

DISTRIBUTION

Paul Ely
Dick Anderson
Ben Holmes
Jim Schmidt
Ed McCracken
Bill Krause
Bruce Noel
Joe Schoendorf
Nev Griffin
Bob Brannon
Jean Danver
Bill Senske
Dave Sanders
Chuck Leis
Art Wong
John Page
Andy Danver
Stan Shell
Rick Justice
Marc Matoza
Ed North
Bob Ingols
Jean Kelly
Carl Flock
Larry Hartge
Carol Scheifele
Ray Nelson
Linda Pickell
Rich Phillips
Virginia Martinson
Alan Mitchell
Joe Dietzgen
Madeline Lombaerde

HP 3000 CUSTOMER PROFILE

We are in the process of putting this data into a computer data file for further processing and future updating. The HP 3000 User's Group is working closely with us to add more data. When the completed data is tabulated in August, reports will be mailed to the field and the factory. Please don't hesitate to call me for further information on a particular account (X2929).

I would very much appreciate your comments on:

- The "customer file" concept and contents
- Specific data being gathered
- Report formats
- Report frequency (monthly? quarterly?, etc.)
- Report distribution
 1. To all field personnel or 1 per office
 2. Self-contained report or notebook insertions
- Sources of information you are aware of
- Your suggestions

For this purpose I have enclosed a "pre-addressed" memorandum at the end of your "package".

Regards,



RE:pk

HP 3000
CUSTOMER INFORMATION RECORD

Sales order # 2606 09428
Order date 10 June 1975

Completed by R. Edwards on 1 July 1975
3000 Product Management

Customer UNIVERSITY OF WISCONSIN-RIVER FALLS
Address _____
City River Falls State WI Zip/Country 54764

Parent Company UNIVERSITY OF WISCONSIN
Address _____
City MADISON State WI Zip/Country 53706

Closing salesman (56) Tom Rappath HP Office St. Paul, Minn.
Phone number (612) 636 - 0700 DIST. MFR. AL SEMMELROTH

Current salesman _____ HP Office _____
Phone number () - _____

System description 32400C core = 128KB MODEL 100
Initial system sales price: \$ 145,380
 Buy / Lease HP 3000: 7 year lease leasing agent Citicorp

Customer Background: (optional)

Parent Co. Business: # employees _____ Products/Services State university
13 degree granting campuses (see below)

Division business: # employees ~5,000 students _____ Products/Services _____

Annual ^{total revenues} ~~sales volume~~ 1970-1: Parent: \$ 438,692,000 Division: \$ 11,301,000
Other divisions/locations of parent other campuses of U. of Wisconsin: Madison, Eau Claire, Green Bay, La Crosse, Milwaukee, Oshkosh, Parkside, Ploverville, Stevens Point, Stout, Superior, Whitewater

HP 3000 SALES IN JUNE 1975

NAME ADDRESS/CUSTOMER SIZE	MARKET AREA	PRIMARY APPLICATION	SYSTEM	INITIAL PRICE	# TERM	PREVIOUS SYSTEM	COMPE- TITION	CLOSING SALESMAN REGION/HP OFFICE
A AHLSTROM OSAKEYHTIO HELSENKI FINLAND SALES=\$201,000K PERS=11,616	MANUFACTURING		MODEL 100	\$160,295				KALEVI PUONTI HPSA HELSINKI
ATLAS INDUSTRIAL MNFCTURING CO CLIFTON NJ 07012 PERS=100	MANUFACTURING	DESIGN	MODEL 100	\$128,750	3	OUT. YS	NONE	ANGE COLUCCI ESR PARAMUS
COLLEGE OF THE DESERT (USED) PALM DESERT CA 92260 PERS=5,951	EDUCATION	ADMINISTRATION	30000B	\$175,000	5	IBM 360 IBM 1130	DEC XDS	ALAN NONNENBURG NSR FULLERTON
GROSSMAN MUSIC CORPORATION CLEVELAND OH 44113 PERS=55	DISTRIBUTION	DATA BASE MANAG'T	MODEL 300	\$209,000	6	IBM SYS3	IBM BURRS	BILL PAYNE MSR CLEVELAND
HELSINKI SCHOOL OF ECONOMICS HELSENKI FINLAND	EDUCATION		MODEL 100	\$174,000				KALEVI PUONTI HPSA HELSINKI
MANAGEMENT COMPUTER SRVCS INC WOODLAND HILLS CA 91364 SALES=\$0K PERS=2	SERVICE BUREAU	S.BUREAU SERVICES	MODEL 50	\$151,760	4	NEW	NONE	JOE PIFKO NSR N. HOLLYWD
MATTESON DEVELOPMENT HOUSTON TX 77055 PERS=6	CONSULTANTS	INVENTORY CONTROL	MODEL 100	\$140,960	10	NEW	IBM OTHER	RON GUYOTE SSR HOUSTON
PERSICO PIZZAMIGLIO S.A. SAO PAULO BRAZIL SALES=\$4,305K PERS=576	MANUFACTURING		MODEL 100	\$216,525				A. TALIBERTI HPIC RIO DE JAN
RAINIFR NATIONAL BANK SEATTLE WA 98124 SALES=\$214,000K	BANKING/FIN.	ACCOUNTING	MODEL 200	\$220,255	12	IBM 370 OUT. TS	IBM	DICK MCCLELLAND NSR BELLEVUE

NAME: A AHLSTROM OSAKEYHTIO

CITY: HELSINKI

STATE:

ZIP/COUNTRY: FINLAND

SALES REGION: HPSA

ORDER #: 910122095

DATE: 750625

CLOSING SALESMAN: KALEVI PUONTI

HP OFFICE: HELSINKI

DISTRICT MANAGER: KALEVI PUONTI

CURRENT SALESMAN:

HP OFFICE:

HP 3000 SYSTEM: MODEL 100

INITIAL SYSTEM SALES PRICE: \$160,295

CUSTOMER PERSONNEL: 11,616

COMPANY ANNUAL SALES: \$201,000K

LINE OF BUSINESS: MFG PAPER, MACHINES, GLASS, ETC

MARKET AREA: MANUFACTURING

PRIMARY APPLICATION:

COMMENTS:

TERMINALS:

SOFTWARE:

PREVIOUS SYSTEM:

COMMENTS:

SALES COMPETITION:

COMMENTS:

GENERAL COMMENTS: INCOMPLETE DATA

NAME: ATLAS INDUSTRIAL MNFCTURING CO

CITY: CLIFTON
STATE: NJ
ZIP/COUNTRY: 07012

SALES REGION: ESR

ORDER #: 441578513
DATE: 750627

CLOSING SALESMAN: ANGE COLUCCI
HP OFFICE: PARAMUS
DISTRICT MANAGER: RALPH MELE

CURRENT SALESMAN:
HP OFFICE:

HP 3000 SYSTEM: MODEL 100
INITIAL SYSTEM SALES PRICE: \$128,750

CUSTOMER PERSONNEL: 100
COMPANY ANNUAL SALES:
LINE OF BUSINESS: MANUFACTURES HEAT EXCHANGERS

MARKET AREA: MANUFACTURING

PRIMARY APPLICATION: DESIGN
SECONDARY APPLICATION: ENGINEERING
S.BUREAU SERVICES
COMMENTS: FUTURE PLANS INCLUDE: ACCOUNTING, PAYROLL AND A PLOTTER
INTERFACE.

TERMINALS: 3

SOFTWARE:
FORTRAN SPL STAR SCI LIBRARY

PREVIOUS SYSTEM: OUT. TS
COMMENTS: G.E. TIMESHARE

SALES COMPETITION: NONE
COMMENTS:

GENERAL COMMENTS:

NAME: COLLEGE OF THE DESERT (USED)

CITY: PALM DESERT
STATE: CA
ZIP/COUNTRY: 92260

SALES REGION: NSR

ORDER #: 240349421
DATE: 750613

CLOSING SALESMAN: ALAN NONNENBURG
HP OFFICE: FULLERTON
DISTRICT MANAGER: TOM BAILEY

CURRENT SALESMAN:
HP OFFICE:

HP 3000 SYSTEM: 30000B
INITIAL SYSTEM SALES PRICE: \$175,000

CUSTOMER PERSONNEL: 5,951
COMPANY ANNUAL SALES:
LINE OF BUSINESS: PUBLIC (DISTRICT) JR. COLLEGE

MARKET AREA: EDUCATION

PRIMARY APPLICATION: ADMINISTRATION
SECONDARY APPLICATION: INSTRUCTION
COMMENTS:

TERMINALS: 5

SOFTWARE:				
BASIC	FORTRAN	RPG	SPL	
COROL	IMAGE	QUERY	SCI LIBRARY	

PREVIOUS SYSTEM: IBM 360
IBM 1130
COMMENTS: PRIMARILY IBM 360/20

SALES COMPETITION: DEC
XDS
COMMENTS: DEC SYSTEM 10; XDS SIGMA 6

GENERAL COMMENTS: IMAGE/QUERY WERE MAJOR SALES FACTOR

NAME: GROSSMAN MUSIC CORPORATION

CITY: CLEVELAND
STATE: OH
ZIP/COUNTRY: 44113

SALES REGION: MSR

ORDER #: 260820009
DATE: 750630

CLOSING SALESMAN: BILL PAYNE
HP OFFICE: CLEVELAND
DISTRICT MANAGER: DAR WEIR

CURRENT SALESMAN:
HP OFFICE:

HP 3000 SYSTEM: MODEL 300
INITIAL SYSTEM SALES PRICE: \$209,000

CUSTOMER PERSONNEL: 55
COMPANY ANNUAL SALES:
LINE OF BUSINESS: WHOLESALE DISTRIBUTOR

MARKET AREA: DISTRIBUTION

PRIMARY APPLICATION: DATA BASE MANAG'T
SECONDARY APPLICATION: ACCOUNTING
INVENTORY CONTROL
ORDER ENTRY
PAYROLL

COMMENTS:

TERMINALS: 6

SOFTWARE:				
BASIC	RPG	SPL		COBOL
IMAGE	QUERY			

PREVIOUS SYSTEM: IBM SYS3
COMMENTS: IBM SYS 3/15

SALES COMPETITION: IBM
BURRS
COMMENTS: IBM SYS 3; BURROUGHS 1726

GENERAL COMMENTS: MAJOR SALES FACTOR WAS PAST RPG USE

NAME: HELSINKI SCHOOL OF ECONOMICS

CITY: HELSINKI

STATE:

ZIP/COUNTRY: FINLAND

SALES REGION: HPSA

ORDER #: 910122228

DATE: 750623

CLOSING SALESMAN: KALEVI PUONTI

HP OFFICE: HELSINKI

DISTRICT MANAGER: KALEVI PUONTI

CURRENT SALESMAN:

HP OFFICE:

HP 3000 SYSTEM: MODEL 100

INITIAL SYSTEM SALES PRICE: \$174,000

CUSTOMER PERSONNEL:

COMPANY ANNUAL SALES:

LINE OF BUSINESS:

MARKET AREA: EDUCATION

PRIMARY APPLICATION:

COMMENTS:

TERMINALS:

SOFTWARE:

RPG

COBOL

IMAGE

QUERY

PREVIOUS SYSTEM:

COMMENTS:

SALES COMPETITION:

COMMENTS:

GENERAL COMMENTS: INCOMPLETE DATA

NAME: MANAGEMENT COMPUTER SRVCS INC

CITY: WOODLAND HILLS

STATE: CA

ZIP/COUNTRY: 91364

SALES REGION: NSR

ORDER #: 240827193

DATE: 750627

CLOSING SALESMAN: JOE PIFKO

HP OFFICE: N. HOLLYWD

DISTRICT MANAGER: MIKE LEAVELL

CURRENT SALESMAN:

HP OFFICE:

HP 3000 SYSTEM: MODEL 50

INITIAL SYSTEM SALES PRICE: \$151,760

CUSTOMER PERSONNEL: 2

COMPANY ANNUAL SALES: \$0K

LINE OF BUSINESS: NEWLY FORMED SERVICE BUREAU

MARKET AREA: SERVICE BUREAU

PRIMARY APPLICATION: S.BUREAU SERVICES

COMMENTS:

TERMINALS: 4

SOFTWARE:

BASIC

FORTRAN

RPG

SPL

STAR

SCI LIBRARY

PREVIOUS SYSTEM: NEW

COMMENTS:

SALES COMPETITION: NONE

COMMENTS:

GENERAL COMMENTS: SYSTEM BOUGHT FROM WHP ASSOCIATES

NAME: MATTESON DEVELOPMENT

CITY: HOUSTON
STATE: TX
ZIP/COUNTRY: 77055

SALES REGION: SSR

ORDER #: 318720096
DATE: 750605

CLOSING SALESMAN: RON GUYOTE
HP OFFICE: HOUSTON
DISTRICT MANAGER: KEN FERGUSON

CURRENT SALESMAN:
HP OFFICE:

HP 3000 SYSTEM: MODEL 100
INITIAL SYSTEM SALES PRICE: \$140,960

CUSTOMER PERSONNEL: 6
COMPANY ANNUAL SALES:
LINE OF BUSINESS: OWN CAR DEALERSHIP, SVC BUREAU

MARKET AREA: CONSULTANTS

PRIMARY APPLICATION: INVENTORY CONTROL
SECONDARY APPLICATION: ACCOUNTING
BILLING/INVOICING
ORDER ENTRY
PAYROLL
PROGRAM DEVLMT
S.BUREAU SERVICES

COMMENTS: MATTESON IS REPLACING MANUAL ACCOUNTING SYSTEMS; INITIALLY
DEALERSHIP INVENTORIES

TERMINALS: 10

SOFTWARE:

BASIC	FORTRAN	RPG	SPL
COROL	IMAGE	QUERY	STAR
SCI LIBRARY			

PREVIOUS SYSTEM: NEW
COMMENTS:

SALES COMPETITION: IBM
OTHER
COMMENTS: IBM SYS 3/10; DATA POINT CORP.

GENERAL COMMENTS: OLD HP CUSTOMER (HAS 2100A)

NAME: PERSICO PIZZAMIGLIO S.A.

CITY: SAO PAULO

STATE:

ZIP/COUNTRY: BRAZIL

SALES REGION: HPIC

ORDER #: 951500014

DATE: 750619

CLOSING SALESMAN: A. TALIBERTI

HP OFFICE: RIO DE JAN

DISTRICT MANAGER: OSCAR BARBOSA

CURRENT SALESMAN:

HP OFFICE:

HP 3000 SYSTEM: MODEL 100

INITIAL SYSTEM SALES PRICE: \$216,525

CUSTOMER PERSONNEL: 576

COMPANY ANNUAL SALES: \$4,305K

LINE OF BUSINESS: MFG WELDED STEEL TUBES

MARKET AREA: MANUFACTURING

PRIMARY APPLICATION:

COMMENTS:

TERMINALS:

SOFTWARE:

BASIC

RPG

SPL

PREVIOUS SYSTEM:

COMMENTS:

SALES COMPETITION:

COMMENTS:

GENERAL COMMENTS: INCOMPLETE DATA

NAME: RAINIER NATIONAL BANK

CITY: SEATTLE
STATE: WA
ZIP/COUNTRY: 98124

SALES REGION: NSR

ORDER #: 241027572
DATE: 750613CLOSING SALESMAN: DICK MCCLELLAND
HP OFFICE: BELLEVUE
DISTRICT MANAGER: JAY DENNYCURRENT SALESMAN:
HP OFFICE:HP 3000 SYSTEM: MODEL 200
INITIAL SYSTEM SALES PRICE: \$220,255# CUSTOMER PERSONNEL:
COMPANY ANNUAL SALES: \$214,000K
LINE OF BUSINESS: FULL SERVICE BANK

MARKET AREA: BANKING/FIN.

PRIMARY APPLICATION: ACCOUNTING

SECONDARY APPLICATION: DATA BASE MANAG'T
FINANCIAL PLAN'NG
FORECASTING
MANAG'T INFO SYS
PROGRAM DEVLMTCOMMENTS: ACCOUNTING FOR PERSONAL TRUST SYSTEM; MGT INFO SYSTEM FOR
TRUSTS AND INVESTMENTS

TERMINALS: 12

SOFTWARE:

BASIC	FORTRAN	RPG	SPL
COROL	IMAGE	QUERY	STAR
SCI LIBRARY			

PREVIOUS SYSTEM: IBM 370
OUT. TS
COMMENTS: 370/155;SRVCE B CORPSALES COMPETITION: IBM
COMMENTS: IBM UPGRADE (BANK HAS 2 155'S)

GENERAL COMMENTS: ONLY 3000 IN NORTHWEST COMMER. BANK

NAME: UNIV OF WISCONSIN: RIVER FALLS

CITY: RIVER FALLS
STATE: WI
ZIP/COUNTRY: 54764

SALES REGION: MSR

ORDER #: 260609428
DATE: 750610

CLOSING SALESMAN: TOM RAPPATH
HP OFFICE: ST. PAUL
DISTRICT MANAGER: AL SEMMELROTH

CURRENT SALESMAN:
HP OFFICE:

HP 3000 SYSTEM: MODEL 100
INITIAL SYSTEM SALES PRICE: \$145,380

CUSTOMER PERSONNEL: 5000
COMPANY ANNUAL SALES: \$11,301K
LINE OF BUSINESS: STATE UNIV.: 1 OF 13 CAMPUSES

MARKET AREA: EDUCATION

PRIMARY APPLICATION: INSTRUCTION
SECONDARY APPLICATION: MODELING
PROBLEM SOLVING
PROGRAM DEVLMT
RESEARCH
S.BUREAU SERVICES

COMMENTS: THERE ARE PLANS TO ALLOW LOCAL H. SCHOOLS ACCESS FOR T.S.
INSTRUCTION IN FUTURE

TERMINALS: 16

SOFTWARE:
BASIC FORTRAN SPL STAR
SCT LIBRARY.

PREVIOUS SYSTEM: IBM 1130
OUT. TS
COMMENTS: OUTGREW IBM 1130

SALES COMPETITION: DEC
COMMENTS: DEC 11/70 WITH OMSI SOFTWARE

GENERAL COMMENTS: SEE JULY 11, 1975 O.S. NEWLETTER

HP 3000 INSTALLATIONS* THROUGH JUNE 30, 1975

Summary of Orders by shipping/order dates:

1973	January = 2	
	February = 3	Quarter 1 = 10
TOTAL 29	March = 5	
	April = 4	
	May = 3	Quarter 2 = 7
	June = 0	
	July = 3	
	August = 1	Quarter 3 = 7
	September = 3	
	October = 0	
	November = 4	Quarter 4 = 5
	December = 1	

1974	January = 5	
TOTAL 45	February = 2	Quarter 1 = 10
	March = 3	
	April = 6	
	May = 4	Quarter 2 = 10
	June = 0	
	July = 1	
	August = 4	Quarter 3 = 8
	September = 3	
	October = 7	
	November = 5	Quarter 4 = 17
	December = 5	

1975	January = 9	
TOTAL TO JUNE 30:	February = 4	Quarter 1 = 20
48	March = 7	
	April = 13	
	May = 5	Quarter 2 = 28
	June = 10	

*INSTALLATIONS = Systems ordered (and)
Systems ordered and installed

JUL 18 1975

HP 3000 SALES TO "FORTUNE 500 INDUSTRIALS" COMPANIES

NAME	1975 FORTUNE 500 RANK	ANNUAL SALES (1974)	# EMPLOYEES
ASARCO	151	\$1,344,050K	15,300
BOEING	39	3,730,667K	74,400
BORG-WARNER	108	1,767,801K	44,207
GRUMMAN	175	1,112,856K	43,500
HEWLETT-PACKARD	225	884,053K	28,900
REICHOLD CHEMICALS	347	483,606K	4,050
SHERWIN-WILLIAMS	241	802,226K	22,081
WESTERN-ELECTRIC	15	7,381,728K	189,972
WESTINGHOUSE ELECTRIC	19	6,466,112K	199,248

HP 3000 INSTALLATIONS* THROUGH JUNE 30, 1975

PRELIMINARY

JUL 18 1975

<u>MARKET AREA:</u>	#	%
1. Banking/Finance	6	5%
2. Consultants	13	11%
3. Distribution	2	2%
4. Education	35	29%
5. Government	16	13%
6. Insurance	2	2%
7. Industrial (Non-Manufacturing)	10	8%
8. Manufacturing	15	12%
9. Medical	7	6%
10. Oem	7	6%
11. Other	4	3%
12. Service Bureau	4	3%
TOTAL	121	100%

<u>PRIMARY APPLICATION:</u>	#	%
1. Accounting	4	3%
2. Administration	21	17%
3. Billing/Invoicing	0	-
4. Budgeting	0	-
5. Data Base Manag't	5	4%
6. Design	1	1%
7. Engineering	23	19%
8. Financial planning	4	3%
9. Forecasting	1	1%
10. Inventory control	4	3%
11. Instruction	11	9%
12. Manag't Info Sys	4	3%
13. Modeling	1	1%
14. Order entry	1	1%
15. Patient monitoring/ diagnosis	2	2%
16. Patient records	0	-
17. Payroll	0	-
18. Personnel	0	-
19. POS Data Acqsn.	0	-
20. Problem solving	5	4%
21. Process control	0	-
22. Production control	0	-
23. Program development	0	-
24. Purchasing	1	1%
25. Research	4	3%
26. Sales analysis/ forecasting	0	-
27. Service bureau services	7	6%
28. Simulation (E.g., mapping)	5	4%
99. Other	17	14%
TOTAL	121	99%

<u>SOFTWARE:</u>	#	%*
BASIC	80	69%
FORTRAN	98	84%
RPG	23	20%
COBOL	61	53%
BASIC or FORTRAN	105	91%
RPG or COBOL	63	54%
NO DATA	5	-

*BASED ON 116 INSTALLATIONS

IMAGE	42	(36%)
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*INSTALLATIONS = Systems ordered (and)
Systems ordered and Installed

PRELIMINARY JUL 18 1975

HP 3000 SALES THROUGH JUNE 30, 1975

#	NAME	DATE	MARKET	APPLICATION	BASIC	FORTRAN	RPG	COBOL	IMAGE
1	ADBK-FORETAG AB	741217	2	27	X	X	X	X	X
2	AFG FINANCIAL SERVICE	750131	12	99		X		X	X
3	AHLSTROM/FINLAND	750625	11	99					
4	AMERICAN DATA SYSTEMS (SLW)	741223	12	27	X	X		X	
5	ANDERSON COLLEGE	7305	4	2	X	X		X	X
6	ANNE ARUNDEL COUNTY PUBLIC SCHOOLS	750428	4	11	X			X	
7	ASARCO INC.	740530	7	7		X			
8	ATLAS INDUSTRIAL MANUFACTURING COMPANY	750627	8	6		X			
9	BAY AREA AIR POLLUTION CONTROL DISTRICT	7304	5	20	X	X			
10	BAYERISCHE MOTORENWERKE AG (BMW)	7410	8	25	X	X		X	X
11	BECHTEL (PACIFIC INT'L COMPUTER CORP.)	7309	7	7		X			
12	HECK, R. W. AND ASSOCIATES	750114	2	7	X	X	X	X	X
13	BOEING COMPUTER SERVICES	750227	8	10	X	X		X	X
14	BOFORS AB	741219	8	7	X	X			
15	BORG WARNER CORPORATION-YORK DIVISION	740410	8	7	X	X			
16	CENTRAL INTELLIGENCE AGENCY (ESL #1)	730330	5	9		X			
17	CENTRAL STUDIES EST. (DEPT. OF DEFENSE)	7410	5	7		X			
18	CHESTER ENGINEERING	740829	2	7	X	X			

PRELIMINARY JUL 18 1975

HP 3000 SALES THROUGH JUNE 30, 1975

#	NAME	DATE	MARKET	APPLICATION	BASIC	FORTRAN	RPG	COBOL	IMAGE
19	CIBA-GEIGY PHOTOCHEMIE	730813	7	25	X	X			X
20	COLLEGE OF THE DESERT (USED)	750613	4	2	X	X	X	X	X
21	COMPTON COMMUNITY COLLEGE	750225	4	2				X	X
22	CO-OP SCHOOL DISTRICT-ST. LOUIS, MO.	750429	4	11	X				
23	CREDIT LYONNAIS	740411	1	8	X	X		X	X
24	CULVER MILITARY ACADEMY	741115	4	11	X			X	X
25	DATA BASE MANAGEMENT SYSTEMS (NORIN)	730126	2	5		X			
26	DONALDSON COMPANY	750219	8	7	X	X			
27	DOW BADISCHE COMPANY	750421	8	14	X	X		X	
28	EDUCATIONAL SERVICES UNIT #3	740802	4	2	X	X	X	X	X
29	ESL, INC. #4	741024	10	27		X			
30	ESL, INC. #5	750129	10	28		X			
31	ESL, INC. #6	750424	10	99		X			
32	FAIRFAX COUNTY SCHOOL DISTRICT	740427	4	2	X	X		X	X
33	GENERAL POST OFFICE (FINLAND)	750425	5	2		X			
34	GEOLOGICAL INSTITUTE OF HELSINKI	7410	2	7	X	X			
35	GEORGE WASHINGTON UNIV.-SCHOOL OF ENG'G.	740827	4	20	X	X		X	
36	GROSSMAN MUSIC CORPORATION	750630	3	5	X		X	X	X

PRELIMINARY JUL 18 1975

HP 3000 SALES THROUGH JUNE 30, 1975

#	NAME	DATE	MARKET	APPLICATION	BASIC	FORTRAN	RP6	COBOL	IMAGE
37	GRUMMAN AEROSPACE PLANT 26	750529	8	25	X	X			X
38	HARBOR GENERAL HOSPITAL	740501	9	7		X		X	X
39	HARTFORD INSURANCE GROUP	740129	6	8	X	X			
40	HEATH AND COMPANY, AB (SWEDEN)	750121	10	27	X	X		X	
41	HOLLOMAN AIR FORCE BASE/NEW MEXICO	731210	5	7		X			
42	HOSPITAL HOTEL DIEU DE QUEBEC	7303	9	20	X	X			
43	HUGHES AIRCRAFT COMPANY	7304	8	7	X	X			
44	INSTITUTE CERAC SA	7409	7	7	X	X			
45	INSTITUTE FUER-RUNDFUNKTECHNIK	7403	5	99	X	X	X	X	X
46	INST. GEOPHYSIK U METEOR.-BRAUNSCHWEIG	740108	4	99	X	X		X	
47	INSTITUTE GIULIO PASTORE	7305	4	2	X	X		X	
48	INSTITUTO UNIVERSITARIO DE TECNOLOGIA	741010	4	99	X	X		X	
49	IPSEA GUATEMALA	750303	2	7	X	X	X	X	X
50	ITEL LEASING CORPORATION	730208	11	8		X			
51	JEFFERSON CHEMICAL COMPANY, INC.	730702	7	99		X			
52	JOHNSON COUNTY, IOWA	750527	5	2				X	
53	KALAMAZOO PUBLIC SCHOOL DISTRICT	740927	4	11	X	X			
54	KANTONALES TECHNIKUM-WINTERTHUR	740204	4	11	X	X		X	

PRELIMINARY JUL 18 1975

HP 3000 SALES THROUGH JUNE 30, 1975

#	NAME	DATE	MARKET	APPLICATION	BASIC	FORTRAN	RPG	COBOL	IMAGE
55	KONE O/Y	750228	7	7					
56	KOPPERS-ENVIRONMENTAL ELEMENTS DIVISION	750523	7	10	X				X
57	LAFAYETTE COLLEGE	730227	4	20	X	X		X	
58	LECHLER APPARATEBAU AG	7410	7	7		X			X
59	LONG BEACH COMMUNITY HOSPITAL	750429	9	2		X	X	X	
60	LONGS DRUG STORES, INC.	7409	11	2				X	X
61	LUTHER COLLEGE	7303	4	2	X	X		X	X
62	MALKIN & PINTON INDUSTRIAL SUPPLIES LTD	740530	3	10				X	X
63	MANAGEMENT COMPUTER SERVICES, INC. (WHP)	750627	12	27	X	X	X		
64	MATTESON DEVELOPMENT	750605	2	10	X	X	X	X	X
65	MC MASTER UNIVERSITY HEALTH SCIENCE CEN.	7302	4	13	X	X			X
66	MISSISSIPPI BEND AEA 9 (USED)	7505	4	2	X	X	X	X	
67	MULTNOMAH COUNTY INTER. EDUCATION DIST.	750318	4	2	X	X		X	X
68	NASA AMES RESEARCH CENTER (ESL #2)	7311	5	28	X	X			
69	NASA HOUSTON (ESL #3)	740401	5	28		X			
70	NATIONAL BANK OF DETROIT #1	730302	1	12	X	X		X	
71	NATIONAL BANK OF DETROIT #2	7402	1	12	X	X		X	
72	NATIONAL ECONOMICS RESEARCH ASSOCIATION	750421	2	9	X	X			X

PRELIMINARY JUL 18 1975

HP 3000 SALES THROUGH JUNE 30, 1975

#	NAME	DATE	MARKET	APPLICATION	BASIC	FORTRAN	RPG	COBOL	IMAGE
73	NATIONAL INST. FOR MEDICAL RESEARCH	7401	9	99	X	X		X	
74	NATIONAL PURCHASE DIARY	750327	11	99		X			
75	NATIONAL SECURITY AGENCY	750430	5	12				X	X
76	NEVADA STATE CONTROLLER	750425	5	12	X	X	X	X	X
77	NEW YORK UNIVERSITY-DEPT. OF PHYSICS	7403	4	20	X	X		X	
78	NOOTER CORPQRATION	741108	8	7		X	X	X	
79	PALO ALTO UNIFIED SCHOOL DISTRICT	731108	4	11	X	X		X	
80	PERSICO PIZZAMIGLIO S.A./BRAZIL	750619	8	99	X		X		
81	PHILADELPHIA SCHOOL DISTRICT	730917	4	2	X	X		X	
82	PHOTOCIRCUITS DIV.-KOLLMORGEN CORP.	741217	8	99	X	X			
83	PRISM DATA SERVICES	750416	10	27				X	X
84	PROMON ENGENHARIA S.A./BRAZIL	740107	2	7	X	X		X	X
85	RAINIER NATIONAL BANK	750613	1	1	X	X	X	X	X
86	REICHOLD CHEMICALS, INC.	750530	7	1	X	X	X	X	X
87	RIVERSIDE COUNTY FLOOD CONTROL & W.C.D.	740320	5	7	X	X			
88	ROYAL SCHOOL OF SIGNALS #1	730413	5	11	X	X			
89	ROYAL SCHOOL OF SIGNALS #2	730413	5	11	X	X			
90	SAHLGRENSKA HOSPITAL-CHEM LAB	741129	9	15	X	X			

PRELIMINARY JUL 18 1975

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91	SAINT FRANCIS XAVIER UNIVERSITY	7305	4	2	X	X			
92	SAN BERNADINO VALLEY MUNIC. WATER DIST.	750415	5	7	X	X	X	X	X
93	SANTA ROSA JUNIOR COLLEGE	740131	4	2	X	X	X	X	X
94	SHERWIN-WILLIAMS COMPANY	7309	8	24		X			
95	SIGNAL INSURANCE COMPANY	741127	6	5	X	X	X	X	X
96	SOUTHERN COLLEGE OF OPTOMETRY	740411	4	2	X	X			
97	STANFORD TECH CORPORATION #1	750123	10	28		X			
98	STANFORD TECH CORPORATION #2	750429	10	28			(SPL)		
99	STEFFEN, JOHN AND ASSOCIATES	750122	2	7	X		X	X	
100	STUDIO LEAONE (ITALY)	750327	4	99					
101	TANDEM COMPUTERS	741231	2	25			(SPL)		
102	TELEDATENDIENST (GERMANY)	7410	12	27	X	X			
103	TINIUS OLSENS TEKNISKE SKOLE	740531	4	11	X	X			
104	TU BERLIN	750107	4	99					
105	UNIVERSITY OF AMSTERDAM	750325	4	99					
106	UNIVERSITY OF CALIFORNIA L.A. MED. CEN.	7307	9	99	X	X			
107	UNIVERSITY OF CALIFORNIA RIVERSIDE	7307	4	11	X	X			
108	UNIVERSITY OF SANTA CLARA	750128	4	2	X	X		X	

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109	UNIVERSITY OF WISCONSIN-RIVER FALLS	750610	4	11	X	X			
110	UTEK AB/SWEDEN	750326	7	5	X	X	X	X	X
111	VALTION/FINLAND	750623	5	99			X	X	X
112	VIRGINIA POLYTECHNIC INSTITUTE	750430	4	2				X	X
113	WAKE FOREST UNIVERSITY	740703	4	2	X	X		X	X
114	WARREN AND VAN PRAAG, INC.	741112	2	7	X	X			
115	WAYNE BOARD OF EDUCATION/I.C.C.	730222	4	2		X		X	X
116	WELLS FARGO BANK #1	740401	1	1	X	X		X	
117	WELLS FARGO BANK #2	750331	1	8				X	X
118	WESLEY JESSEN, INC.	750131	8	1		X	X	X	
119	WESTERN ELECTRIC CO., INC.	7311	8	7	X	X			
120	WESTINGHOUSE LEARNING CORPORATION	7408	2	5		X		X	
121	YALE-NEW HAVEN HOSPITAL	7301	9	15	X	X			



DATA SYSTEMS • 11000 Wolfe Road, Cupertino, California 95014, Telephone 408-257-7000

FROM

DATE:

TO Rich Edwards
3000 Product Management

SUBJECT: HP 3000 CUSTOMER PROFILE

My comments on the 3000 customer profile: