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NEW PRODUCTS/NETWORKING

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PCs or minis to a remote host and transfer files between systems.

Features include IBM 3270 terminal emulation, asynchronous connectivity and automatic connection to host mainframes or minis dialing public-network pads.

Blast Host is priced at $5,500.

Communications Research Group, Third Floor, 5615 Corporate Blvd., Baton Rouge, La. 70808.

Multiplexers/Modems

Franklin Telecom has introduced the **FM-2400E** and the **Bright modems**.

Both are said to be Hayes Microcomputer Products, Inc.-compatible. The FM-2400E operates at 24K bit/sec. It offers asynchronous or synchronous transmission.

The Bright modem is a full-function modem that fits into the short slots of the IBM Personal Computer and compatibles. It operates at 12K bit/sec. and has auto-answer, pulse or touch tone auto-dial, automatic speed selection and switch-selectable settings for COM1/COM2 ports.

The FM-2400E costs $460. The Bright modem costs $149.

Franklin Telecom, 31320 Via Colinas #113, Westlake Village, Calif. 91362.

SYSTEMS & PERIPHERALS

Turnkey systems

General Computer Corp. has introduced the **Script Manager II**, a stand-alone system designed for use in pharmacies.

The Script Manager II features computer assistance in filling and refilling prescriptions; third-party billing through the vendor's central billing service or through roster billing; monitoring for allergic reactions as well as for conditions against the medications being dispensed; patient profiles; itemized formulary; reordering; and reporting tools, according to the vendor.

The Script Manager II is available for lease for $259 for 60 months or $299 for 48 months.

General Computer, 2045 Midway Drive, Twinsburg, Ohio 44087.

Processors

Imaging Technology, Inc. has added the **HF-150 Histogram/Feature Extractor** to its Series 150 and 151 product lines.

The HF-150 is a Motorola, Inc. VMEbus-compatible, dual-function board said to perform both histogramming and feature extraction at real-time video rates. Features include the ability to accelerate the execution of image processing functions.

The coordinates of up to 16 features can be recorded simultaneously. The output buffer can hold up to 16,000 distinct features.

Histograms are performed on 10-bit image data.

The HF-150 with one output buffer costs $2,395; with two it costs $2,895.

Imaging Technology, 600 W. Cummings Park, Woburn, Mass. 01801.

Terminals

Informer Computer Terminals has announced its **207-102** portable workstation.

The 207-102 is said to connect a Digital Equipment Corp. communications network to an IBM communications network through a protocol converter. It is said to be functionally equivalent to DEC's VT102 display terminal. It features direct RS-232C connection or an optional dial-up connection to the mainframe.

The unit features a 9-in. display with a flip-down keyboard; switching between 80 and 132 columns; and an external asychronous ASCII printer port.

The basic Informer 207-102 costs $1,390.

Informer Computer Terminals, 12781 Pala Drive, Garden Grove, Calif. 92641.

Printers/Plotters

Wespercorp, Inc.'s Western Peripherals Group has introduced the **DLP-3000** printer protocol converter said to support Hewlett-Packard Co. HP300 minicomputers.

According to the vendor, the DLP-3000 provides a standard RS-232 serial connection on the printer side while returning emulation of the HP 2631B or 2930 series printers to the host.

The device's HP emulation also supports the HP 3000 MPE spooler for remote-spool printing. It also works with parallel-to-serial converters.

Other attributes of the printer protocol converter include built-in diagnostics and error detection and correction of print files.

The DLP-3000 is priced at $900.

Wespercorp, 1821 E. Dyer Road, Santa Ana, Calif. 92705.

PRICE REDUCTIONS

Ampex Corp. has reduced the price of its **Ampex 220** video display terminal.

The Ampex 220 is an American National Standards Institute terminal said to be compatible with Digital Equipment Corp. VT220, VT102, VT100 and VT52 protocols. It features 400 bytes of nonvolatile programmable function-key memory, a programmable user line, function key loading, VT220-compatible keyboard, downloadable character sets, block mode and a Compose character key.

The Ampex 220 is now priced at $529.

Ampex, 401 Broadway, Redwood City, Calif. 94063.

WALKER HELPS KEEP THE PEACE AT PENNSYLVANIA GAS AND WATER



"While many packages satisfy user requirements, Walker also satisfies data processing objectives. Eliminating conversions each time our computer environment changes gives us a competitive advantage."

David A. Miller
Director of Data Processing
Pennsylvania Gas and Water (PG&W)

Data Processing Director David Miller maintains a peaceful coexistence between users and data processing personnel at Pennsylvania's $230 million utility by training both groups in Walker's financial application packages.

"We solved two distinct sets of requirements, without making tradeoffs," says Miller.

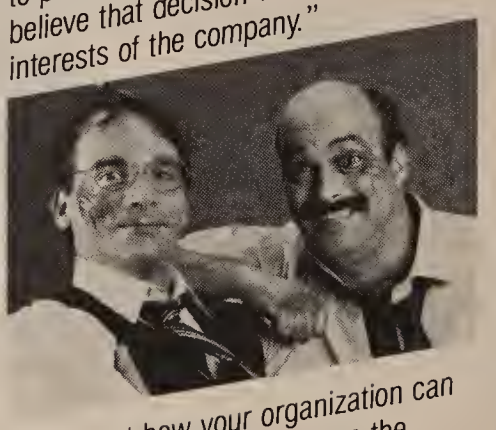
USER NEEDS: "It was important that users begin to control the systems supporting their business activities," explains Miller. "With Walker products, users work with high level tools to interactively tailor screens and reports to match PG&W's business requirements. Once the application is installed, users control the majority of the application's processing," says Miller.

DP NEEDS: Experience told Miller that hardware and software changes were inevitable: "In the '70s we experienced numerous changes in the company's operating environment," he says. "We were determined to minimize the future effects of such changes by making prudent hardware decisions and by isolating application software."

Miller achieved his goals. Because Walker products run independently of operating, data base management, and telecommunications systems. Notes Miller: "We no longer perform costly conversions for our Walker-based products each time components in our operating environment change."

During the selection process, Miller looked beyond current package pricing. "We factored into product cost the expense associated with the total conversions expected over its useful life," says Miller. "We believe this type of evaluation presents a more valid view of an application's cost."

"Every time we review our decision to purchase Walker products, we still believe that decision was in the best interests of the company."



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