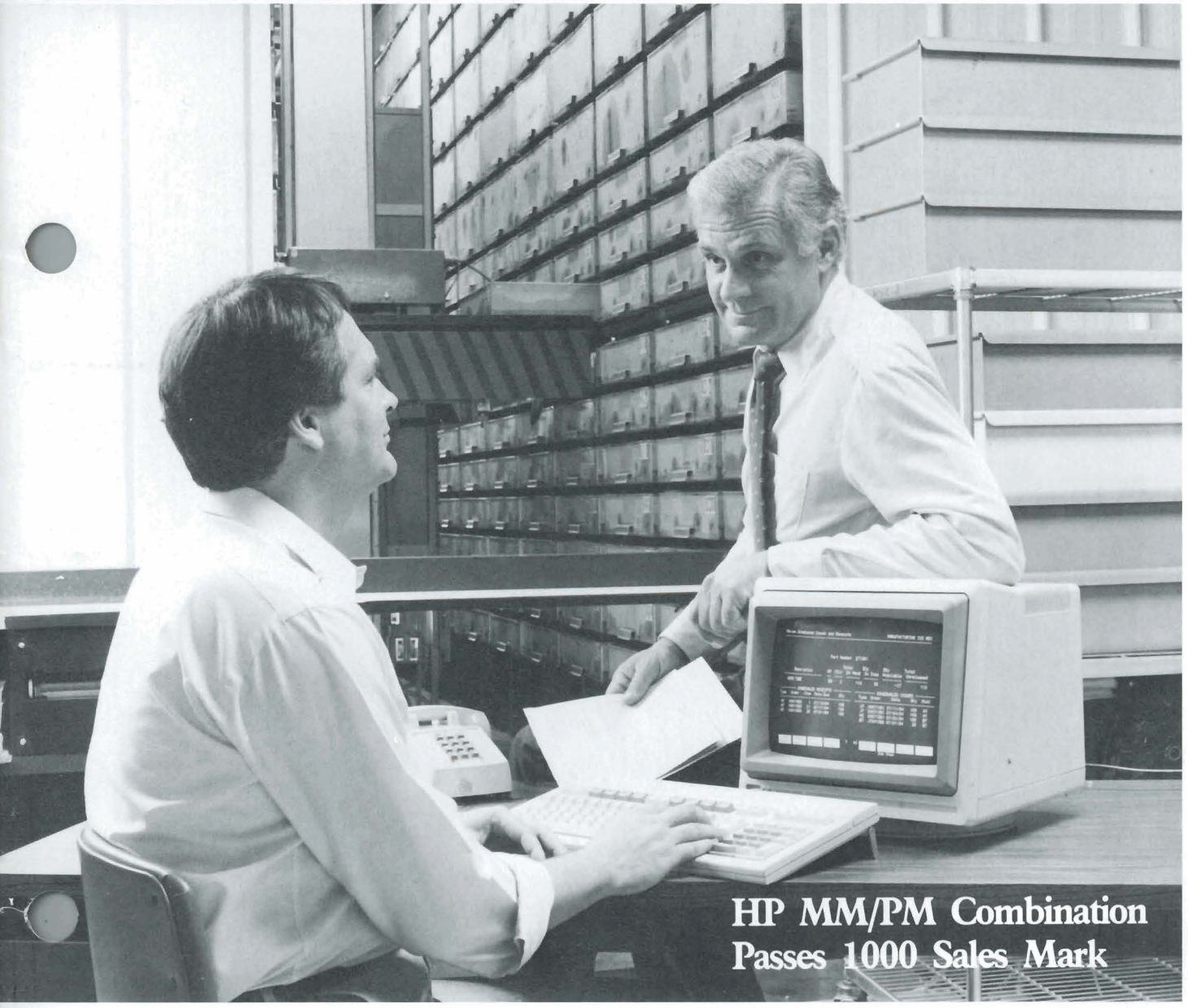
Computer News

For HP Field Personnel Worldwide
November 15, 1984

Hewlett-Packard Now #2 Supplier of Manufacturing Software Worldwide



HP MM/PM Combination Passes 1000 Sales Mark

For HP Use Only

Computer News

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On the Cover:

The HP MM/PM combination is Hewlett-Packard's application solution for manufacturing and inventory control. HP begins FY85 as the number two vendor of manufacturing software worldwide. See stories beginning on page 15.

MARKETING & INTERNATIONAL SECTOR

US Field Operations
European Operations
Intercontinental Operations
Major Accounts Marketing
Corporate Marketing

MIC Marketing Information Center
FRD Systems Finance/Remarketing Division
CSD Computer Support Division
ISD Instrument Support Division
CSO Computer Supplies Operation
IPO Instrument Products Operation
CPC Corporate Parts Center

MEASUREMENT, DESIGN & MANUFACTURING SYSTEMS SECTOR

Microwave & Communications Group
MCG Microwave & Communications Group
SPD Stanford Park Division
NMD Network Measurements Division
SAD Signal Analysis Division
SPK Spokane Division
CTD Colorado Telecommunications Division
QTD Queensferry Telecommunications Division

Electronic Instruments Group
EIG Electronic Instruments Group
NJD New Jersey Division
SDD San Diego Division
SCD Santa Clara Division
BID Boeblingen Instrument Division
YID YHP Instrument Division
ICD Integrated Circuits Division

Design Systems Group
DSG Design Systems Group
FSD Fort Collins Systems Division
LSD Logic Systems Division
COL Colorado Springs Division
BCD Boeblingen Computer Division
LSID Lake Stevens Instrument Division

Manufacturing Systems Group
MSG Manufacturing Systems Group
DSD Data Systems Division
MPD Manufacturing Productivity Division
LID Loveland Instrument Division
MTD Manufacturing Test Division

INFORMATION SYSTEMS & NETWORKS SECTOR

Information Systems Group
ISG Information Systems Group
CLL Computer Language Laboratory
CSY Computer Systems Division
FSO Financial Systems Operation
BGD Boeblingen General Systems Division
YCD YHP Computer Division
OPD Office Productivity Division
CID Computer Integrated Circuits Division
GCO Guadalajara Computer Operation
IRO Information Resources Operation

Personal Computer Group
PCG Personal Computer Group
RTD Roseville Terminals Division
PCD Portable Computer Division
GPCD Grenoble Personal Computer Division
POD Personal Office Computer Division
VCO Vancouver Division
PSD Personal Software Division
PCDO Personal Computer Distribution Operation
PCGO Personal Computer Group Operation

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

ANALYTICAL, COMPONENTS, MEDICAL & TECHNOLOGY SECTOR

Analytical Group
AVD Avondale Division
SID Scientific Instruments Division
WAD Waldbronn Division

Components Group
MSD Microwave Semiconductor Division
OED Optoelectronics Division
OCD Optical Communication Division

Medical Group
AND Andover Division
BMD Boeblingen Medical Division
MCM McMinnville Division
WAL Waltham Division Medical Supplies Center
HCP Health Care Products Operation

HP Labs
Corporate Manufacturing
Corporate Engineering

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

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GENERAL

Dealer survey shows HP floppy discs #1 choice

Hal Eubanks/CSO

The following information is from a recent floppy disc survey of 100 computer dealers conducted by Industrial Marketing Research of Hinsdale, IL. The survey is part of a monthly service provided to the floppy disc manufacturers.

Hewlett-Packard is perceived as the very top brand. As you can see from the table below HP gets exceptionally high ratings across the board. Share the good news.

Vendor	Total	Overall Prod Quality	Adv Support	In Store Marketing Support	Delivery Time	Respond To Needs	Brand Rep	Vendor Reliability	Profit For You	Quality Of SR	Quality Of Package
HP	3.4	3.6	3.4	3.4	2.9	3.3	3.6	3.6	3.3	3.6	3.4
Dysan	3.2	3.5	3.1	2.9	3.1	3.2	3.5	3.4	3.1	2.8	3.3
Verbatim	3.1	3.3	3.0	2.8	3.0	3.1	3.5	3.2	2.9	3.1	3.2
Apple	3.1	3.6	2.8	2.5	2.3	2.5	3.4	3.8	2.8	3.4	3.1
Maxell	3.0	3.3	2.8	2.6	3.0	2.9	3.2	3.2	2.6	2.7	3.2
3M	3.0	3.2	2.9	2.6	3.0	3.0	3.3	3.1	2.9	3.0	3.2
IBM	3.0	3.0	2.7	2.4	2.8	2.7	3.6	3.2	3.1	3.1	3.0
Memorex	3.0	3.1	2.8	2.5	3.0	3.1	3.5	3.1	3.1	3.3	3.1
Janus	3.0	2.9	3.0	3.0	3.0	3.2	2.8	2.8	2.8	2.9	3.2
Elephant	2.9	2.9	3.1	2.8	3.0	3.0	2.9	2.9	2.7	2.9	2.8

Overall brand ratings (mean)
4 = Excellent, 3 = Good, 2 = Fair, 1 = Poor

Customers may order microfloppies and microfloppy accessories via Computer Supplies Operation's Fast Phone Service (all numbers listed under Support/Supplies in this issue). The Computer Users Catalog, P/N 5953-2450D, also carries CSO's support/supplies products.

HP 75

Expansion pod for the HP-75

Claire Medwid/PCD

The HP 82718A Expansion Pod is now available to add an integrated modem and memory expansion capability to the HP-75. The expansion pod can be used with either HP-75C or HP-75D handheld computers.

The HP 82718A has a direct-connect, serial, asynchronous, full-duplex modem compatible with Bell 103/113 modems. Low-level modem commands allow user control of dialing, changing operating modes, and setting handshake protocol and parity. High-level commands are used to turn the modem on and off, transmit strings to and from the modem, and check the status of the modem.

The expansion pod is available with either 32K or 64K bytes of electronic disc. Electronic disc uses RAM to emulate a flexible disc as a high-speed disc drive. Since there's no mechanical hard or floppy disc, you get fast data transfer and data file access.

Electronic disc commands provide the ability to create, access and modify files, establish a hierarchical directory structure, and copy files into and out of the electronic disc. It's non-volatile, so data is retained, even when the computer is turned off.

The pod also has two industrial bar code decoders built in — 3 of 9 Code and Code 11.

The HP 82718A Expansion Pod attaches to the HP-75 to provide a compact, rugged package which can be used in data collection applications. Carrying clips included with the product allow the HP-75/pod combination to be easily carried in the factory or in the field.

SERIES 100

Introducing VT100 Terminal Emulator

Carol Luebke/PSD

In response to heavy customer demand, Personal Software Division announces VT100 Terminal Emulator from Hewlett-Packard. Available November 1, this product allows your Touchscreen or Touchscreen MAX to work like a DEC (Digital Equipment Corporation) VT100 terminal, a no-frills, character mode terminal widely used throughout the industry. With VT100 Terminal Emulator, the Touchscreen and Touchscreen MAX become more competitive HP solutions for technical departments in your large accounts.

Easy access to DEC and back

VT100 Terminal Emulator is as easy to access as the built-in terminal feature of the Touchscreen PC. Select the application from PAM and the screen immediately changes to resemble that of a VT100 terminal, ready to access an application on a DEC system. It's that simple. And at the touch of a key, your customer can return to PAM, with access to software like Lotus™ 1-2-3™, WordStar®, or Winning Deal.

Most VT100 features supported

The emulator closely emulates nearly all VT100 features. Several test sites commented that this product provided the closest VT100 emulation available for the Touchscreen.

Your customer may need to know which VT100 features are not supported by the emulator. The primary differences are:

- The emulator does not support 132 column mode. When placed in 132 column mode, the screen will display only the first 80 columns.
- Double high characters are displayed as underlined normal height characters. Double wide characters are displayed as single width characters with a blank position to the right.
- The Touchscreen does not support smooth scrolling.

Advanced capabilities

The VT100 Terminal Emulator provides your customer with several advanced features not available on a VT100 terminal.

Disc Logging — Information appearing on the screen can be simultaneously copied to a disc file.

Printer Logging — Information appearing on the screen can be simultaneously copied to a printer attached to the Touchscreen or Touchscreen MAX.

File Transfer — Files (ASCII or binary) can be exchanged between the Touchscreen and a host computer using the XMODEM protocol (an industry standard error checking protocol).

Keyboard Files — ASCII files, like certain WordStar® and VisiCalc® files or files created using the disc logging feature, can be uploaded to the host computer.

Programmable Function Keys — Function keys can easily be set up to represent frequently used commands.

Support

Since the VT100 Terminal Emulator will be used as a communications link to a non-HP system, it is important to properly set customer expectations regarding the kind of support they should expect from HP.

A card enclosed with each copy of VT100 Terminal Emulator explains the support strategy for this product. Questions regarding installation and configuration can be directed to the HPCOACH 800 number. Problems with the software or documentation should be reported via problem reports located in the back of the manual. The customer is asked to provide complete details of the problem and mail the reports to PSD. We will verify the problems and get back to the customers promptly.

Ordering information

VT100 Terminal Emulator	45412A
US List Price	$180

Lotus and 1-2-3 are US trademarks of Lotus Development Corp.

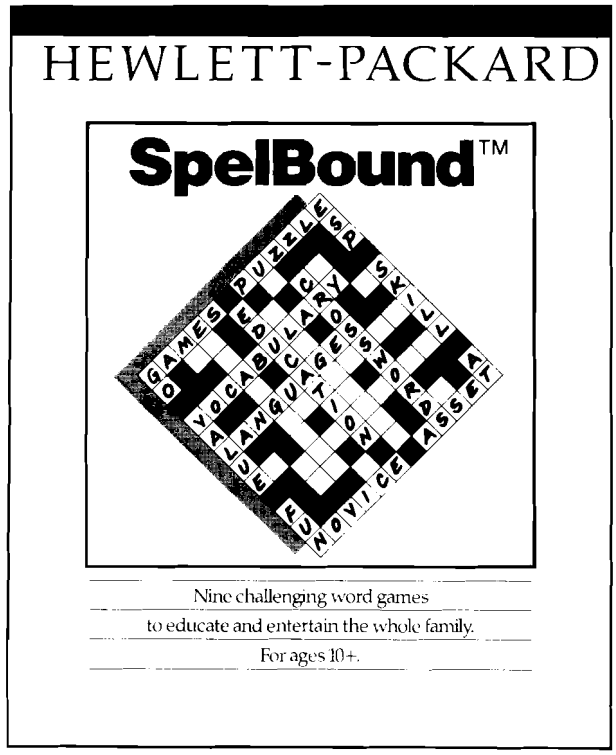
WordStar is a US registered trademark of MicroPro International Corporation.

VisiCalc® is a US registered trademark of VisiCorp.

SpelBound — A low-cost education game for children

Michael Majdalany/CSO

Computer Supplies Operation has expanded its edutainment line of software with a collection of nine challenging word games that will captivate children (ages 10 and older) and adults alike. These latest word games are packaged into one product for the HP Touchscreen.



SpelBound is designed to improve vocabulary, spelling and memory skills in the guise of everybody's favorite word games, such as:

- *Concentration* — a classic memory game where one can match wits with other players.
- *Hangman* — up to two players can get eight chances to save the man in the gallows.
- *Crossword Puzzle* — crossword fans can sharpen their skills before they tackle something like the *N.Y. Times.*
- *Maze* — up to 50 words must be found in a character maze.
- *Misspell* — as its name implies, a spelling game in which a player is given three chances to spell a word correctly.

- *Define* — here's the definition. Can you guess the word at the first try?

Customers can include their own words and definitions for unique applications such as a technical vocabulary or foreign languages.

Ordering information

SpelBound may be ordered from any authorized HP dealer or via CSO's direct order phone lines. Phone numbers are listed under Support/Supplies in this issue.

92243SA	SpelBound (for the HP Touchscreen)
US List Price	$69.95

SpelBound™ is a trademark of Davell Custom Software.

New service training for the Dealer Cooperative Support Program

Judy Zander/CSD

The HP 150B service training is now included in classes for dealers who not only sell Hewlett-Packard's workstation products, but who also are trained and certified to do maintenance on them.

An extended schedule of classes through April, 1985 is also shown below so you can plan a convenient training schedule for dealers in your area.

Attending dealers will be allowed to receive free training on as many as three core products in the following optional combinations:

		CPU Core		Mass Storage Core		Output Core	Optical Output Core
Option 1	=	HP 110	&	HP 9114	&	HP 2225, ThinkJet printer or HP 7470 or HP 7475	X
Option 2	=	HP 150B	&	HP 9122	&	HP 2225, ThinkJet printer or HP 2674 or HP 7470 or HP 7475	X
Option 3	=	X		X		HP 2225, ThinkJet printer & HP 2686, LaserJet printer or HP 7470 or HP 7475	

NOTE: Hewlett-Packard will provide free training for one technician per authorized dealer site on each core product.

Example: A locally-owned chain has four stores selling The Portable, HP 9114, HP 2225 and HP 7475. We will train up to four people free on The Portable, HP 9114 and one of the two output devices.

If the dealer wants additional training, the following steps must be completed by the dealer for each product:

1) Purchase of the Dealer Service Kit from Corporate Parts Center (CPC)
2) Purchase of the Self-paced Training Kit from Corporate Parts Center (CPC)
3) Completion of the necessary Dealer Cooperative Support (DCS) contract attachments.

REMEMBER. . . Dealers must complete the Dealer Cooperative Support Exhibit (supplementing the sales agreement) to be legally authorized to repair the DCS products. You should make sure that the contracts and attachments are properly completed for each product on which your dealer is certified.

You may obtain copies of the DCS Exhibit and the "K" attachments (a different attachment per product) from your sales office or the Literature Depot (please refer to the Dealer Cooperative Support, Field Training Manual printed in July 1984).

Added schedule of DCS classes (class start dates):

	1984		1985			
Class Location	Nov	Dec	Jan	Feb	Mar	Apr
Rockville, MD	12	3	7	11	11	22
Cupertino, CA	5	3	21	4	4	8

NOTE: The HP SR should help the dealership complete the steps outlined in the first part of this article and the SR should also register the dealer in the appropriate class by contacting CSD, 408-864-5363.

Support information for Series 100 products

Martha Seaver/PSD

The following sources provide information for Series 100 products:

Merlin — This is the monthly PSD support newsletter that contains a wealth of support information about PSD products. On-line support, off-line support, and HP COACH write articles for the *Merlin* giving technical tips for specific products. In addition, a new product faire is included, briefly describing new products that will soon be on the Corporate Price List (CPL).

Support Guide — The support guide for a particular product is a short document (approx. 10 page) that helps the field support engineer get up to speed in four hours or less on supporting the product. It gives a quick overview of the product, outlines steps to learning the product, and provides technical tips useful in supporting the product. A guide is sent to field support engineers a few weeks before a new product is on the Corporate Price List (CPL). Area PC Centers should maintain a set of support guides for all introduced products.

Communicator — New products are announced in the *Communicator.* In addition, answers to common questions that arise when using the product are provided in the "encyclopedia" section of the *Series 100 Communicator.*

Support Update — Support information for both Series 100 and HP 3000 PSD products can be found in the appropriate sections of the *Support Update* publication.

SSB — The *Software Status Bulletin (SSB)* for the Series 100 products as well as for the HP 3000 products contains a list of all known bugs and work arounds for the products.

You can receive the *Merlin*, support guides, *Series 100 Communicator*, and *SSB* by signing up with your System Engineering Administrator (SEA) for the Series 100 News subscription service.

Subscribe to the *Series 100 Communicator*

Marilyn Ruel/PSD

The *Series 100 Communicator* can be a valuable reference tool to everything current on the system and can also be your window into the continually expanding world of the HP Series 100. It contains application information, operational tips, programming techniques, information on new software products, software updates, manual corrections, and data on known software problems and their solution.

For the US version of the Communicator order P/N 45530A. Place your HEART order through Computer Supplies Operation, Division A500. You will receive six issues a year for $24. Back issues are available. For more information contact Computer Supplies Operation — in California, call 408-738-4133; in the rest of the US, call 800-538-8787.

Now Diagraph can draw HP equipment

Dave Pugmire/PSD

A Diagraph library of HP equipment symbols is now available to HP personnel free of charge. This extensive symbol library was created at a cost of over $25,000 to Computer Support Corporation to help HP employees improve their presentations. The library works with your copy of Diagraph on the Touchscreen personal computer (HP 150), and includes more than 140 symbols and pictorials.

There are detailed pictorial representations, simple obliques and 2-D icons of many HP computers and peripherals. The 2-D icons are ideal for flow charts or when you must combine many symbols on a single page. The pictorials can be used to highlight specific hardware features and to personalize presentations for management or prospective customers. Also included are the HP logo and name.

To obtain your free copy of the Diagraph HP Symbol Library, send a blank 3½" disc to: Computer Support Corporation, 4215 Beltwood Parkway, Dallas, TX 75244.

Picture Perfect graphics now available for HP 120/125

David Pugmire/PSD

The power of Picture Perfect graphics is now available for the HP 120/125 personal computers. Each module gives you great flexibility in formatting your graph. Include your data values, add text and notes, move your legends, and change a title so that your message is conveyed in just the right manner.

Picture Perfect on the 125 includes: vertical bar charts, horizontal bar charts, pie charts, line charts, combination bar & line charts. Data values may be windowed or on top of bars. Bars may be simple, stacked, comparative, or overlapping with up to 24 bars. Legends may be windowed or placed at any location. Blocks of annotations may be placed as desired. Two independent "Y" axes allow comparison of up to 16 segments with variable explosion of any or all pie segments. The combination of bar and line charts is ideal for the presentation of financial and accounting data such as budget versus actual values. In addition, 58 shading patterns allow you to control the final appearance of your charts. Although the HELP facility found on the HP Touchscreen personal computer version of Picture Perfect is not available with this version, an easy-to-follow menu driven approach gives non-technical users enhanced graphics flexibility for producing more sophisticated presentations.

Picture Perfect brings new life to the HP 120/125 when you really need to get the graphics power of the Touchscreen but can't afford a whole new system. By adding Picture Perfect and an HP 7470 or HP 7475 plotter (HP-IB only) to your 120/125, you get the graphics power you need at an incremental price that is acceptable.

Ordering information

To place your order contact your Hewlett-Packard SR or call HP Computer Supplies Operation at 800-538-8787 and ask for HP P/N 45603A (specify Option 630 for 3½" media or Option 650 for 5¼" media). Support for this product is provided by calling 800-HPCOACH.

Demo copies available for a limited time

There are a limited number of demonstration copies of Picture Perfect for the 120/125 available. These reduced cost copies are a full-function version of the software. The only limitation is the "Not For Resale" marking. When these copies are sold out we will no longer honor orders. You will then be able to get a "demo" version by ordering the regular package. To get your copy of the demo software, order P/N 45603Y. This comes in 3½" single sided media only.

GENERAL HP 1000

HP 35030A line conditioner obsolescence

Mike Balma/CSD

As of November 1, 1984 the HP 35030A line conditioner is obsolete. The 35030A was used with the HP 250, 300 and 9XXX products. Computer Supplies Operation (A500) will provide non-regulating line conditioners for applications which do not require line regulation. For those applications which require line regulation, a suggested list of suppliers is available from local CEO managers. Refer to the Summer '84 issue of the Computer Supplies Operation *Computer Users Catalog* (page 52 and 53) for line conditioner sizes and prices.

Binders omitted from BASIC 3.0 Language System shipments

Keith Massey/FSD

We inadvertantly left two binders out of the early BASIC 3.0 Language System shipments. Our material list has been corrected and we will ship the two missing binders to customers who received the incorrect quantity.

Our records show the shipping address (and often the dock location) where these shipments were sent, but does not show the end user's name or mailing address. Once the customer's receiving department closes their purchase order, a deliver-to-location is no longer available.

For this reason we will ship binders to customers who contact the field office or the factory. If you have customers who have this problem, please call Keith Massey, TELNET 1-226-3199, with the name and mailing address.

For customers in Europe and ICON, arrange for the binders to be shipped from CSE (P/N 9282-0988 and 9282-0989). For billing details, contact Keith Massey, FSD/COMSYS 4000.

How to order HP 1000 Sales Aid Kits

Anita McClendon/DSD

To order HP 1000 Sales Aid Kits, please follow these procedures:

Domestic

Enter an I2 HEART order, supplier 2299, product line 65, system type 09, "Please advise."

International

Enter an I2 HEART order, supplier 2299, product line 65, system type 09, and a four-line entry using the following example:

22999-90620	$451	(list price)
M02 prod. cost	please advise	(+TAC)
M02 prod. cost	please advise	(−TAC)
M99 discount	−171	

The table below lists part numbers and current prices. No other part numbers or prices are valid — including those listed on microfiche or in other HP magazines.

P/N	Sales Aid Kit Description	TAC	US List Price
Overview of HP 1000 Family			
90601	IMAGE/1000	$ 45	$ 73
90602	HP-ATE	75	121
90603	Manufacturing Automation Seminar	66	106
90604	HP 1000 E/F-Series and RTE-6/VM Overview	120	194
90605	HP 1000 Overview	56	90
90606	PMC/1000	68	110
90607	HP Computers & the OEM. HP Means Business for You.	48	78
Languages			
90608	FORTRAN 4X	35	57
90609	Pascal 1000	48	78
Applications			
90610	Factory & Plant Automation	245	395
90611	CAE: A New Formula for Productivity	180	291

90612	Improving Factory Automation	90	145
90613	A Production Test Strategy for Electronic Manufacturing	90	145
90614	Sensor-Based Data Acquisition	150	242
90615	PMC/1000 in Waste Water Treatment	65	105
90616	Reliability & QA Assurance at DSD (Video)	80	129
Graphics			
90617	Appl. of Computer Graphics	118	190
90618	Elements of a Graphics System	68	110
90619	Graphics/1000-II Software Family	60	97
90620	Industrial Automation	320	516

For more information, please call Anita McClendon at TELNET 1-157-2627.

IMAGE/1000-II and Pascal

Pat Adamiak/IND

IMAGE/1000-II will not support Code and Data Separation (CDS) until the A.85 PCO. Please advise your customers that they should not write Pascal programs which make calls to the A.84 PCO of IMAGE/1000-II with the Code and Data Separation (CDS) option ON. Although these programs will generally compile and load without difficulty if CDS is enabled, erroneous and unpredictable results will occur when run. All programs will function correctly on the A.84 PCO if the CDS option is turned OFF. This problem is not relevant to the C.83 and earlier PCOs. The table below illustrates the area of concern.

This problem is caused by incompatibilities between the Pascal CDS and non-CDS run time library. The problem will be fixed in the A.85 PCO of IMAGE/1000-II.

		HP IMAGE/1000-II PCO		
		A.85	A.84	C.83 and Earlier
CDS	Supported	YES	NO	NO
	Result if enabled from Pascal	• CDS utilized • Program functions correctly	• CDS *NOT* utilized • Program will operate erroneously	• CDS *NOT* utilized • Program functions correctly

HP 9000

HP 9000's low cost-of-ownership

Miriam Flood/FSD

HP recently announced the results of a two-year study confirming that the HP 9000 family has one of the lowest costs of ownership in the industry, expressed as a percent of system price per year.

Both the HP Series 200 and the Series 500 yield figures of slightly less than 3% per year, on the average. This compares with our competitors' figures of 12-15% per year, based on published monthly maintenance charges (MMCs). This fact should be made one of your strongest selling points and should be introduced early in the sales process. Your customer should always be encouraged to purchase a service contract to take advantage of this low cost of ownership.

Consider the following example: Your customer purchases an HP 9826S computer for $11,605. Based on the 3% per year figure, this machine costs $13,345 at the end of five years. If the customer bought a competitor's computer for the same price, at 12-15% per year, that same machine would cost between $18,568 and $20,308, a difference of $5,223-$6,963 — the cost of any one of several peripherals.

The low monthly charge for a service contract will be much more acceptable to your customer than a large repair bill. And since the response time is guaranteed, the customer can be assured of minimal down time.

HP-UX 4.0 needed to run LAN 9000

Joe Bonner/CNO

Current shipments of the HP 2285A Local Area Network for Series 500 HP-UX systems will only run on Version 4.0 of HP-UX. Customers with previous versions of HP-UX must upgrade their systems to Version 4.0. Please contact your local SE to upgrade a customer from HP-UX 3.0 to 4.0.

HP 98644A replaces HP 98626A as Series 200 interface

David Kuntz/RND

With a price of $190, the HP 98644A was designed as a low-cost replacement for the HP 98626A. It can be substituted for the 98626A in just about every application. There are, however, a few differences between the two products:

- The 98644A uses a standard 25-pin female DTE connector instead of the 50-pin connector used with the 98626A. This allows for the use of industry standard 25-pin RS-232 type cables.
- The 98644A will not support the 13265A 300 baud modem or the 13266A Current Loop Interface connection products. These products take their power via the 50-pin interface connector. They will, however, continue to be supported with the HP 98628A Datacom Interface.
- The 98644A has no switches for setting the baud rate and the character format. These parameters are software programmable.
- The 98644A has no cables structured to the product. It uses industry standard cables which are available from Computer Supplies Operation (CSO).

You can sell two 98644A serial interfaces for the price of one 98626A. Why not sell the capability to connect that extra RS-232 peripheral.

HP 98626A RS-232 interface off CPL in February 1985

David Kuntz/RND

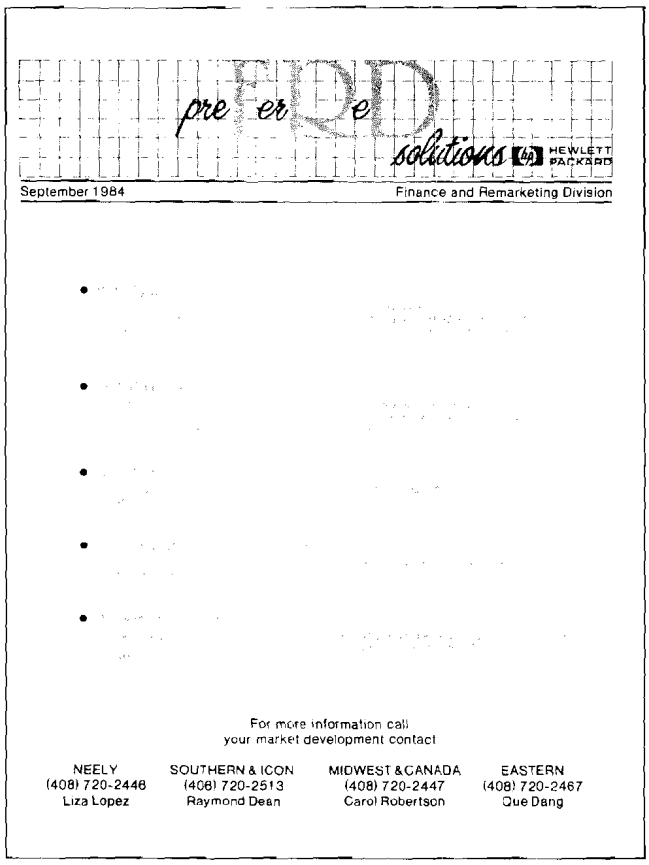
With the successful introduction in July of the lower-priced HP 98644A RS-232 Serial Interface, the HP 98626A will be obsoleted and removed from the Corporate Price List in February 1985. Anyone requiring lifetime quantities should contact Roseville Networks Division with their projected requirements as soon as possible.

GENERAL

HP 3000

Preferred solutions flyer available

Liza Lopez/FRD


preFerReD solutions
HEWLETT PACKARD
September 1984
Finance and Remarketing Division

For more information call
your market development contact

NEELY	SOUTHERN & ICON	MIDWEST & CANADA	EASTERN
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Liza Lopez	Raymond Dean	Carol Robertson	Que Dang

The Finance and Remarketing Division's preFerReD solutions flyer is published monthly and lists the current products and promotions available from Finance and Remarketing Division (FRD). It provides a quick and easy way for you to keep up-to-date on the FRD news you'll need to help you close those deals with price-sensitive customers.

This flyer is sent directly to SRCOMMs listed in the Roster Data Base. If you are not receiving your copy of preFerReD solutions, just COMSYS Debbie LeDoux at location 5000 and provide your name, office name, COMSYS number and title so that she can add you to the data base.

HP Dictionary/3000 improves programmer productivity

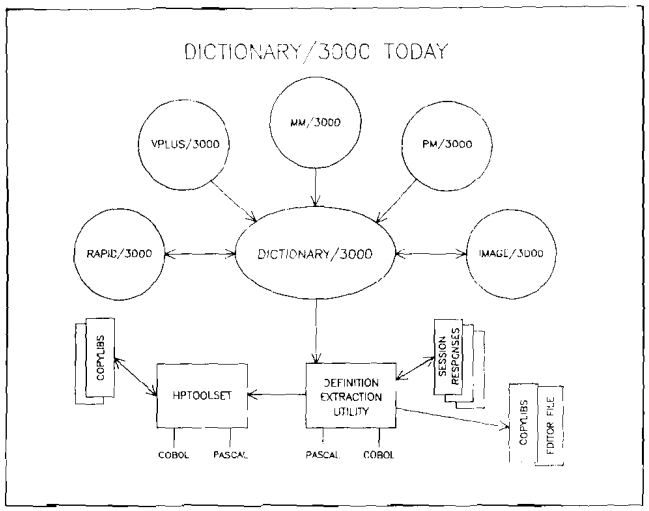
Marty Miller/IND

Aladdin Industries needed a new Inventory Control System. The company was looking for a way to speed up COBOL program development on the project and Monty Goolsby, commercial SE in Nashville, had just the solution in Dictionary/3000. A new COBOL extraction utility provided a real boost to system development by allowing Aladdin's programmers to create their copy libraries automatically from the dictionary. The result: copy libraries are all generated from a single source and everyone uses the same data names throughout their COBOL programs. Data consistency increased; incompatible data representations and data redundancy decreased. Additionally, since copy libraries are generated directly from the dictionary, the amount of information requiring manual entry was substantially reduced. This resulted in less keystroke errors and consequently less recompiles.

Aladdin stores file, form and program information in their dictionary, and controls dictionary updates through a single individual. Programmers can query the information in the dictionary before starting a new program or modifying an old one. When Becky Farley, systems analyst at Aladdin, needs to understand the effects of an element definition change, she uses the Dictionary SHOW command to find out what files are associated with that element. She can then find out what programs use those files and make the appropriate changes. John Norris, technical analyst at Aladdin, finds the dictionary very useful for keeping track of program names, descriptions and responsibilities. When a new program module needs to be written, the programmer gets the name for the module from the dictionary along with his copy library and he's ready to begin coding.

John Norris also finds the dictionary utilities for unloading and loading a data base very useful. The unload utility allows Aladdin to unload an entire data base or to selectively unload individual data sets to

either tape or disc. These selected data sets can then be reloaded in primary path sequence using Dictionary's data base load utility. Keeping a data set in primary path sequence optimizes the performance of chained retrievals.



Desktop CAD system sells HP 3000

Tom Krantz/FEO

HP Engineering Graphics System (HP-EGS) is a versatile computer-aided artwork system that is installed in over 1,200 locations both internally and externally. This system, which runs on the HP 9000 Series 200, can now be connected to the HP 3000. A program in the 3000 Contributed Library allows the engineering graphics to be moved into HP Draw on the HP 3000. This provides a total solution for a customer's engineering and documentation needs.

We have had feedback from several offices where the commercial and technical SRs are teaming up to their mutual benefit. A sale was recently booked in the Englewood, CO office to an existing HP 3000 customer for an HP-EGS system and an HP 2680. This sale was based on the customer's projection that he could save $100,000 using this HP solution for technical documentation.

We at Fort Collins Engineering Operation are always looking for new and better ways of selling HP-EGS, even to the extent of offering the HP 3000 with the HP 2680 as a *supported* peripheral. This solution could be just what your HP 3000 customer is looking for.

FINANCIALS

HPFA's financial software now bundled

Steve Calderwood/APO

The Administrative Productivity Operation has raised its prices effective November 1. However, we would like to offer your customers a bundled HPFA package at a 25% discount on the new price.

The new price structure puts individual packages between $5,000 and $8,000 each. The complete product range is priced at $44,000.

Buying at discount means that a customer who considers purchasing HP General Ledger, HP Accounts Payable, HP Report Facility, and HP Accounts Receivable (a total of $29,000) can now have HP Dual Ledger, HP Allocator, and the HP Interface Facility for only $4,000 more and yet still save a total of $11,000 when he buys the complete software.

How does the SR benefit?

The HP 32339A Financial Software package has been attractively priced to make life easier for you when your customers take advantage of the discount price on the bundled product. Now, a single sale will not only increase your dollar revenue but will relieve you of the necessity of investing your time selling add-ons. Furthermore, selling a complete HPFA package means that there is only one installation, eliminating the need of returning to customers' sites each time they decide to buy another module. This bundled product gives you a new tool to sell against the cheap vendor supplied packages. Your future selling efforts will result in greater dividends for much less work. So remember, sell total solutions to get a bigger return on your investment.

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For HP Field Personnel
November 15, 1984

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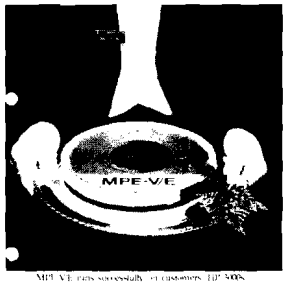

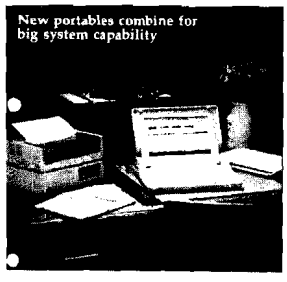

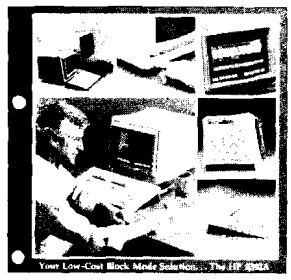

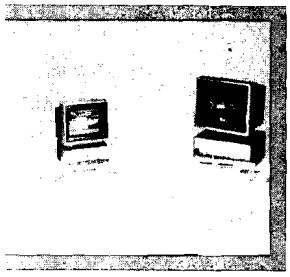

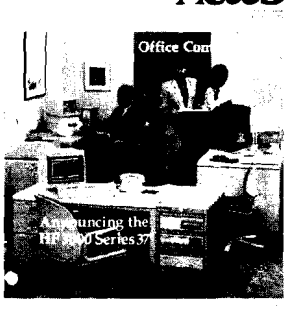

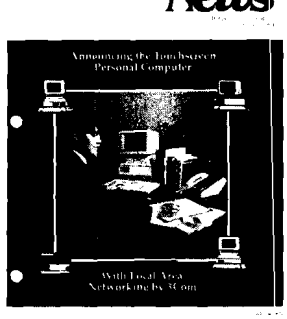

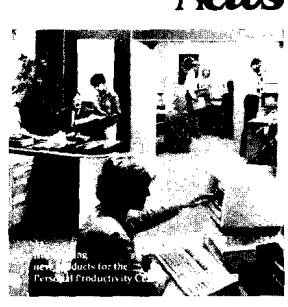

Computer News

Index to Vol. 9, Issues 12-23

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Computer News is published biweekly for Hewlett-Packard field personnel to keep you informed of new HP products and services.

Introduction

Darleen Brettes

This index includes all articles which appeared in *Computer News* from May 1 to October 15, 1984.

The articles in the index are listed in the same format as the magazine.

MARKETING & INTERNATIONAL SECTOR

US Field Operations
European Operations
Intercontinental Operations
Major Accounts Marketing
Corporate Marketing

MIC Marketing Information Center
FRD Systems Finance/Remarketing Division
CSD Computer Support Division
ISD Instrument Support Division
CSO Computer Supplies Operation
IPO Instrument Products Operation
CPC Corporate Parts Center

MEASUREMENT, DESIGN & MANUFACTURING SYSTEMS SECTOR

Microwave & Communications Group
MCG Microwave & Communications Group
SPD Stanford Park Division
NMD Network Measurements Division
SAD Signal Analysis Division
SPK Spokane Division
CTD Colorado Telecommunications Division
QTD Queensferry Telecommunications Division

Electronic Instruments Group
EIG Electronic Instruments Group
NJD New Jersey Division
SDD San Diego Division
SCD Santa Clara Division
BID Boeblingen Instrument Division
YID YHP Instrument Division
ICD Integrated Circuits Division

Design Systems Group
DSG Design Systems Group
FSD Fort Collins Systems Division
LSD Logic Systems Division
COI Colorado Springs Division
BCD Boeblingen Computer Division
LSID Lake Stevens Instrument Division

Manufacturing Systems Group
MSG Manufacturing Systems Group
DSD Data Systems Division
MPD Manufacturing Productivity Division
LID Loveland Instrument Division
MTD Manufacturing Test Division

INFORMATION SYSTEMS & NETWORKS SECTOR

Information Systems Group
ISG Information Systems Group
CLL Computer Language Laboratory
CSY Computer Systems Division
FSO Financial Systems Operation
BGD Boeblingen General Systems Division
YCD YHP Computer Division
OPD Office Productivity Division
CID Computer Integrated Circuits Division
GCO Guadalajara Computer Operation
IRO Information Resources Operation

Personal Computer Group
PCG Personal Computer Group
RTD Roseville Terminals Division
PCD Portable Computer Division
GPCD Grenoble Personal Computer Division
POD Personal Office Computer Division
VCO Vancouver Division
PSD Personal Software Division
PCDO Personal Computer Distribution Operation
PCGO Personal Computer Group Operation

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

ANALYTICAL, COMPONENTS, MEDICAL & TECHNOLOGY SECTOR

Analytical Group
AVD Avondale Division
SID Scientific Instruments Division
WAD Waldbronn Division

Components Group
MSD Microwave Semiconductor Division
OED Optoelectronics Division
OCD Optical Communication Division

Medical Group
AND Andover Division
BMD Boeblingen Medical Division
MCM McMinnville Division
WAL Waltham Division Medical Supplies Center
HCP Health Care Products Operation

HP Labs
Corporate Manufacturing
Corporate Engineering

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BUSINESS COMPUTERS

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HP 250:

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HP 3000 now supports HP 7978A and 7974A tape drives	May 1	21
New *HP 3000 Languages Field Training Manual* available	May 1	22
HP RPG/3000 now has increased compatibility with IBM System/34 RPG II	May 1	22
A new opportunity to beat IBM Model 36	May 1	23
HP Series 30R keeps on trucking	May 1	23
Enhanced HP Toolset now offers more features and new training	May 15	17
FRD rental program worked for Citicorp	May 15	18
HP Series 44R for rent	May 15	18
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First HP Series IIIR rental in Midwest	June 1	24
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Memory Round-Up: 256K-byte memory board trade-in program	June 15	18
MPE documentation improved	June 15	18
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Moving between MPE-V/P and MPE-V/E	June 15	19
Special credit approval program for Opportunity '84	June 15	20
Team up to beat IBM	June 15	20
Firmware update for cold load with HP 7974A/78A	June 15	20
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HP 2563A supports Arabic on HP 3000 systems	July 1	22
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HP Toolset cuts program development time	July 15	14
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Rent an HP Series 40R, 42R, or 48R	July 15	15
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HEWLETT PACKARD

Please send address changes and undelivered *Computer News* copies to Roster Administrator, 49B2, 19320 Pruneridge Avenue, Cupertino, CA 95014

HPFA Customer Profile #0000024

Mike Tupper/APO

Name: *

Business type: Electronic components.

Geographic location: Agrate Brianza, Milan, Italy.

Reasons for purchasing HPFA: end-user control of the system, versatility, on-line posting (as opposed to multiple batch updates), integration of the modules (particularly "dual ledger"), consolidation capabilities, multi-currency, and consulting and assistance for implementation and local development.

Application of HPFA: Customer purchased HP General Ledger, HP Dual Ledger, HP Accounts Receivable, HP Accounts Payable, HP Report Facility, HP Interface Facility. These modules are interfaced with an in-house customer written sales order, cost accounting, purchasing and payroll.

Previous system: Custom written package.

Implementation time: HPFA already up and running. Tax-registers and draft management procedures to be implemented.

Why the competition lost to HPFA: Competition included McCormack & Dodge and local software houses. The competition lost due to lack of local support. In addition, the customer will get advanced customization of HPFA.

HP SR: Arnoldo Nicoli/Mauro Cipollini

HP CSR: Riccardo Benardon/Gianni Paleari

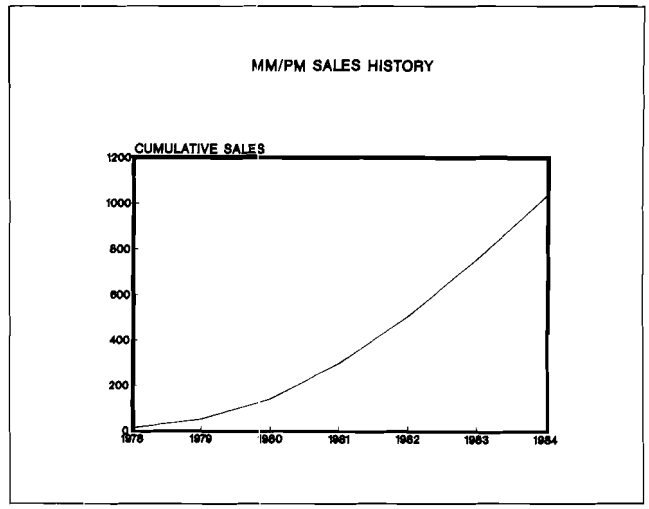
**For additional information on this customer, please contact Steve Calderwood at APO Germany, 07031-142136.*

MANUFACTURING

HP MM/PM update: HP #2 worldwide in manufacturing software sales

Mike Morel/MPD

HP has come a long way since 1978 when 13 HP Mfg/3000 packages were sold. (Mfg/3000 was the predecessor to HP Materials Management/3000.) MPD closes FY84 having surpassed the 1,000 sales mark for the MM/PM combination. Of this, more than 250 packages were sold this year — more than double the sales for most of our competitors.



The 1,000th sale is significant in several ways. Most importantly, it positions Hewlett-Packard as the clear leader for the number two slot in the manufacturing solutions market. Secondly, it shows that while a relative newcomer to the software market, HP has far surpassed long established suppliers such as Comserv, Martin Marietta, NCA, and even ASK. Finally, with the 1,000th package going to Procter and Gamble in Europe, it re-emphasizes MM/PM's international orientation, an attribute increasingly important in today's multi-national environment. (See related article in this issue of *Computer News.)*

HP's success worldwide can help you sell MM/PM locally. You are selling the #2 manufacturing package in the world. Use this to assure customers that they are dealing with one of the best. Customization has played a major role in our success. With the help of this key feature we have been able to satisfy the needs of over 1000 customers; your customer should be no different. Our ASSIST programs offer the highest value of any in the industry. This "guarantee" to a successful implementation has helped close deals throughout the world; it will work for you.

MM/PM has led the way in establishing HP partner relationships with the "excellent" manufacturers of the world. Use them to open your manufacturing doors.

Procter & Gamble buys 1,000th package of HP MM/PM

Sandra Schaefer/MPD

September was a banner month for the HP Materials Management/3000 and HP Production Management/3000 product lines. Procter & Gamble's Laundry and Cleaning Products Division purchased the 1,000th and 1,001st packages. They will be installed in their Worms, West Germany and Brussels, Belgium facilities.

Procter & Gamble has been a successful HP partner for some time. The Laundry and Cleaning Products Division has standardized on HP MM/3000 in all of its European operations. With the addition of these latest two systems, they will have a total of seven facilities relying on our products.

As a result of HP's performance overseas, the Laundry and Cleaning Products Division has installed a system in St. Louis and they are planning to convert 13 additional facilities in the US over the next 36 months. Success in this division gives HP an excellent springboard for selling MM/3000 and PM/3000 into the other two divisions of Procter & Gamble as well as expanding on the systems currently installed.

To commemorate this milestone in the sale of HP manufacturing solutions, a plaque will be presented to Procter & Gamble. Complete media coverage is planned.

HP Maintenance Management seminar videotape now available

Bob Greenfield/SMC

The Maintenance Management Lead Generation Seminar has been delivered to over 1,000 customers and prospects in over 14 areas in North America. It has been very successful identifying qualified prospects, increasing market awareness, and selling the benefits of a computerized maintenance system.

The seminar, discusses: the challenges facing plant and maintenance managers today, how a computer can help improve productivity in a maintenance department, the benefits provided by a successfully implemented computer solution, how to cost justify the purchase of a computerized maintenance solution, and the keys to a successful implementation.

HP Draw files of the seminar, together with a typewritten script, have been available by contacting Bob Greenfield in the Cupertino Sales Center (TELNET 125-3845). Now, a videotape of the seminar material is available. It is designed to help HP people prepare to deliver the seminar. It can also help SRs learn more about the maintenance environment — its challenges and how a computerized solution can help improve productivity. (The videotape is probably too dry to show to customers or prospects.)

To get this videotape, "Improving Maintenance Productivity," order P/N 90324H from the Corporate Parts Center. Specify P/N 90324HZ for the ¾" UMATIC format, P/N 90324HV for VHS format, or P/N 90324HW for beta format.

Solutions through HP Maintenance Management-ASSIST

Norma Sengstock/CSD

The HP Maintenance Management solution was developed because Hewlett-Packard realized that a maintenance system was a critical part of a manufacturing operation. As part of this complete solution, CSD has developed implementation services for our HP Maintenance Management customers to ensure fast, efficient installation and use of the HP Maintenance Management software. When these services, known as HP Maintenance Management-ASSIST are combined with the software, the customer is given a solution for increased productivity. HP Maintenance Management-ASSIST consists of three phases: Customer Application Analysis (CAA), Implementation Team Training (ITT) and Project Implementation Assistance (PIA).

These services represent distinct stages in the maintenance system implementation, and each is a prerequisite for the next. An HP software engineer, with extensive background and training in manufacturing and maintenance, will work with you and your customers within the framework of HP-ASSIST to efficiently achieve specific implementation milestones.

Your customer's success depends upon having a clear set of objectives, a realistic plan for achieving them, and the necessary resources and project management talent to carry out the plan.

The HP Maintenance Management-ASSIST services are well defined to help your customer achieve a successful, efficient implementation. These HP-ASSIST services also increase the probability of their success in using the HP Maintenance Management solution.

HP Maintenance Management-ASSIST services are well defined and consist of specific objectives and activities that will be performed by the SE. As a result of these efforts and activities, the customer will receive specific deliverables, including an implementation Requirements Analysis Summary, Project Management Orientation, Project Milestones, Project Planning Workshop and a Post-Implementation Review. Also, with the purchase of the PIA portion of HP Maintenance Management-ASSIST, your customer will be entitled to two enrollments in the product training and one enrollment in the data and operational customization classes at an HP facility.

If your customer requires a service that is not included in the standard product, such as extra coding or performing customization to the software, the service can be quoted using PIA service units (+65Z) for the appropriate software model. You will find the product numbers and prices for HP Maintenance Management-ASSIST for the models 20 and 30 of the software in the chart below.

If you are interested in lerning more about HP Maintenance Management-ASSIST, the next training class will be December 10-12 in Cupertino. The documentation and tools for this product are available on magnetic tape from the Software Distribution Center.

Why not discuss your potential maintenance sales opportunities with your local SE today?

P/N	Description	US List Price
32276A + 61A	Customer Application Analysis for models 20 and 30	$ 4,500
32276A + 63A	Implementation Team Training for model 30	3,700
32275A + 63A	Implementation Team Training for model 20	2,800
32276A + 65A	Project Implementation Assistance for model 30	20,520
32275A + 65A	Project Implementation Assistance for model 20	15,540
32276A + 65Z	PIA Service Unit for model 30	1,000
32275A + 65Z	PIA Service Unit for model 20	1,000

DISTRIBUTION

Pre-sold HP SFD/3000 prospects

Max Adamczyk/HP Akron

Would you like a list of pre-sold prospects? You don't have to look far because there are acres of diamonds in your backyard. Those diamonds are HP 3000 customers — more than 15,000 of them.

Prospecting our HP 3000 customer base is sure to yield customers who need SFD/3000 (System for Distributors). It is not unusual to find a 3000 shop that is re-inventing SFD/3000, either in-house or externally. Nor is it unusual to find that after a year or more of this development or conversion effort, progress is less than satisfactory, with no end in sight.

Who are these HP 3000 prospects? Besides the traditional distributors, the majority of manufacturers have classical distribution functions (i.e., order entry, inventory management, etc.). From the customer's viewpoint, the manufacturer is a supplier and the customer does not know or care whether the supplier makes or buys the product. Enlightened manufacturing executives recognize that marketing and distribution are crucial to their success. With the growing interest in inventory management, manufacturers and distributors need to improve customer service to stay competitive. SFD/3000 can help many of these companies.

The greatest advantage of selling to our HP 3000 customers is that the customer is already sold on HP, therefore competition from hardware vendors is non-existent.

The key to success is convincing top management that their business problems can be solved quicker via SFD/3000 than by continuing with development of their own software. The easiest way to do this is through our SFD/3000 customer references.

Two major objections encountered are:

- Customers have to completely abandon a project in which thousands of dollars and man-years of time have been invested. The obvious answer to this objection is the question: "Will continuing on the same wrong path take you where you want to go within a reasonable time frame and within budget?" The smart manager will cut his loss and switch to a proven solution that will provide a quick return on his investment.
- The DP staff has pride of authorship. One way to handle this objection is to point out that they have done a good job (if they have) with their limited resources, but their efforts expended can't compare with the 150 man-years of development effort that went into SFD. When the staff realizes that SFD will free them from dog-work and firefighting to address the company's bigger problems, they too will embrace SFD. Both top management and the DP staff can easily be convinced that they cannot develop the equivalent of SFD/3000 at a lower cost.

Distribution products customer training schedule

Andy McKennan/IRO

Dates	Location	Instructor
SFD/3000 Customer Training (P/N 36404A)		
Jan. 14-Jan. 25	Inverness, CO	Sheila Conroy
Jan. 28-Feb. 8	Santa Clara, CA	Leslie Bravo
OM/3000 Customer Training (P/N 36420A)		
Nov. 12-Nov. 20	Houston, TX	Deborah Munter
Dec. 10-Dec. 21	Brisbane, CA	Sukhi Amberg

NETWORKS

DS and X.25 support explained

Deborah Nelson/CSD

DS and X.25 on the HP 3000 have undergone two major changes in the past 10 months. This article is in response to questions regarding the ordering of support for these products.

Prior to February 1984, DS and X.25 were included in 32190A. In February, IND enhanced both DS and X.25 products, made each a separate product (see diagram below), and offered a free upgrade to HP 3000 customers running MPE IV Q-Delta-2 and later versions of MPE. Customers with older versions of MPE were not eligible for the upgrade and continued with the 32190A product.

However, as of the October 22, 1984 MIT, 32190A is obsolete and all customers will receive 32189A and 32191A. Your customers have received a letter explaining this to them. *Customer support contracts will be unaffected.* The 32190A support product will cover 32189A and 32191A products. Your customers only need to change their support contracts at renewal time.

This leads to the second change: September 1, 1984 all network products and network support products were restructured into links and services. Thus, DS and X.25 underwent a second transformation to DS Service (32185A) and X.25 Link (32187A). When your customers' support contracts comes up for renewal, they should order 32185A+S00 (DS SMS), 32187A+S00 (X.25 SMS) and 99087B+C00 (Datacom C Category support — if they don't already have it).

X.25 & DS SUPPORT

	Prior to Feb. 1, 1984	Feb. 1, 1984	Sept. 1, 1984
PRODUCTS	DS/X.25 (32190A) (plus interface and cable/adapter)	DS (32189A) X.25 (32191A) (plus interface and cable/adapter)	DS Service (32185A) X.25 Link (32187A)
SUPPORT PRODUCTS	32190A+S00 99087B+C00 (plus hardware support on the interface and cable/adapter)	CUSTOMER DID UPGRADE: 32189A+S00 32191A+S00 99086B+C00 (plus SMMC/BMMC on hardware)	At Contract Renewal:* 32185A+S00 32187A+S00 99087B+C00 (SMMC/BMMC on Links)
		CUSTOMER DID NOT UPGRADE: 32190A+S00 99087B+C00 (SMMC/BMMC on Hardware) NOTE:10/22/84 MIT will have 32189A &32191A; SUPPORT CONTRACT DOES NOT CHANGE.	At Contract Renewal:* 32185A+S00 32187A+S00 99087B+C00 (SMMC/BMMC on Links)

*New customers order this also.

Therefore, as noted in the diagram, *all existing customers' support contracts remain the same (even with the October 22, 1984 MIT) until contract renewal. At contract renewal, existing customers will order DS Service (32185A) support and X.25 (32187A) support. New customers will only order DS Service support and X.25 Link support.*

If you have any questions regarding these changes, please contact your CSD Product Specialist (formerly CSD Sales Development) in the Sales Center.

Software Materials Subscriptions for Network Links simplified

Deborah Nelson/CSD

To further reduce datacom support costs, as of October 15, 1984, customers now purchase Software Materials Subscription (SMS) or Extended SMS only once for a given Link product no matter how many of that Link are on a given system. Previously, each additional Link on a system required Extended SMS.

Therefore, a customer with DS Service, two hardwired Links, and one X.25 Link on the central system would order: SMS for DS Service (32185A+S00), SMS once for each type of Link (hardwired — 30270A+S00 and X.25 — 32187A+S00), Datacom C Category Support (99087B+C00) and SMMC or BMMC for each individual Link.

For additional systems with the same Links, extended SMS is ordered once for each type of Link, extended Datacom C Category Support, and SMMC or BMMC for each individual Link.

If you have any questions, please contact your CSD Product Specialist (formerly CSD Sales Dvelopment) in the Sales Center.

MASS STORAGE

Megabyte Express program extended

Dave Gerhart/DMD

We're happy to announce that we are extending the Megabyte Express Program through the end of January 1985 for the HP 7933 and HP 7935 disc drives.

Over 500 disc drives have been shipped through this program, reflecting a significant need for the 72-hour delivery to satisfy customer requirements due to unforeseen circumstances or competitive situations.

Within three working days of receipt of a valid order, we will deliver the disc drives to your customer's site in the US or to the domestic freight forwarder for Intercon and HPSA customers.

To get your customer's disc drives within 72 hours at no extra charge:

- Place a valid HEART order (*not* system coordinated; *no* credit holds).
- Write "Megabyte Express" in the special instructions section of the order form.

PLOTTERS

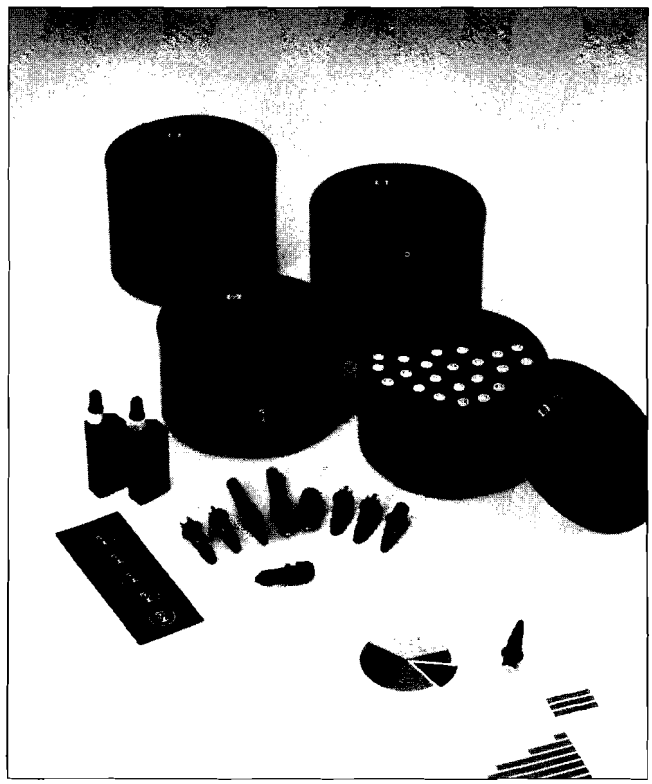
Plotter pen organizer offered

Russ Gordon/CSO

Now — an elegant, yet practical solution for plotter pen storage. Our new 6-inch diameter modular pen organizer stores up to 30 pens — 60 when stacked.

As your customers add pens — fiber-tip, drafting, or rollerball — the modular units can be stacked to save desktop space. And custom labels, with HP's international pen symbols, allow the user to quickly identify the contents.

We offer two heights (for short and long plotter pens), which can be mixed and matched according to your customers' needs.



Made of sturdy smoked acrylic plastic, the pen organizers are an attractive addition to any office setting.

P/N	Description	US list price
92177T	Short organizer (1-2)	$43.75 ea.
	(3-9)	39.75 ea.
	(10+)	37.25 ea.
92177U	Long organizer (1-2)	46.75 ea.
	(3-9)	43.50 ea.
	(10+)	41.25 ea.

For fast service, please refer to CSO's direct customer phone numbers in the Support/Supplies section in this publication.

Graphics products support of the HP 7550A plotter

Randy Roten/PSD

"HP computer/plotter software matrix" [*Computer News,* October 1, 1984], lists software support for plotters on HP computers. The columns outlining PSD supported graphics and the HP 7550A plotter need clarification. Even though the HP 7550A is *not fully supported* yet, customers can get it to work, with some limitation, on all of our graphics products. Advanced plotter features not currently supported include polygon fill, faster pen speed, replot and sheet feeder.

The HP 7550A will be fully supported by HP 3000 graphics products in the next release, scheduled for early 1985. Picture Perfect and Graphwriter support for the 7550A is not planned, but may exist in the future.

For a more complete description of graphics products and the HP 7550A plotter, including configuration information, please see *Support Update,* October 26, 1984.

PRINTERS

HP printers penetrate OEM and major account markets

Jim Lucas/BOI

Boise Division's printer products make Hewlett Packard a major force in the OEM and major account printer markets. From impact line printers to the latest in laser technology, these products have the kind of features, reliability and support which means greater sales potential for you.

One printer that has already proven itself a worthy competitor in these markets is the HP 2563A 300 line-per-minute dot matrix impact printer. This hard working, versatile printer has earned some significant commissions for both Rick Stathes from the Syracuse office and Ron Eldred from the San Ramon office. Both of these SRs were able to take hundreds of HP 2563As into markets where before only independent plug-compatible printer manufacturers had the versatility and features to succeed.

Supporting such features as RS-232-C, RS-422, Centronics, HP-IB (IEEE 488), 2608A compatible interfaces, mixed text and graphics, bar codes, multiple character fonts and vector graphics, the HP 2563A is much more than just a standard line printer. Configuring this printer into any computer system will greatly enhance the system value and add to the printing solution.

We can now expect to penetrate the Printronix replacement market. Printronix, a long-time major player in the 300 lpm market, has aging installed printers which are ripe for replacement. Furthermore, we expect to penetrate other major system vendors with new capabilities provided through joint efforts with third parties who offer us extended feature sets and interface compatibility.

System integrators such as DEC, Data General and Prime will find the HP 2563A a natural complement to their lines, as will small computer manufacturers offering single vendor solutions. And, as always, we can continue to leverage new sales from our HP installed base.

We have a strong continuing commitment to these major market segments, as well as to the system printer solutions where the HP 2563A has already made a significant contribution. With your efforts we can develop HP into a major player in the printer marketplace, and together we can close the big deals.

Five new international character cartridges for HP 2934A printer

Steve Cobb/VCD

Announcing five international character cartridges available for the HP 2934A office printer. These cartridges were developed as a part of the Middle East/Africa (MEA) localization effort. They contain Arabic-8, Greek-8, Hebrew-7, Hebrew-8, and Turkish-8 fonts

Letter quality fonts

All five cartridges operate in the HP 2934A letter-quality printing mode (not in the 200 cps draft mode). The Arabic-8 operates at 67 cps, and the other four cartridges operate at both 67 cps and 40 cps. Like all other HP 2934A cartridges, these can be selected through the non-volatile settings, from the keypad, or through standard PCL (Printer Command Language) escape sequences.

Price and availability

The cartridges will be supplied through Computer Supplies Operation and will become available on the December price list.

Ordering information

92188U	Arabic-8
92188V	Greek-8
92188W	Turkish-8
92188X	Hebrew-7
92188Y	Hebrew-8

All five cartridges carry a US list price of $150 (FBP $145).

TERMINALS

HP 2392A opens new markets for ANSI-compatible terminals

Patrick Rabu/GPCD

You've heard about the new low-cost HP 2392A display terminal — the price/performance leader. It can make you more competitive on system deals, but it's not just limited for use with HP equipment — the 2392A is opening up a whole new market for ANSI-compatible terminals.

Recently, HP landed a terminals-only deal for 250 2392As connected to VAX™s at a major European company. The 2392A beat all the competitors: DEC VT220, Lear Siegler ADM/12, Visual 300 and Fame 100 (for further information, please contact Patrick Rabu, HP 2392A product mgr. at GPCD).

This success shows just how competitive the 2392A is. The next time you're at your customer's site, why not take a look at the terminals used. If they're ANSI, seize the opportunity and sell the winner — the HP 2392A.

(For ANSI capability your customers must order Option 049.)

HP 2392A ANSI upgrade

Pascal Gandon/GPCD

This article should answer the frequently asked question of upgrading an HP 2392A to ANSI compatibility (Option 049).

Many customers who have needed their HP 2392As quickly have had to order standard terminals because the ANSI option was on back order. Now you can have Option 049 through an upgrade. Advise your customers that they will be charged for parts, travel and installation.

The Option 049 upgrade can be ordered through HP offices. HP service personnel should order the following parts:

P/N	Description	Supplying Division
1818-3440	ANSI firmware ROM 1	15/60 (CPC/PCE)
1818-3441	ANSI firmware ROM 2	15/60 (CPC/PCE)
5180-6303	ANSI keyboard overlay	15/60 (CPC/PCE)
02390-90023	2392A user's manual ANSI supplement	A500 (CSO)
02390-90024	2392A reference manual ANSI supplement	A500 (CSO)

Service personnel should install the ROMs and overlay in the customers' units. (Information on installing the ROMs is given in the HP 2392A Service Manual, P/N 02390-90003.)

Ergonomics on the HP 2392A display terminal

Dave Breuer/RTD

The HP 2392A Display Terminal embodies state-of-the-art advances in ergonomics, making Hewlett-Packard one of the industry leaders in "human engineering" concerns.

What is ergonomics?

The term "ergonomics" comes from the Greek "ergon" for "work" and "nomos" for "law." It is defined as the science of adapting the workplace to the worker. It focuses on worker safety, comfort and efficiency.

The screen display

The high-quality display on the 2392A is engineered to ease user eye strain and prevent fatigue. The 2392A features a high resolution, 12-inch green phosphor CRT. Characters on the 2392A are displayed in a 9 x 14 high density character cell with half-dot shifting. This results in well-defined characters which are easily readable by the user. Smooth scrolling, another ergonomic feature, makes information easier to read as it rolls up and down the display.

A full 12-inch screen, however, no longer implies a bulky terminal. Using advanced VLSI technology, HP has been able to provide a 12-inch display in a terminal just over a cubic foot in size. The 2392A is one of the most compact 12-inch display terminals on the market today. Its small footprint represents a significant ergonomic feature, since a compact machine brings more room and flexibility to the work area.

Tilt and swivel

Another component contributing to the ergonomic design of the 2392A is its unique integral tilt and swivel mechanism. The tilt adjustment allows the display to be positioned effortlessly to the user's optimal viewing angle. This eliminates the need for the user to get into an uncomfortable position in order to read the display. The range of the tilt on the 2392A is from the vertical position upward to a 20-degree angle. Once adjusted, the display remains in its new position without the aid of any locking mechanism.

The swivel base on the 2392A provides a 360-degree rotation of the terminal. With this feature, the terminal can be placed in a fixed location on a desk and still be viewed from a variety of perspectives.

The keyboard

The 2392A's most significant ergonomic feature may be its keyboard, now the company standard for all terminals, desktop computers, personal computers and logic development systems. The choice of a single keyboard is part of an effort to bring greater design unity to HP's products.

The low-profile keyboard for the 2392A is adjustable. It can be positioned at either a 3-degree or 11½-degree angle, whichever is more comfortable for the user. The keyboard also offers color-coded, sculptured keycaps with just the right touch.

Front panel controls

The power and brightness controls for the 2392A are conveniently located on the front panel for easy access by the user. No longer does the user have to get out of the chair or "hug" the terminal to turn it on. The thumbwheel control on the front panel allows the user to easily adjust display brightness to any desired level.

Let your customers try out the 2392A for themselves. Many people have already discovered that the 2392A is truly the last word in human engineering.

SUPPORT

New product numbers for self-paced maintenance training courses

Annetta Hewko/CSD

Have you been frustrated looking for product numbers of self-paced hardware maintenance training courses? As of December 1, 1984, all new and existing courses in the Self-Paced Learning Series will be entered on the Corporate Price List with a product number based on the hardware product number and a support suffix. So if you're looking for self-paced hardware training on the HP 150, you would see that the self-paced training kit for that product is the 45610A+49A. It's pretty clean and simple: the self-paced kit can be identified by the support suffix of "+49A" added to the hardware product number.

We offer these self-paced maintenance courses to dealers and Cooperative Support customers on most of our low-end products. The list below shows the products currently included in the Self-Paced Learning Series. December 1, the old part number will be obsolete and the course will be orderable by the new number only.

New Product Number (CPL December 1, 1984)	Course Title	Old Part Number (Obsolete December 1, 1984)
CPUs		
45710A+49A	HP 110 Portable Computer	—
45610A+49A	HP 150A Personal Computer	35150C
45610B+49B	HP 150B Personal Computer	—
45641A+49A	HP 150 Emulator	—
45644A+49A	EtherLink	—
45500A+49A	HP 125 Personal Computer	—
45600A+49A	HP 120 Personal Computer	35147A
85B+49A	HP 85A/B Personal Computers	35106B
89B+49A	HP 86A/B Personal Computers	35121B
9816A+49A	HP 9816A Desktop Computer	35142A
9836A+49A	HP 9826/36 Desktop Computers	35062B
9888A+49A	HP 9888A I/O Extender	35146A
9915A+49A	HP 9115A Desktop Computer	—
9020A+49A	HP 9020A Desktop Computer	—
TERMINALS		
35023A	HP 262X Terminal Family	—
2648A+49A	HP 264X Terminal Family	35061A
2392A+49A	HP 2392A Terminal	—
DISC DRIVES		
7945A+49A	HP 794X Disc Drives	—
9121A+49A	HP 9121S/O Disc Drives	35143A
82902M+49A	HP 82901/02 Disc Drives	35105A
9114A+49A	HP 9114A Disc Drives	—
9134A+49A	HP 9133/34 Disc Drives	9134+49A
9144A+49A	HP 9144A Disc Drive	—
PLOTTERS		
7474A+49A	HP 7470A Plotter	35103A
7475A+49A	HP 7475A Plotter	35144A
7550A+49A	HP 7550 Plotter	7550+49A
7225A+49A	HP 7225 Plotter	7225+49A
9872A+49A	HP 9872 Plotter	—
PRINTERS		
2225A+49A	HP 2225 ThinkJet Printer	—
82905B+49A	HP 82905 Printer	35104A
82906A+49A	HP 82906A Printer	82906+49A
2932A+49A	HP 293X Family Printers	—

SUPPLIES

IBM software from CSO available only in US

Debbie Colden/CSO

In "IBM software now available from CSO" (*Computer News,* October 1, 1984), the article should have specified that the IBM software is available only in the US.

CSO DIRECT ORDER

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

Location	Telephone Number
United States	800-538-8787
California	408-738-4133
United Kingdom	0734-697201
	0734-792959
France	(6) 928 32 64
Belgium/Luxembourg	(02) 762 32 00
Switzerland	(057) 31 22 54
	or 31 22 59
Italy	(02) 92 36 91
	(06) 5 48 31
West Germany	07031-142829
	07031-223133
The Netherlands	020-470639
South Africa	802-5111
	53-7954
	28-4178
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
Sweden	08-7502027
	08-7502028

Computer groups price changes effective November 1, 1984

These prices, effective November 1, 1984, appear on the Corporate Price List on that date, available in your office. Prices are US List unless otherwise noted. Orders at old prices will be honored at the factories for 30 days (or 60 days in the case of government quotes, see exception, III. GSA) after the effective date of an increase. All quotations, either verbal or written, shall be made at the new prices upon the effective date of the new price list. The customer should be notified that his order will be honored at the lower price should be notified that his order will be honored at the lower price if it is received within the 30-day grace period. Price decreases are effective immediately and in-house orders shipped 5 working days prior to the announced decrease date will be billed at the new lower price.

Product No.		Description	Old Price	New Price
22961C		FORTRAN 77	-0-	500
22970X		DS/1000/3000-CRS	3,200	6,720
2674A		DeskSaver Printer	495	295
30155A	Opt. 048	S48 Cable	8,070	-0-
30171AR		256Kb Memory (Rmkt)	3,825	2,000
30460A		ATP for HP 3000 Series 37	2,400	2,400
32119A		HP Word Intr	200	600
32119M		HP Word Intr Right to Copy	140	420
32119R		HP Word Intr Right to Copy	140	420
32120A		HP Word	5,000	7,000
32120DA		HP Word German	5,000	7,000
32120DM		HP Word German Right to Copy	3,500	4,900
32120DR		HP Word German Right to Copy	3,500	4,900
32120FA		HP Word France	5,000	7,000
32120FM		HP Word France Right to Copy	3,500	4,900
32120FR		HP Word France Right to Copy	3,500	4,900
32120M		HP Word Right to Copy	3,500	4,900
32120R		HP Word Right to Copy	3,500	4,900
32120ZA		HP Word-Italian	5,000	7,000
32120ZR		HP Word Italian Right to Copy	3,500	4,900
32132M		HP ListKeeper Right to Copy	1,400	1,400
32133R		VisiCalc Right to Copy	2,800	1,750
32305A		Right to Use HP-GL	6,000	8,000
32305DA		Right to Use German HP-GL	6,000	8,000
32305DM		Copy German HP-GL	4,200	5,600
32305DR		Copy German HP-GL	4,200	5,600
32305FA		French Gen. Led.	6,000	8,000
32305FR		French G/L Right to Use	4,200	5,600
32305LM		Aust. Right to Copy HP-GL	4,200	5,600
32305LR		Copy Aust. HP-GL	4,200	5,600
32305M		Copy HP-GL	4,200	5,600
32305R		Copy HP-GL	4,200	5,600
32305UA		Right to Use UK HP-GL	6,000	8,000
32305UM		Copy UK HP-GL	4,200	5,600
32305UR		Copy UK HP-GL	4,200	5,600
32305ZM		Italian Gen. Led. Right to Copy	4,200	5,600
32305ZR		Italian Gen. Led. Right to Use	4,200	5,600
32306A		Right to Use HP-DL	6,000	5,000
32306DA		Right to Use German HP-DL	6,000	5,000
32306DM		Copy German HP-DL	4,200	3,500
32306DR		Copy German HP-DL	4,200	3,500
32306FA		French Dual Led.	6,000	5,000
32306FM		French D/L Right to Copy	4,200	3,500
32306FR		French D/L Right to Use	4,200	3,500
32306LA		Aust. Right to Use HP-DL	6,000	5,000
32306LM		Aust. Right to Copy HP-DL	4,200	3,500
32306LR		Aust. Right to Copy HP-DL	4,200	3,500
32306M		Copy HP-DL	4,200	3,500
32306R		Copy HP-DL	4,200	3,500
32306UA		Right to Use UK HP-DL	6,000	5,000
32306UM		Copy UK HP-DL	4,200	3,500
32306ZA		Italian Dual Led.	6,000	5,000
32306ZM		Italian D/L Right to Copy	4,200	3,500
32306ZR		Italian D/L Right to Use	4,200	3,500
32307DA		Right to Use German HP Alloc	4,000	5,000
32307DM		Copy German HP Alloc	2,800	3,500
32307DR		Copy German HP Alloc	2,800	3,500
32307FA		French Alloc.	4,000	5,000
32307FM		French Alloc. Right to Copy	2,800	3,500
32307FR		French Alloc. Right to Use	2,800	3,500
32307LA		Aust. Right to Copy HP Alloc	4,000	5,000
32307LM		Aust. Right to Copy HP Alloc	2,800	3,500
32307LR		Aust. Right to Copy HP Alloc	2,800	3,500
32307M		Copy HP Alloc.	2,800	3,500
32307R		Copy HP Alloc.	2,800	3,500
32307UA		Right to Use UK HP Alloc.	4,000	5,000
32307UM		Copy UK HP Alloc.	2,800	3,500
32307UR		Copy UK HP Alloc.	2,800	3,500
32307ZA		Italian Allocator	4,000	5,000
32307ZM		Italian Alloc. Right to Copy	2,800	3,500
32307ZR		Italian Alloc. Right to Use	2,800	3,500
32308A		Right to Use HP AP	6,000	8,000
32308DA		Right to Use German HP AP	6,000	8,000
32308DM		Copy German HP AP	4,200	5,600
32308DR		Copy German HP AP	4,200	5,600
32308FA		French A/P	6,000	8,000
32308FM		French A/P Right to Copy	4,200	5,600
32308FR		French HP A/P Right to Use	4,200	5,600
32308LA		Aust. HP Acct. Pay	6,000	8,000
32308LM		Aust. Right to Copy HP AP	4,200	5,600
32308LR		Aust. Right to Copy HP AP	4,200	5,600
32308M		Copy HP AP	4,200	5,600
32308R		Copy HP AP	4,200	5,600
32308UA		Right to Use UK HP AP	6,000	8,000
32308UM		Copy UK HP AP	4,200	5,600
32308UR		Copy UK HP AP	4,200	5,600
32308ZA		Italian A/P	6,000	8,000
32308ZM		Italian A/P Right to Copy	4,200	5,600
32308ZR		Italian A/P Right to Use	4,200	5,600
32309A		Right to Use HP AR	6,000	8,000
32309DA		Right to Use German HP AR	6,000	8,000
32309DM		Copy German HP AR	4,200	5,600
32309DR		Copy German HP AR	4,200	5,600
32309FA		French HP A/R	6,000	8,000
32309FM		French A/R Right to Copy	4,200	5,600
32309FR		French HP A/R Right to Use	4,200	5,600
32309LA		Aust. Right to Use HP AR	6,000	8,000
32309LM		Aust. Right to Copy HP AR	4,200	5,600
32309LR		Aust. Right to Copy HP AR	4,200	5,600
32309M		Copy HP AR	4,200	5,600
32309R		Copy HP AR	4,200	5,600
32309UM		Copy UK HP AR	4,200	5,600
32309UR		Copy UK HP AR	4,200	5,600
32309ZA		Italian Acct. Rec	6,000	8,000
32309ZM		HPAR Right to Copy	4,200	5,600
32309ZR		Italian A/R Right to Use	4,200	5,600
32338A		Right to Use Upgrade	12,000	18,000
32338DA		Right to Use German Upgrade	12,000	18,000
32338DM		Copy German Upgrade	8,400	12,600

Computer Museum

Price Changes

Product No.		Description	Old Price	New Price
32338DR		Copy German Upgrade	8,400	12,600
32338FA		French Upgrade G/A	12,000	18,000
32338FM		French Upgr. G/A Right to Copy	8,400	12,600
32338FR		French Upgr. G/A Right to Use	8,400	12,600
32338LA		Aust. Upgrade HPGA	12,000	18,000
32338LR		Aust. Right to Copy Upgr GA	-0-	12,600
32338M		Right to Copy Upgrade HPGA	8,400	12,600
32338R		Right to Copy Upgrade HPGA	8,400	12,600
32338UA		Right to Use UK Upgrade	12,000	18,000
32338UM		Copy UK Upgrade	8,400	12,600
32338UR		Copy UK Upgrade	8,400	12,600
32338ZA		Italian Upgr. G/A	12,000	18,000
32338ZM		Italian U/G/A Right to Copy	8,400	12,600
32338ZR		Italian U/G/A Right to Use	8,400	12,600
32440BR	Opt. 511	HP3000/44	-0-	8,000
32452AU		PPC Prof Sys (UK)	45,310	45,310
32452AU	Opt. 001	Memory Option	45,310	4,000
32453A		PPC Worksgroup Sy	57,610	57,615
32453AU		Memory Option	57,610	57,615
32514B+W22		Tape Cartridge	80	50
36561A		HP Spell American	3,500	4,000
36561M		HP Spell Right to Copy	2,450	2,800
36561R		HP Spell Right to Copy	2,450	2,800
36561UA		HP Spell-UK	3,500	4,000
36561UM		HP Spell UK Right to Copy	2,450	2,800
36561UR		HP Spell UK Right to Copy	2,450	2,800
36562A		HP Spell	4,375	5,000
36562M		HP Spell	3,065	3,500
36562R		HP Spell Right to Copy	3,065	3,500
36563A		Add-On American Dictionary	1,000	1,150
36563M		Right to Copy American Dictionary	700	805
36563R		Right to Copy American Dictionary	700	805
36563UA		Add-On British Dictionary	1,000	1,150
36563UM		Right to Copy British Dictionary	700	805
36563UR		Right to Copy British Dictionary	700	805
36570A		HP Desk Manager	10,000	12,000
36570DA		HP Desk Manager-German	10,000	12,000
36570DM		HP Desk-German Right to Copy	7,000	8,400
36570DR		HP Desk German Right to Copy	7,000	8,400
36570FA		HP Desk-French	10,000	12,000
36570FM		HP Desk-French Right to Copy	7,000	8,400
36570FR		HP Desk-French Right to Copy	7,000	8,400
36570M		HP Desk Manager	7,000	8,400
36570R		HP Desk Manager	7,000	8,400
36570ZA		HP Desk-Italian Right to Copy	10,000	12,000
36570ZR		HP Desk-Italian	7,000	8,400
36572A		HP Telex	3,500	5,000
36572DA		HP Telex Software	3,500	5,000
36572DM		HP Telex Software	2,450	3,500
36572DR		HP Telex Software	2,450	3,500
36572M		HP Telex SW Right to Copy	2,450	3,500
36572R		HP Telex Right to Copy	2,450	3,500
36576A		HP Slate	3,000	4,000
36576DA		HP Slate German	3,000	4,000
36576DM		HP Slate German Right to Copy	2,100	2,800
36576DR		HP Slate German Right to Copy	2,100	2,800
36576FA		HP Slate-French	3,000	4,000
36576FM		HP Slate-French Right to Copy	2,100	2,800
36576FR		HP Slate-French Right to Copy	2,100	2,800
36576M		HP Slate Right to Copy	2,100	2,800
36576R		HP Slate Right to Copy	2,100	2,800
36576ZA		HP Slate-Italian	3,000	4,000
36576ZM		HP Slate Italian Right to Copy	2,100	2,800
36576ZR		HP Slate Italian Right to Copy	2,100	2,800
36578A		TDP/3000	6,300	8,000
36578M		TDP/3000 Right to Copy	4,400	5,600
36578R		TDP/3000 Right to Copy	4,400	5,600
45468AD		DBASE II/150	700	500
45468AF		DBASE II/150	700	500
45610AB		HP 150 Personal Computer	3,150	2,795
45610AD		HP 150 Personal Computer	3,150	2,795
45610AE		HP 150 Personal Computer	3,150	2,795
45610AF		HP 150 Personal Computer	3,150	2,795
45610AH		HP 150 Personal Computer	3,150	2,795
45610AN		HP 150 Personal Computer	3,150	2,795
45610AQ		HP 150 Personal Computer	3,150	2,795
45610AR		HP 150 Personal Computer	3,150	2,795
45610AS		HP 150 Personal Computer	3,150	2,795
45610AU		HP 150 Personal Computer	3,150	2,795
45610AW		HP 150 Personal Computer	3,150	2,795
45610AX		HP 150 Personal Computer	3,150	2,795
45610AY		HP 150 Personal Computer	3,150	2,795
45610AZ		HP 150 Personal Computer	3,150	2,795
45650AB		HP 150 with 9121D	3,995	3,195
45650AD		HP 150 with 9121D	3,995	3,195
45650AE		HP 150 with 9121D	3,995	3,195
45650AF		HP 150 with 9121D	3,995	3,195
45650AH		HP 150 with 9121D	3,995	3,195
45650AN		HP 150 with 9121D	3,995	3,195
45650AQ		HP 150 with 9121D	3,995	3,195
45650AR		HP 150 with 9121D	3,995	3,195
45650AS		HP 150 with 9121D	3,995	3,195
45650AU		HP 150 with 9121D	3,995	3,195
45650AW		HP 150 with 9121D	3,995	3,195
45650AX		HP 150 with 9121D	3,995	3,195
45650AY		HP 150 with 9121D	3,995	3,195
45650AZ		HP 150 with 9121D	3,995	3,195
45660AB		HP 150 with 9133XV	6,450	5,195
45660AD		HP 150 with 9133XV	6,450	5,195
45660AE		HP 150 with 9133XV	6,450	5,195
45660AF		HP 150 with 9133XV	6,450	5,195
45660AH		HP 150 with 9133XV	6,450	5,195
45660AN		HP 150 with 9133XV	6,450	5,195
45660AQ		HP 150 with 9133XV	6,450	5,195
45660AR		HP 150 with 9133XV	6,450	5,195
45660AS		HP 150 with 9133XV	6,450	5,195
45660AU		HP 150 with 9133XV	6,450	5,195
45660AW		HP 150 with 9133XV	6,450	5,195
45660AX		HP 150 with 9133XV	6,450	5,195
45660AY		HP 150 with 9133XV	6,450	5,195
45660AZ		HP 150 with 9133XV	6,450	5,195
82906A		160 cps Printer	995	795
9164-0105		Diskette Sgl. Sd	79	65
92070B+S50		800 bpi Mag Tape	-0-	55
92077A+H44	Opt. 600	3½" Flexible Disc	45	180
92077A+H44	Opt. 700	3½" Flexible Disc	45	205
92077A+H44	Opt. 890	3½" Flexible Disc	45	240
92077A+S44	Opt. 600	3½" Flexible Disc	45	145
92077A+S44	Opt. 700	3½" Flexible Disc	45	155
92077A+S44	Opt. 890	3½" Flexible Disc	45	155
92077A+T44	Opt. 600	3½" Flexible Disc	45	265
92077A+T44	Opt. 700	3½" Flexible Disc	45	355
92077A+T44	Opt. 890	3½" Flexible Disc	45	435
92131A	Opt. 892	Prior Purchase	340,000	34,000
97059A		S/500 Language S/W	20	500
99084F+C00		Util/9000-200	5	20
99084F+V00		Ex. Util/9000-200	3	5
99980B	Opt. 500	Rep 9133V/9121D	−3,000	−3,000
99980BP		HP 150 Solution	14,000	14,000
99980S	Opt. 500	Rep 9133V/9121D	−3,000	−3,000

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