data systems newsletter

For HP Field Sales Personnel

Volume 2
no. 6
January 15
1975

DIVISION NEWS

DATA SYSTEMS CUPERTINO HAS BEST MONTH EVER IN NOVEMBER

by Ed McCracken

Congratulations to all of you on our Computer Systems Field Sales Force for making November the best month ever for Data Systems Cupertino. It is especially good to see this in a time when the economy is down and our competitors' growth rate has lessened.

November was record setting for the 9600 product line, 2000 OEM product line and the 2000 User product line. Although we have had better months for the 3000, sales were still up for November. Early results for December show sales almost as good.

Congratulations again for an excellent start in FY1975.

HEWLETT [hp] PACKARD

ISSUE NUMBER TYPO

by Editor

Please correct the issue number of the January 1, 1975 issue of the Data Systems Newsletter to Volume 2, Number 5. HEWLETT [hp] PACKARD

COPYRIGHT SOFTWARE

By Chuck Silberstein

Recently, the Computer Systems Group elected to copyright* certain proprietary software that previously required a license agreement. By doing this, we have simply chosen a substitute form of legal protection for our computer programs. License agreements have proven to be burdensome in administering as well as somewhat of a sales obstacle in the past.

In This Issue . . .

A copyright is a grant given to the author of the subject matter to print, reprint, publish, copy and sell the copyrighted work.

The present Copyright Law dates from 1909 but the Copyright Office only started accepting computer programs for registration in 1964. Up to mid-1970, the number of programs registered were less than 200. The situation has markedly changed since then which would indicate that copyright protection for computer programs is proving to be of increasing utility.

The advantages to copyright protection are:

1. It is simple and inexpensive. The filing fee is nominal.
2. A copyright is good for 28 years and renewable for an additional term.

(Continued on page 2)

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

COPYRIGHT SOFTWARE - (Continued from page 1)

3. By means of a copyright, the owner of the work can protect it from unauthorized reproduction. It gives him a monopoly on the *expression* of his ideas.
4. It encourages continued production of other original works.
5. If there is an infringement, infringing copies may be seized and impounded.

As soon as it becomes available, we will print the list of HP copyrighted software in the Data Systems NEWSLETTER.

*Educational application software still requires a license agreement.

HEWLETT ᴾᴬᶜᴷᴬᴿᴰ

NEW PURCHASE AGREEMENTS

by Chuck Silberstein

The long awaited new purchase agreements are here and available for immediate use.

The key points concerning the new agreements are:

1. They obsolete the blue, pink and green stripe agreements currently used by the Computer Systems Group. Please discard these and do not use them in the future.

2. Customers with both OEM and End-User requirements need to sign only one agreement and be able to count OEM purchases toward both OEM and End-User discounts, and vice-versa.

3. No more license agreements (i.e. RTE) with the exception of educational applications software. HP software will not be copyrighted. We will grant OEM's the right to copy our software once for every computer he buys. That is, he only buys our software once.

4. A new price clause which allows the customer to earn additional discounts on equipment ordered beyond his initial commitment. The customer may choose to make no initial commitment in which case, discounts will be computed as purchase orders are received by HP.

5. The 2640 terminal has been added to the list of equipment subject to discount.

6. The 3000 Model 50CX is subject to OEM discount. Although none of the other configured systems (3000's, 9600's, 2000's etc.) are directly subject to OEM discount, they now can all be built up from components, using the 2123A/B, or the 3000 Model 50CX as basic building blocks.

7. All equipment manufactured by the Computer Systems Group is discountable and even equipment manu-

factured by other suppliers is discountable to Volume End Users, provided it is bundled and purchased as part of a packaged system.

8. The P-1 (120 day) Price arrangement will still be available for the OEM only accounts.

9. Customer may now make changes or cancel equipment on order 60 days prior to scheduled delivery at no charge.

Distribution is taking place right now as follows:

A) Individual copies to each domestic FE, DM, and RSM.
B) Bulk quantities to each domestic sales office.
C) Bulk quantities to *Bob Bond* and *Heiner Blaessers* in Grenoble and Geneva respectively
C) Bulk quantities to each Data Systems computer sales manager in ICON.

Contact Sales Development on any questions you may have. HEWLETT ᴾᴬᶜᴷᴬᴿᴰ

2640 AMENDMENT

by Chuck Silberstein

A standard amendment to incorporate 2640 terminals into existing purchase agreements is available. Contact Sales Development if you have need for one. HEWLETT ᴾᴬᶜᴷᴬᴿᴰ

PRODUCT NEWS

OMR SPECIALS

by Dave Hancock

Listed below are all the currently available specials designed and priced for the 7260A and 7261A Optical Mark Readers (OMR). This list has been built up from customer requests over the past two years and reflects the various special needs of their applications and/or interfacing equipment. Save this as a handy reference in case your prospect is not pure RS-232C.

7261A PARALLEL READER	
Option	
103	Read punch only
104	With five spare boards
105	Ring bell for hopper full, card jam, and card error
106	Special paint
107	Old (2761A) connector
108	Invert flag pulse
109	Special connector, special paint, no HP logo
110	Mechanism only plus read head
114	Read even columns
115	Without electronics
117	Data Ready signal (same as 2761A-100)
118	Cable for Burroughs 3500 terminal
119	Tested to pass cards 50 times
120	40 foot interface and power cable
121	30 foot interface cable for Option 017
122	Reader supplied without I/O board
123	20 foot interface cable

2

7260A SERIAL READER

Option	
101	For Model 3000 Education
102	For Omnitech 701A-4 Modem — Suppress LF
104	64 Characters — Nulls option to output "?"
105	CR or ETX at end of card — Switchable
106	Special Control Characters
107	50 Foot Cable
109	Remove CR at end of card — Suppress LF — Demand Feed from X-ON
110	Strap for Continuous Image
111	Special Paint
112	Suppress CR and LF
113	← at end of card
114	Delete HP Logo
115	LF EOR at beginning of card — 11-12 instead of 12-9-8-5 to terminate
119	Special control characters
120	Reverse slash instead of Control Q
121	ETX at end of card — ETX after status — STX at beginning of card
122	150 Foot Cable
123	CR at beginning of card — LF at end of card — no status except Hoppers and Not Ready — Jumper for 2761B compatibility
130	SINGLE CARD input
131	CR at beginning of card — LF at end of card — LF to terminate
132	# at end of card
133	220 baud instead of 150
134	Control S at end of card — suppress LF — delete status — 2761B compatible
143	Cables with special connectors
145	Special ROM
146	Change OPT 003; reader only reads columns 1 thru 26
147	Special control characters
149	Eliminate status (special status ROM)
150	Special characters
151	Reader to transmit only to terminal — not to Modem. (Maintain signal path — Terminal to Modem, Modem to Terminal). Delete CR at end of card.
152	Reverse CR and LF (LF at end of card, CR at beginning of card).
153	Ability to ignore Rows 11 and 12, selectable by a toggle switch on rear panel.
154	Require 4800 baud rate.
168	Eliminate CR at end of card, keep CR for mid-card termination.
169	Female-to-male cable.
170	Transmit "Null" when 8-2-0 is marked on the card. Transmit "#" when 4-7 is marked. Transmit "!" when any non-Hollerith character is marked.
171	Connect Jumper J0, transmit Control S (X-off) when reader is stopped and is not ready.
172	Transmit "Space" when 9 and 4 are marked Transmit "&" when 9, 4, 11, and 12 are marked. Transmit "Space" when 9, 4, and 12 are marked.
173	Transmit CR as "Ready" status. Transmit delete character as "Not Ready" status.

Since requests for additional specials has diminished — meaning that our current ones meet most of the needs — future specials requests, after March 1, will be done only for volume customers starting at quantity 25 or more. Feel free to contact the factory, however, even if you don't need the quantity. We're here to help you. HEWLETT [hp] PACKARD

ATTENTION!
PHOTO-READER PRICING
HEWLETT [hp] PACKARD

by Dave Hancock

The recent price increase for the 2748B Photoreader and the 12925A Subsystem reflected only the addition of duty and freight, since the products are now manufactured in Grenoble. Be aware that duty and freight, like applicable taxes, are *not* discountable items. So any orders for these products under VEU and OEM agreements should show discounts on the base price of the unit, not including the $130 duty and freight charge. Add the $130 back in after taking the proper discount.

This same situation will also hold true with the Optical Mark Reader family this coming summer when Grenoble will be supplying domestic orders. The key that identifies this duty situation is when duty appears below the product sales price in the Corporate Price List. This also applies to fixed price agreements. HEWLETT [hp] PACKARD

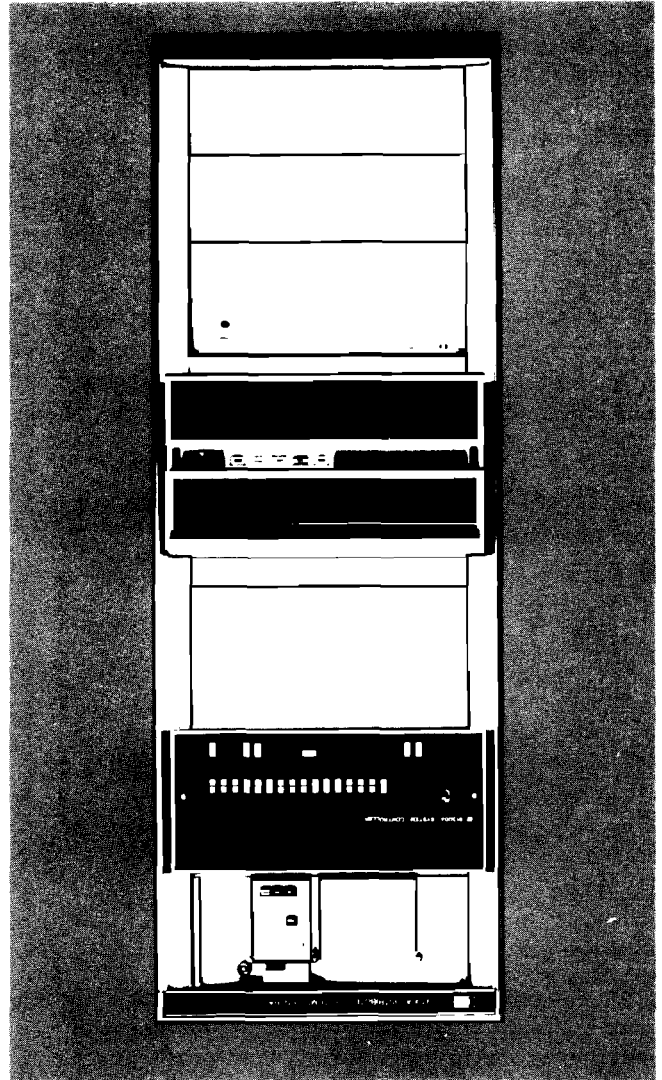# 9640 REAL TIME MULTIPROGRAMMING COMPUTATIONAL SYSTEMS

by Sherry Washing

The 9640A is the new 21MX-based system replacing the 9600A, B, C, E, S/110 and the S/310. You may order your choice of operating systems as described below. The system will appear on the February 1 Price List and a colorful Brochure, Configuration Guide and Price List will be available to the field soon.

The 9640A is a perfect solution for your Real-Time and BCS customers not requiring instrumentation. Sell those 9640's!

ORDERING INFORMATION

Prices for the 9640A begin at as low as $16,800 for memory-based programming in FORTRAN and Assembly Language (option A00-Computational System). And memory-based systems are directly upward compatible with the disc-based RTE.

96404 REAL TIME MULTIPROGRAMMING COMPUTATIONAL SYSTEMS

REAL TIME STARTER SYSTEMS

Memory-based BASIC Language Real Time System

HP 9640A Computational System	$16,800
Real Time BASIC (RTE-B) Operating System (Option A01)	$1,850
System console (Option R00-modified ASR-33 Teletype)	$2,350
Total System Price	**$21,000**

Memory-based Real Time System for Programming in FORTRAN, ALGOL, and HP Assembly Language

HP 9640A Computational System	$16,800
Real Time Executive (RTE-C) Operating System (Option A02)	$1,850
System console (Option R00-modified ASR-33 Teletype)	$2,350
Total System Price	**$21,000**

9640 REAL TIME MULTIPROGRAMMING SYSTEM

HP 9640A Computational System	$16,800

including:
HP-2108A Microprogrammable Computer
16K words MOS memory (2102A)
Dual Channel Port Controller
Extended Arithmetic Instructions
Floating Point Firmware
Hardware Memory Protect
Memory Parity Check with Interrupt
Power Fail Interrupt with Auto-Restart
Crystal Time Base Generator
64 Word ROM Bootstrap Loader
Paper Tape Reader 500 char/sec. (12925A)
Single Bay Cabinet

Real Time Executive II (Option A13/15)	$13,100

including
software and manuals
4.9 Million Bytes Disc Subsystem
220V, 60 Hz split phase operation

System Console - Option R00 (Modified ASR-33 Teletype)	$2,350
Total System Price	**$32,250**

HP SUPPORTED OPTIONS INCLUDE

Memory expansion Distributed Systems
Line Printers (200-600 lpm)
Magnetic Tape (800-1600bpi)
Mark Sense and Punch card readers (300-600cpm)
Graphic Plotters, CRT displays (10-960cps).
Paper Tape Punch (75 char sec)
Terminal Printers (10-30cps)
Fast FORTRAN Processor Firmware
Writable Control Store.

HEWLETT PACKARD

THE 2640 STARTS OFF WITH A BANG!

by Bob Kadarauch

During the month of December, we received trade orders from 49 customers totaling 151 units. 2640A trade orders totaled about $500K, *or about 8% of the total trade orders received by the division!* Including consignment, TAC, and I.C. orders (as well as selected APO's), we entered January with a backlog of around 250 units! Key to our early success with this product was our ability to ship and support a limited number of demo units last November. Thanks especially to *Hank Nagao* (Manufacturing), *Ed Churka* (Service), and the entire Lab team for the support, flexibility, and responsiveness it required to pull this off successfully.

REGIONAL DISTRIBUTION

	No. of Customers	No. of Units
Neely	12 (25%)	69 (46%)
Midwest	6 (12%)	18 (12%)
HPIC	2 (4%)	18 (12%)
Eastern	11 (23%)	16 (11%)
South	5 (10%)	13 (8%)
HPSA	8 (16%)	12 (8%)
Canada	5 (10%)	5 (3%)
TOTAL	49	151

THE 2640 STARTS OFF WITH A BANG -(Continued)

1. Hurrah for Neely! A key element in their success was the way the three demo units they had were constantly being used (hats off to *George Taylor*). The units were in fact loaned to certain key prospects overnight.

2. Education was a big buyer in the Midwest (Luther College, Monmouth, Westinghouse Learning). Hit those educational users groups! Educators don't always buy "glass teletypes".

3. *Malcom Kerr* does it again! 17 units from Venezuela???

	No. of Customers	No. of Units	Units/ Customer
List Price	40 (78%)	65 (43%)	1.6
Qty. 6 Price	5 (12%)	66 (44%)	13
OEM Discount	4 (10%)	20 (13%)	5
TOTAL	49	151	3

1. Average of 3 units/customer meets expectations for first month orders. A lot of customers are trying it ("buy one, you'll like it"). Goal (installed base) for 1975 is > 10 units/customer.

2. Almost all business was generated by current HP customers. Little results are as yet evident from the effort put in on large volume new accounts by the field.

DISTRIBUTION BY CONFIGURATION

	No. of customers	No. of Units
2640	49	151
Lower Case Characters	17 (35%)	47 (31%)
Display Enhancements	21 (43%)	75 (50%)
Math Character Set	5 (10%)	12 (8%)
Line Drawing Character Set	11 (22%)	26 (17%)
+2K Memory	12 (24%)	51 (34%)
+4 Memory	12 (24%)	25 (17%)
9866 Interface	5 (10%)	11 (7%)
Minimum Keyboard	5 (10%)	21 (14%)

TOP SALESMEN

Special thanks to December's top six 2640 salesmen (a key fob is on the way)!

Bill Burger — Luther College
Mike Chonle — Long's Drugs
Choy Arque — Caracas Police Department (Venezuela)
Joe Pifko   — Electromask (OEM)
Rick Baker   — Applied Theory (OEM)
Dave Miller — Signal Insurance

WHAT NEXT?

As we move into full production this month our challenges are: (1) continue efforts to expose the terminal to our current customer base and, (2) concentrate on identifying new deals and selling some of the big deals currently identified. *Larry Mitchell* claims he can build 'em faster than we can sell 'em and I'd like to prove him wrong! *HEWLETT* [hp] *PACKARD*

RECENT CLOSES

AGREEMENTS SIGNED IN NOVEMBER

by Penny Matlock

The following agreements were signed during the month of November. New accounts are indicated with an asterisk. Congratulations to the following field engineers:

CUSTOMER	FIELD ENGINEER	EQUIPMENT	APPLICATION
Du Pont	Glenn Ritzman	25 Systems	—
WECO	Pat Tucciarone	50 Systems	Telephone Trunk Testing
WECO (VEU)	Pat Tucciarone	10 Systems	Manufacturing Test Systems
Electromask	Joe Pifko	50 Systems	—
Ann Arbor	Ray Drost	15 Systems	—
Western Geophysical	Ron Guyote	20 Systems	Oil Exploration
*Telecommunication Labs	Lok Lin	6 Systems	Telephone Directory Look-Up
*Purvis Systems	Ange Colucci	2 Systems	Turnkey Business Systems
*Maritime	Sherif Alaily	6 Systems	—
Singer	Walt Benedetto	10 Systems	Aerospace Systems
United Technology	Jack Oliphant	25 Tapes	Van Mounted Radar Accumulator
*Metric Systems	Bubber Smith	1 System/ 10 Tapes	Systems House
*Trans. Data	Tom Rappath	1 System	—
*Olivetti	Bruce Graham	10 Readers	Peripheral to General Purpose Computer System

HEWLETT [hp] *PACKARD*

RECENT M-SERIES AND TCS DOS SYSTEMS ORDERS
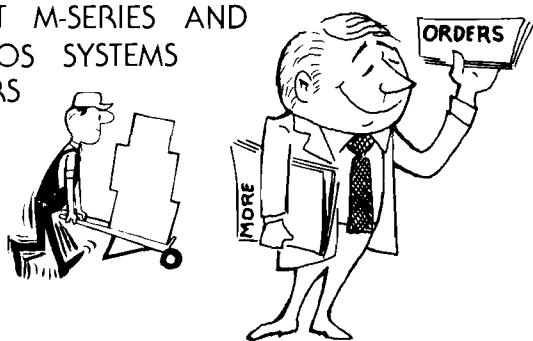
by Dan Jorgenson

Success stories keep coming in concerning orders for M-Series systems and TCS/DOS applications.

LTV Aerospace, Vought Systems Division

Bill Lovelace of the Richardson office won over Data General competition at LTV Aerospace in Dallas for a dedicated media reproduction system for interchanging data on various forms of media — 1600 cpi magnetic tape, tape cassette, paper tape, cards, and line printer printout. Data General proposed RDOS, but *Bill* sold an M/230. The customer felt TCS/DOS offered a more efficient solution than RDOS for multi-tasking the I/O from a variety of peripherals.

The configuration consisted of a 24K cpu, 5-Mbyte disc, card reader, paper tape reader, 2607 printer, 1600 cpi magnetic tape and 2615 CRT console. Currently being added is another mag tape, card reader punch unit and ICP tape cassette.

As for the future, *Bill* sees two more similar systems sold to LTV for text editing applications. Contact *Dave Bowers* in Sales Development for further information.

Management Systems Technology, Inc.

John Malone started his 1975 quota year with a bang by receiving a $500K order from Management Systems Technology in Chicago. This systems OEM customer designs multi-terminal drug pharmacy information systems and in the past coded their own version of TCS for their DOS system. However, their multi-terminal executive had numerous limitations particularly in supporting data communication software and offering an easy growth path for adding additional terminals. TCS overcame these limitations and reinforced their decision to continue buying HP products rather than considering General Automation or IBM alternatives. They were very pleased by the fact it took only two weeks to convert their present applications to TCS. This situation was further buoyed when they discovered improved system performance as a result of converting to TCS.

This OEM offers two basic products. One is a stand-alone pharmacy drug data management system consisting of a 32K cpu, 2 ISS discs, line printer, FFP, 2615 CRT console, TCS/DOS-IIIB and up to 16 terminals. The other is a multi-terminal store and forward system to communicate with a drug company's IBM 360/370. This system consists of 32K cpu, two 5-Mbyte discs, line printer, 2615A console, synchronous line interface and TCS/DOS-IIIB.

Besides having the right products (and *John's* perseverance), *John* credits the SE help he received from *Paul Wittman* and *Bill Alexander*, and factory support from the SE group for solidifying the sale. Contact *Eric Grandjean* of Sales Development for further information.

HEWLETT PACKARD

SALES AIDS

STAND ALONE DEMOS FOR 12935A PLOTTER SUBSYSTEM AVAILABLE FROM SAN DIEGO DIVISION

by Tom Tremble/San Diego Div.

Four separate packages are available. Three are designed to highlight applications in a particular subject area — Business, Engineering and Scientific, and Statistical analysis. Each tape produces four typical hard copy graphic applications. The fourth tape produces the familiar Surf and Turf Emblem of the San Diego Division as well as interactive designs through the computer's switch register.

The objective of the demo tapes is two-fold:

1. To suggest applications for hard copy graphics on HP Computer Systems.

2. To demo the computer system to your customer as well as the plotter.

A plotter on every demo system lets you show the system prospects the benefits of hard copy graphics, and the graphic prospect the benefit of the complete system.

Paper tapes, samples, and operating information are available at no cost from the San Diego Division. Contact *Ron Whitburn* or *Tom Tremble.*

Sell San Diego! HEWLETT PACKARD

EDUCATIONAL NEWS

SHOW TIME!

by Hal Peters

The Education Marketing group at the factory has frequently had strong field support at national shows and conferences. But here's a new twist: *Babs Brownyard* and *Hal Peters* from Education, and *John Wynbeek*, who recently assumed Product Management responsibility for 2000MX Timeshare Systems, pitched in to support the field at a local show in the Neely Sales Region.

This was the annual joint meeting of the California Educational Data Processing Association and the California Educational Computing Consortium (CEDPA/CECC), held in San Francisco on December 5–6, 1974. According to *Dick Burkhart*, who arranged the HP exhibit and headed a large contingent of Neely salesmen, HP made a very good impression on the heavy flow of booth visitors. Especially popular were the new HP 2640A terminal and *John Wynbeek's* Graphics routines for the Magnavox Model 10000 Plasma Display Terminal (see the November issue of the Data Systems NEWSLETTER).

For the conference program, *Babs* arranged for *Eugene Muscat* of Woodrow Wilson High School in San Francisco to give a presentation which was very well received.

It's encouraging to learn of the increased field interest and participation in local shows. Let's hear about YOURS.

HEWLETT PACKARD

COMPETITION-COMPUTER CURRICULUM CORPORATION

by Jean Danver

There are a number of instructional courseware packages available to run on the 2000F which our customers can lease from Computer Curriculum Corporation (CCC) of Palo Alto, California. These are:

Reading, Grades 3–6
Language Arts 3–6
Basic English
Adult Reading Skills
Adult Arithmetic Skills
Adult Language Arts Skills I & II
GED (high school equivalency drill)

CCC offers an additional course known as Strands Math, which does not run on a 2000F. Hewlett Packard offers its own Math Drill and Practice package.

The existence of these courses on the 2000F give us an advantage over other computer manufacturers such as DEC or IBM when selling to customers who want or may want courseware in the future

Our general course of action is to have the customer contact CCC to make the arrangements. Sometimes the field engineer will volunteer to do this.

CAUTION

CCC also sells its own hardware. They will bid against you if they find out you are in a situation where they have a chance.

They offer a system dedicated to the drill and practice programs based on Cincinnati Millicron computers. The sales price is generally a little under the 2000F giving them a price advantage. However, the system can not do BASIC or anything else but those packages, putting them at a performance and capability disadvantage. They are also very poor on service (three or four days), but compensate for it by being cheap.

They have a chance when the prospect is only interested in doing drill and practice and is not sophisticated enough to understand computers or knows nothing about other uses of computers. Also, they do a good sales job with their mathematics package.

If you get in a situation competing with CCC, let us know. We can give you the information needed to help, including a comparison of the mathematics packages.

However, the best way to solve the CCC problem is to *prevent them from learning about the sales situation.* Do *not* call them or have the customer call them. Call us instead, we can give you all the information you need.

HEWLETT PACKARD

NEW FROM HP -
A CLEARINGHOUSE

by Hal Peters

Has one of your customers ever asked for French lessons that run on an HP computer system? Or how about a Career Information System, or Metric Conversion drill exercises? These questions are frequently asked of us at Data Systems — and it can be embarassing because the answers are not readily available.

In hopes of providing some answers, we are launching the HP Clearinghouse for Applications of Computers to Education.

The basic objective is to establish and maintain a comprehensive list of educational applications that will run on our computer systems (both 2000 and 3000 series), as well as selected books and other computer-related documents that would be of potential interest to HP customers. Initially at least, the Clearinghouse will collect and disseminate information only — the materials themselves would continue to be distributed by the current source agency: customers, the HP 2000 or 3000 Contributed Library, or as standard HP products. The aim is to have information about items from all such diverse sources available from a single place; that is, the Clearinghouse.

The first step in establishing the Clearinghouse is underway. Information submittal forms are being distributed via the Educational User's Group Newsletter (January issue), and by individual direct mailings to selected customers, who are known to have materials that should be listed.

This collected information will be entered into an on-line data base, from which catalog listings will be generated at periodic intervals, and distributed for a nominal charge.

If you know of any materials that should be included in the Clearinghouse, write to me in Education Marketing at Cupertino for an Information Submittal Form.

The more information we can gather, the more valuable our Clearinghouse will be. *HEWLETT* **hp** *PACKARD*

IT RUNS ON WHAT

by Paul Myhre

Just a reminder that the educational application software packages are designed for *specific* HP computer systems. Listed below are the products that are factory supported. Please note that none of these products run on the 2000/E.

HP 2000/F Timeshared Data System

EBA (Educational Budgeting and Accounting)
   # 20352A

EPA (Educational Payroll System)
   # 20353A

IMF (Instructional Management Facility)
   # 20308A

IDF (Instructional Dialogue Facility)
   # 20309A

CWF (Coursewriter Facility)
   # 24383A

Courseware Conversion Service
   # 24383B

CIS/2000 (College Information System)
   # 24384A

HP Math
   # 20310A

HP 3000 CX Series

SIS/3000 (Student Information System)
   # 32900A

SAS/3000 (Student Assignment System)
   # 32901A

HEWLETT **hp** *PACKARD*

HP ARIES AGREEMENT

by Paul Myhre

The Data Systems Division and the ARIES Corporation have reached an agreement which will have a major impact in the education market area. ARIES Corporation, founded in 1962, is a private consulting and data processing firm with facilities located in Minneapolis, Minnesota and Washington, D.C.

The two main points of the agreement are:

1. ARIES will provide 10 man days on-site customer training for each HP Admin product sold. (SIS/3000, SAS/3000, EPS/2000, EBA/2000, CIS/2000). The training will be bundled in the list price of the product.

2. ARIES will convert its two nationally known software systems to run on the HP 3000CX. These two packages are Program Oriented Budgeting and Accounting System (POBAS) and Personnel/Payroll System (PERPAS). The customer will order these products and training for them directly from ARIES.

There will be a moderate price increase for the HP Admin Systems on March 1, 1975 to help cover the cost of training. Prices will be determined by January 17, 1975.

BONUS — Any order transmitted between now and March 1, 1975, will be at the present price ,and the customer *will* receive the 10 man days of on-site training per package.

More details will be in the next Newsletter and supplementary materials will be sent to the field under separate cover. If you have an immediate need for more information, contact *Don Jacobson* in Education Marketing at Cupertino who has responsibility for coordinating communications between ARIES and the HP Sales Force.

HEWLETT **hp** *PACKARD*