

Joanne Engelhardt

Tom -

Thought you would
be interested in
seeing this. Costs
have decreased so
much that a
personal computer
system is really
within anyone's reach.
I feel this is a far
better way to go than
via the HP Microcomputer
club.

LARGER DISCOUNTS ANNOUNCED FOR
EMPLOYEE PURCHASE PLAN

To encourage employees to buy and use HP's personal computer products, the company has announced a new purchase program that gives employees a 50 percent discount on a number of computer products and peripherals.

The program, which went into effect September 16, covers the HP 80 personal computer series from the Personal Computer Division, and the HP 75 personal computer, the 10 series and the 40 series, all from Corvallis Division.

Gary Ambrosino, employee purchase program manager in the Computer Marketing Group, says this is just the first phase of a more liberal employee purchase program. Later this fall, when new order procedures are established, the 125 desktop computer from General Systems Division, and the 9826 and 9836 computer systems from Desktop Computer Division will be added to the program.

The new discounts are:

- . 50 percent off on hardware for Personal Computer Division and Corvallis Division products and accompanying peripherals.
- . 70 percent off on software for these products.

Another important change in the purchase program is that employees can now opt to pay for their HP products by check or via a 12-month payroll deduction plan. (The payroll deduction plan, however, cannot be used for orders less than \$250.) Previously employees could pay by check, credit card or in two installments deducted from their paychecks.

Gary points out that any employee who had ordered any of these products after September 1 this year will automatically get the new discount prices and will receive a refund if the product has already been paid for.

All permanent HP employees are eligible to purchase these products. Because they are intended for personal use, there is a limit of one unit per model (except Corvallis Division products which have a limit of one per year per model).

As new personal computer products are introduced by HP they will be added to this employee purchase program as well.

When you want to buy non-system products (such as a disc from Greeley Division or a thermal printer from Vancouver Division), go to your local purchasing department and fill out a purchasing order form.

Gary says that the program specifically excludes the series "E" calculators.

More detailed information about the new plan can be obtained from _____**_____ in the personnel department.

There are also special "hotline" numbers at both Corvallis and Personal Computer Divisions to answer general questions about the program as well as technical questions about products or configurations of products. The "hotline" numbers at Corvallis Division are Telnet 757-2349 or 757-2350. At Personal Computer Division the "hotline" number is 757-3913.

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**Insert name of the person in your local personnel department who handles employee purchases.

SEPT., 1982
TELNET 857-4629

SAN DIEGO PRODUCTS INCLUDED:

CURRENT LIST PRICE

1)	7470A	- 2 PEN PLOTTER	\$1550
2)	9872C	- 8 PEN PLOTTER	\$5800
3)	9872T	- 8 PEN PLOTTER	\$7900
4)	9111A	- TABLET	\$2250

GREELEY DIVISION PRODUCTS INCLUDED:

CURRENT LIST PRICE

1)	82901M	DUAL 5-1/4" DISC	\$2200
2)	82902M	SINGLE 5-1/4" DISC	\$1500
3)	9895A	8" DISC	\$5830
4)	9138A	8" PLUS WINCHESTER DISC	\$8500
5)	9135A	5-1/4" PLUS WINCHESTER DISC	\$5500
6)	9134A	WINCHESTER DISC	\$4500
7)	9130A	SINGLE 5-1/4" DISC FOR HP86 ONLY	\$850

VANCOUVER DIVISION PRODUCTS INCLUDED:

1)	2671A	THERMAL PRINTER	\$1195
2)	2671G	THERMAL GRAPHICS PRINTER	\$1495
3)	2673A	THERMAL INTELLIGENT GRAPHICS PRINTER	\$2195
4)	2601A	DAISY WHEEL PRINTER	\$3950
5)	2631B	IMPACT PRINTER	\$3900

PERIPHERAL DIVISIONS CONTACTS

PRODUCT INFORMATION:
GENERAL & TECHNICAL
(TELNET NUMBERS)

INFORMATION ON
PRICES, AVAILABILITY
(TELNET NUMBERS)

SAN DIEGO DIVISION	487-0294(SALES SUPPORT)	487-0361
VANCOUVER DIVISION	699-2119(GARY PECK)	699-2316
GREELEY DIVISION	226-3800(GREELEY HELP LINE)	226-3075 (ANNE BLAIR)

NOTE: PCD AND CVD SHOULD BE ABLE TO PROVIDE MOST PRODUCT AND ORDER INFORMATION DIRECTLY. EMPLOYEES WHO HAVE VERY SPECIFIC TECHNICAL QUESTIONS OR WHO WISH TO PURCHASE NON-SYSTEM PRODUCTS ONLY, E.G. A DISC FROM GREELEY, MAY CONTACT THE NUMBERS ABOVE.

SUGGESTED CONFIGURATIONS FOR THE 80 SERIES:

NUMBER	DESCRIPTION	SYSTEM PRICE LIST*	SYSTEM EMPLOYEE PRICE
85A 82903A 13269A	PERSONAL COMPUTER MEMORY MODULE CARRYING CASE	\$3040.00	\$1520.00
86A 9130A 82905B 82912A 82957A	PERSONAL COMPUTER SINGLE FLEXIBLE DRIVE PRINTER (OPT242) 9" MONITOR HP-86 PRINTER CABLE	\$3795.00	\$1897.50
87XM 82901M 82905B 10833A	PERSONAL COMPUTER DUAL FLEXIBLE DRIVE PRINTER (OPT 002) CABLE	\$6070.00	\$3035.00

SUGGESTED CONFIGURATIONS FOR THE HP75 COMPUTER

NUMBER	DESCRIPTION	SYSTEM PRICE LIST*	SYSTEM EMPLOYEE PRICE
HP75C	PORTABLE COMPUTER	\$995.00	\$497.50
HP75C 82905B	PORTABLE COMPUTER PRINTER (OPT 248)	\$1790.00	\$895.00
HP75C 82905B 82912A 82912A	PORTABLE COMPUTER PRINTER (OPT248) VIDEO/TV INTERFACE VIDEO MONITOR	\$2360.00	\$1180.00
HP75C 82161A 82162A	PORTABLE COMPUTER CASSETTE DRIVE PRINTER-PLOTTER	\$2040.00	\$1020.00

*PRICES AS OF SEPTEMBER 15TH AND SUBJECT TO CHANGE.