

# QueryCalc

## Sample Forms & Reports

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*High-Speed, high-efficiency report writing  
on the HP3000*

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# Perspective on Graphics

Graphics is clearly a secondary consideration in writing a report. Being able to get the data out of the databases and onto a piece of paper easily and efficiently will always be the most important aspect of report writing. It is in the writing of reports that the HP3000 pays for itself. Writing a report is the point at which all prior effort and expense becomes a return-on-investment. And until business-appropriate reports are written, your machine has not served its purpose.

Graphics are not necessary to report writing. But graphics do significantly change the way you view your data, as well as the HP3000 itself. People understand information more easily and more fully when it is presented visually. However, if you are going to create graphics on the HP3000, the graphics should be: (i) done in a manner so that no load is imposed on the HP3000, (ii) done so simply that no one feels that they must be a graphics artist to use the product, and (iii) done well.

QueryCalc is the first (and only) major report writer on the HP3000 to employ PostScript graphics. The advantages to PostScript are both obvious and very subtle. The portion that is obvious lies in the quality of the output you see here. But the part that is less visible, but even more substantial, resides in the way by which PostScript is executed.

In all graphic implementations, a bit-map (a large memory array) must be built. If you build the bit-map in the host computer, you not only impose a significant computational load on the host CPU, you also generate truly significant download times. In PostScript, the bit-mapped image is not built in the host HP3000 but rather in the printer. Graphics which formerly incurred a substantial computational penalty to create are now basically invisible to the HP3000 and download times are reduced by 100 times, from minutes to seconds.

By putting graphics on the HP3000, several extremely beneficial advantages in system design are realized. Among the most important is that the pressure to repeatedly download data from the HP3000 into a PC is immediately relieved. Client/server, although promoted with great promise a few years ago, has demonstrated itself to be enormously troublesome. But the most condemnatory aspect of the client/server approach is that the PC must now become the primary command initiator-sequencer for all data flow. What you lose when you adopt client/server for production data analysis are four attributes: (i) simplicity, (ii) speed, (iii) reliability, and most importantly, (iv) automatability. In great contrast, when the graphics are done on the HP3000 and in QueryCalc, the process of generating high-quality, business-appropriate graphical reports can be done with great efficiency, night-after-night, completely automatically, with no further human intervention.

Graphics-based reports are easier to read, easier to look at, and thus studied longer. An enormous amount of information can be put on a single piece of paper and still have it easily read and understood. An example of this effect is seen in the 'Balance Sheet Comparison' example shown in this portfolio. This simple report uses 225 print columns, but retains excellent legibility.



# WHITE SANDS FEDERAL CREDIT UNION



A logo may be scaled to any size between 1% and 250% of its defined size, and it may be colored any way that you wish.

**SAMPLE LOGOS**

# LOGO SHEET

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7%



8%



9%



10%



11%



12%



13%



14%



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16%



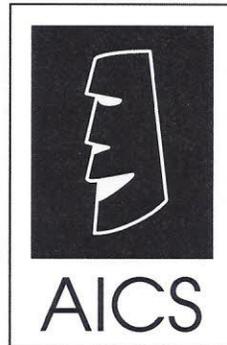
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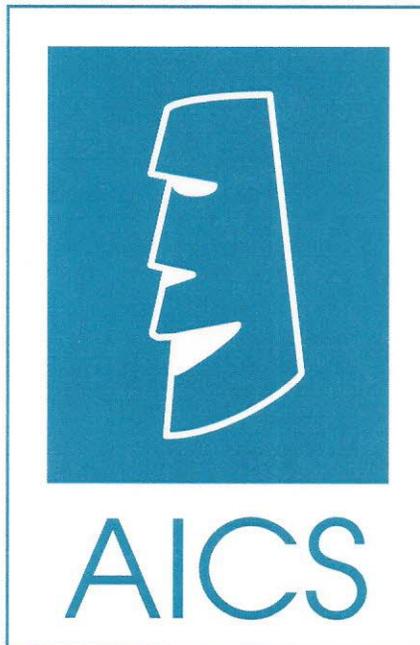
recolored



50%



75%



reversed



SAMPLE LOGOS

Logos may be adjusted in scale from 1-250% in one percent increments. Each application of the logo may be independently colored to the user's wishes.

Work Order Number	<b>Niagara Mohawk System Transportation Repair Order</b>		
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Unit or Aux Number	Check One		
	PM <input type="checkbox"/>	Repair Location:	Check AM or PM
Repair Order Date	Non-PM <input type="checkbox"/>	Date Started:	Time Started: <input type="checkbox"/> AM <input type="checkbox"/> PM
	Warranty <input type="checkbox"/>	Date Finished:	Time Finished: <input type="checkbox"/> AM <input type="checkbox"/> PM

Problem Description

Hours	Mechanic Number	Mechanic Class	Please Circle		Sub Cat	Cause	Corrective Action
		11 Vehicle Light Duty PM	56	58			
		13 Aerial Equip PM	57	59			
		14 Vehicle Heavy Duty PM	56	58			
		17 Mtd Equip and Equip PM	57				
		16 New Car Preparation					
		01 Cooling / Heating / Vent					
		02 Exhaust System					
		03 Fuel System					
		04 Lighting System					
		05 Clutch and Transmission					
		06 Drive Train / Differential / Axle					
		07 Wheels/Bearings/Brakes					
		08 Steering and Suspension					
		09 Engine					
		10 Tires / Chains / Tubes					
		12 Body / Cab / Frame					
		15 Mounted Equipment Routine					
		18 Booms / Buckets / Structures					
		19 Cylinders and Hydraulic Motors					
		20 Hydraulic Hoses / Lines / Fittings					
		21 Pumps and PTOs					
		22 Controls and Valves					
		23 Charging / Cranking / Battery					
		24 Ignition and Emissions					

SAMPLE FORM

Work/Comment	Supervisor's Signature
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**SAMPLE SUMMARY REPORT**

**CATEGORY EXPENSE ANALYSIS BY MONTH**

*quality construction crafted with pride*

<b>Year: 1993</b>													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average
502	0.00	389.72	154.03	0.00	318.91	95.22	109.68	156.61	137.91	111.64	125.94	0.00	133.31
503	50.00	45.00	40.00	40.00	50.00	40.00	75.00	50.00	60.00	80.00	70.00	45.00	53.75
526	32.87	32.87	32.87	32.87	32.87	32.87	32.87	32.87	32.87	32.87	28.75	28.75	32.18
533	100.00	200.00	113.28	222.29	224.72	225.11	100.00	0.00	214.92	417.25	170.04	50.00	169.80
624	739.80	930.61	1,004.53	2,852.62	1,178.24	1,368.87	98.33	1,013.61	747.38	1,317.51	459.75	323.49	1,002.90
625	467.80	465.80	212.80	490.79	772.80	860.08	572.04	744.34	154.57	603.83	3,674.23	41.95	755.09
	1,390.47	2,064.00	1,557.51	3,638.57	2,577.54	2,622.15	987.92	1,997.43	1,347.65	2,563.10	4,528.71	489.19	

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<b>Year: 1994</b>													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average
502	145.77	97.05	111.48	116.68	220.91	150.32	154.53	0.00	235.78	228.44	0.00	156.33	134.77
503	70.00	65.00	65.00	75.00	55.00	65.00	30.00	75.42	125.70	100.56	100.56	125.70	79.41
526	28.75	28.75	28.75	28.75	28.75	28.75	28.75	28.75	28.75	9.75	0.00	0.00	22.37
533	100.00	100.00	100.00	161.61	338.23	0.00	252.21	194.25	0.00	0.00	0.00	0.00	103.86
624	280.59	559.11	655.56	761.83	1,659.65	170.29	236.79	956.75	105.25	679.31	172.53	332.31	547.50
625	41.95	2,291.95	1,076.95	-70.49	1,181.10	151.10	951.10	491.10	377.58	1,987.04	969.83	377.58	818.90
	667.06	3,141.86	2,037.74	1,073.38	3,483.64	565.46	1,653.38	1,746.27	873.06	3,005.10	1,242.92	991.92	

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<b>Year: 1995</b>													
Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average
502	347.05	46.53	105.53	153.21	110.66	135.42	141.85	154.93	287.33	133.55	0.00	0.00	134.67
503	100.80	100.80	126.00	100.80	100.80	75.99	76.08	76.08	86.59	76.08	0.00	0.00	76.67
526	113.25	37.75	37.75	37.75	37.75	37.75	37.75	37.75	37.75	37.75	0.00	0.00	37.75
533	3.75	0.00	0.00	151.92	0.00	0.00	0.00	0.00	47.25	28.90	0.00	0.00	19.32
624	261.92	380.77	230.47	551.74	365.21	558.47	781.96	161.59	246.47	596.38	0.00	0.00	344.58
625	32.66	722.66	132.66	726.56	466.05	35.91	1,676.47	3,057.68	678.91	1,620.39	641.26	0.00	815.93
	859.43	1,288.51	632.41	1,721.98	1,080.47	843.54	2,714.11	3,488.03	1,384.30	2,493.05	641.26	0.00	

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# BALANCE SHEET COMPARISON

As Of: February 28, 1994

All numbers in light print are the result of direct high-speed query questions into IMAGE (TurboIMAGE, IMAGE/SQL) databases.

ASSETS	ACTUAL								COMPARISON TO CURRENT MONTH							
	LAST YEAR		LAST MONTH		CURRENT MONTH		BUDGET		LAST YEAR (\$ CHG) (% CHG)		LAST MONTH (\$ CHG) (% CHG)		BUDGET (\$ CHG) (% CHG)			
SECURED LOANS	17,005,490.55	38%	20,722,838.21	43%	20,952,803.42	45%	21,767,000.00	44%	3,947,312.87	23%	229,965.21	1%	-814,196.58	-4%		
VISA LOANS	2,081,831.86	5%	1,883,080.20	4%	1,959,494.69	4%	2,185,000.00	4%	-122,337.17	-6%	76,414.49	4%	-225,505.31	-10%		
SIGNATURE LOANS	4,607,083.94	10%	4,381,271.77	9%	4,432,955.18	9%	4,868,000.00	10%	-174,128.76	-4%	51,683.41	1%	-435,044.82	-9%		
REAL ESTATE LOANS	7,189,176.12	16%	8,426,506.10	18%	8,668,000.67	19%	8,452,000.00	17%	1,478,824.55	21%	241,494.57	3%	216,000.67	3%		
<b>TOTAL LOANS</b>	<b>30,883,582.47</b>	<b>69%</b>	<b>35,413,696.28</b>	<b>74%</b>	<b>36,013,253.96</b>	<b>77%</b>	<b>37,272,000.00</b>	<b>75%</b>	<b>5,129,671.49</b>	<b>17%</b>	<b>599,557.68</b>	<b>2%</b>	<b>-1,258,746.04</b>	<b>-3%</b>		
ALLOWANCE FOR LOAN LOSS	-416,138.63	-1%	-354,238.52	-1%	-334,315.90	-1%	-429,706.00	-1%	81,822.73	-20%	19,922.62	-6%	95,390.10	-22%		
<b>NET LOANS</b>	<b>30,467,443.84</b>	<b>68%</b>	<b>35,059,457.76</b>	<b>74%</b>	<b>35,678,938.06</b>	<b>76%</b>	<b>36,842,294.00</b>	<b>74%</b>	<b>5,211,494.22</b>	<b>17%</b>	<b>619,480.30</b>	<b>2%</b>	<b>-1,163,355.94</b>	<b>-3%</b>		
TOTAL CASH	10,897,388.91	24%	8,638,082.26	18%	7,152,492.08	15%	8,842,115.00	18%	-3,744,896.83	-34%	-1,485,590.18	-17%	-1,689,622.92	-19%		
TOTAL INVESTMENTS	2,107,800.00	5%	2,753,700.00	6%	2,753,700.00	6%	3,107,800.00	6%	645,900.00	31%	0.00	0%	-354,100.00	-11%		
GROSS FIXED ASSETS	1,732,354.22	4%	1,738,852.72	4%	1,749,216.17	4%	1,826,525.00	4%	16,861.95	1%	10,363.45	1%	-77,308.83	-4%		
ACCUMULATED DEPRECIATION	-1,203,440.99	-3%	-1,281,212.53	-3%	-1,302,771.60	-3%	-1,200,053.00	-2%	-99,330.61	8%	-21,559.07	2%	-102,718.60	9%		
<b>NET FIXED ASSETS</b>	<b>528,913.23</b>	<b>1%</b>	<b>457,640.19</b>	<b>1%</b>	<b>446,444.57</b>	<b>1%</b>	<b>626,472.00</b>	<b>1%</b>	<b>-82,468.66</b>	<b>-16%</b>	<b>-11,195.62</b>	<b>-2%</b>	<b>-180,027.43</b>	<b>-29%</b>		
ACCOUNTS RECEIVABLE	265,962.00	1%	145,473.52	0%	101,233.50	0%	0.00	0%	-164,728.50	-62%	-44,240.02	-30%	101,233.50	0%		
PREPAID EXPENSES	91,579.14	0%	57,604.36	0%	67,343.58	0%	108,221.00	0%	-24,235.56	-26%	9,739.22	17%	-40,877.42	-38%		
ACCRUED INCOME	140,662.73	0%	164,472.97	0%	174,820.86	0%	128,670.00	0%	34,158.13	24%	10,347.89	6%	46,150.86	36%		
OTHER ASSETS	365,071.39	1%	416,349.71	1%	404,543.09	1%	365,071.00	1%	39,471.70	11%	-11,806.62	-3%	39,472.09	11%		
<b>TOTAL OTHER ASSETS</b>	<b>863,275.26</b>	<b>2%</b>	<b>783,900.56</b>	<b>2%</b>	<b>747,941.03</b>	<b>2%</b>	<b>601,962.00</b>	<b>1%</b>	<b>-115,334.23</b>	<b>-13%</b>	<b>-35,959.53</b>	<b>-5%</b>	<b>145,979.03</b>	<b>24%</b>		
<b>TOTAL ASSETS</b>	<b>44,864,821.24</b>	<b>100%</b>	<b>47,692,780.77</b>	<b>100%</b>	<b>46,779,515.74</b>	<b>100%</b>	<b>50,020,643.00</b>	<b>100%</b>	<b>1,914,694.50</b>	<b>4%</b>	<b>-913,265.03</b>	<b>-2%</b>	<b>-3,241,127.26</b>	<b>-6%</b>		
<b>SAMPLE SUMMARY REPORT</b>																
<b>LIABILITIES</b>																
ACCOUNTS PAYABLE	354,394.65	1%	622,609.20	1%	333,873.13	1%	328,479.00	1%	-20,521.52	-6%	-288,736.07	-46%	5,394.13	2%		
R/E ESCROW PAYABLES	27,383.69	0%	12,198.94	0%	114,221.15	0%	0.00	0%	86,837.46	317%	102,022.21	836%	114,221.15	0%		
FED FUNDS PURCHASED	0.00	0%	0.00	0%	0.00	0%	0.00	0%	0.00	0%	0.00	0%	0.00	0%		
TAXES PAYABLE	45.01	0%	0.83	0%	0.68	0%	0.00	0%	-44.33	-98%	-0.15	-18%	0.68	0%		
ACCRUED EXPENSES	144,611.39	0%	134,498.52	0%	170,925.77	0%	91,750.00	0%	26,314.38	18%	36,427.25	27%	79,175.77	86%		
UNDISTRIBUTED PAYROLLS	1,194.67	0%	-25,939.77	-0%	300.00	0%	0.00	0%	-894.67	-75%	26,239.77	-101%	300.00	0%		
OTHER LIABILITIES	-108,346.87	-0%	-28,497.57	-0%	-26,529.19	-0%	0.00	0%	81,817.68	-76%	1,968.38	-7%	-26,529.19	0%		
<b>TOTAL LIABILITIES</b>	<b>419,282.54</b>	<b>1%</b>	<b>714,870.15</b>	<b>1%</b>	<b>592,791.54</b>	<b>1%</b>	<b>420,229.00</b>	<b>1%</b>	<b>173,509.00</b>	<b>41%</b>	<b>-122,078.61</b>	<b>-17%</b>	<b>172,562.54</b>	<b>41%</b>		
REAL ESTATE ESCROW	33,759.16	0%	40,318.59	0%	46,520.34	0%	0.00	0%	12,761.18	38%	6,201.75	15%	46,520.34	0%		
REGULAR SHARE ACCOUNTS	24,922,264.01	56%	26,375,541.58	55%	26,479,339.42	57%	28,777,000.00	58%	1,557,075.41	6%	103,797.84	0%	-2,297,660.58	-8%		
SHARE DRAFT ACCOUNTS	9,050,801.25	20%	9,614,940.22	20%	8,774,035.34	19%	9,811,000.00	20%	-276,765.91	-3%	-840,904.88	-9%	-1,036,964.66	-11%		
IRA ACCOUNTS	5,401,322.55	12%	5,582,233.76	12%	5,564,345.96	12%	6,152,000.00	12%	163,023.41	3%	-17,887.80	-0%	-587,654.04	-10%		
CERTIFICATES OF DEPOSIT	2,748,360.10	6%	2,647,915.80	6%	2,555,870.94	5%	2,081,000.00	4%	-192,489.16	-7%	-92,044.86	-3%	474,870.94	23%		
<b>TOTAL SHARES</b>	<b>42,156,507.07</b>	<b>94%</b>	<b>44,260,949.95</b>	<b>93%</b>	<b>43,420,112.00</b>	<b>93%</b>	<b>46,821,000.00</b>	<b>94%</b>	<b>1,263,604.93</b>	<b>3%</b>	<b>-840,837.95</b>	<b>-2%</b>	<b>-3,400,888.00</b>	<b>-7%</b>		
STATUTORY RESERVE	849,999.54	2%	960,962.67	2%	976,146.44	2%	982,096.00	2%	126,146.90	15%	15,183.77	2%	-5,949.56	-1%		
UNDIVIDED EARNINGS	1,218,110.94	3%	1,552,287.12	3%	1,552,287.12	3%	1,553,451.00	3%	334,176.18	27%	0.00	0%	-1,163.88	-0%		
NET INCOME	220,921.15	0%	203,710.88	0%	238,178.64	1%	243,867.00	0%	17,257.49	8%	34,467.76	17%	-5,688.36	-2%		
<b>TOTAL EQUITY</b>	<b>2,289,031.63</b>	<b>5%</b>	<b>2,716,960.67</b>	<b>6%</b>	<b>2,766,612.20</b>	<b>6%</b>	<b>2,779,414.00</b>	<b>6%</b>	<b>477,580.57</b>	<b>21%</b>	<b>49,651.53</b>	<b>2%</b>	<b>-12,801.80</b>	<b>-0%</b>		
<b>LIABILITIES &amp; EQUITY</b>	<b>44,864,821.24</b>	<b>100%</b>	<b>47,692,780.77</b>	<b>100%</b>	<b>46,779,515.74</b>	<b>100%</b>	<b>50,020,643.00</b>	<b>100%</b>	<b>1,914,694.50</b>	<b>4%</b>	<b>-913,265.03</b>	<b>-2%</b>	<b>-3,241,127.26</b>	<b>-6%</b>		

**SCHEDULE OF INDIRECT COSTS**  
For the Year Ending Today

**Operating Expenses:**

Salaries - officers	105,400.00
Salaries - supervisor	3,629.25
Payroll taxes	12,738.06
Supplies and tools	5,458.55
Gas and oil	13,395.08
Truck maintenance	8,850.92
Truck rental	0.00
Truck insurance	4,409.95
Equipment maintenance	2,645.66
Equipment insurance	1,714.30
Telephone	8,352.17
Taxes and licenses	705.64
Truck depreciation	21,546.65
Equipment depreciation	15,417.14
<hr/>	

204,263.37

**Occupancy Expenses:**

Rent	12,791.08
Utilities	2,380.27
Cleaning service	1,482.14
Property insurance	532.75
Building maintenance	1,401.97
Improvements depreciation	389.73
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18,977.94

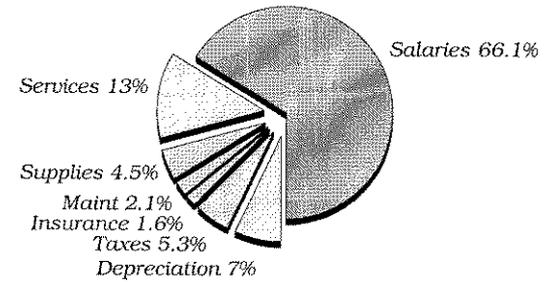
**Administrative Expenses:**

Salaries - officers	210,800.00
Salaries - office	50,834.76
Payroll taxes	17,706.76
Employee benefits -- health/accident	23,468.80
Employee benefits -- other	1,270.97
Computer expenses	10,826.90
Office supplies	8,505.14
Bidding expenses	2,357.58
Travel and entertainment	8,360.08
Advertising and promotion	11,907.38
Insurance	1,788.67
Dues and subscriptions	6,470.76
Legal and accounting	8,886.04
Contributions	3,396.12
Taxes and licenses	623.00
Miscellaneous administrative	867.91
Life insurance	1,377.50
Office equipment depreciation	4,719.46
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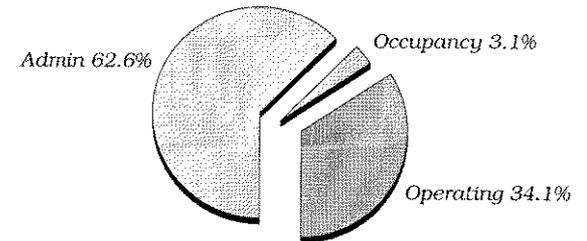
374,167.83

Total Indirect Expenses: **597,409.14**

**Specific Expenses**



**General Expenses**



**SAMPLE GRAPHICS**



**SCHEDULE OF INDIRECT COSTS**  
For the Year Ending Today

**Operating Expenses:**

Salaries - officers	74,400.00
Salaries - supervisor	3,450.75
Payroll taxes	8,055.58
Supplies and tools	4,803.28
Gas and oil	10,021.43
Truck maintenance	4,390.30
Truck rental	0.00
Truck insurance	2,553.30
Equipment maintenance	1,708.43
Equipment insurance	874.30
Telephone	6,499.67
Taxes and licenses	502.88
Truck depreciation	21,546.65
Equipment depreciation	15,417.14
<hr/>	

**154,223.71**

**Occupancy Expenses:**

Rent	7,541.08
Utilities	1,617.29
Cleaning service	952.94
Property insurance	268.50
Building maintenance	1,246.30
Improvements depreciation	389.73
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**12,015.84**

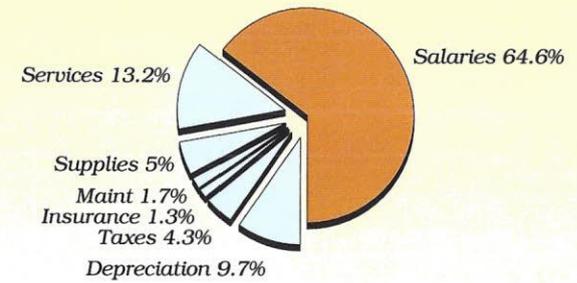
**Administrative Expenses:**

Salaries - officers	148,800.00
Salaries - office	34,299.01
Payroll taxes	9,819.02
Employee benefits -- health/accident	16,514.88
Employee benefits -- other	1,270.97
Computer expenses	8,125.10
Office supplies	6,831.15
Bidding expenses	987.82
Travel and entertainment	6,569.97
Advertising and promotion	9,826.79
Insurance	651.70
Dues and subscriptions	4,452.49
Legal and accounting	7,353.03
Contributions	2,588.12
Taxes and licenses	320.00
Miscellaneous administrative	708.31
Life insurance	1,377.50
Office equipment depreciation	4,719.46
<hr/>	

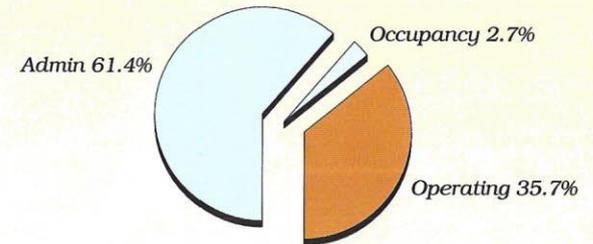
**265,215.32**

**Total Indirect Expenses: 431,454.87**

**Specific Expenses**



**General Expenses**



**SAMPLE PRESENTATION GRAPHIC**



# How Are Graphics Done in QueryCalc?

Surprisingly simply. Because QueryCalc is constructed as a 26-page, three-dimensional spreadsheet, there exists a cell gridwork inside QueryCalc. This grid is used to easily specify the upper-left and lower-right corners of boxes, lines, graphs, and logos. You can see this grid on the following page, which is printed with an optional grid map.

The few steps necessary to put a graphic together are exceptionally simple. The first and most important step always lies with establishing the proper query questions on the spreadsheet page.

<i>Truck</i>	17,345.00
<i>Computer</i>	156,321.60
<i>Gas and oil</i>	2,493.56

@using invoices, sum of amount  
when jobnum=8404 and year=95

The second step involves drawing boxes around the text. In this instance, two boxes were specified. A typical command would be:

`/BOX A5:D9`

The default box thus created is a white box with a black boundary.

<i>Truck</i>	17,345.00
<i>Computer</i>	156,321.60
<i>Gas and oil</i>	2,493.56

The boxes are then edited using the `/EO` (edit object) command. Any number of modifications may be made to the defined objects. In this case, a 'bricks' pattern with a color blend (black to red) was chosen for the back box. A golden gradient fill with shallow bezels and a black shadow was chosen for the forward box.

<i>Truck</i>	17,345.00
<i>Computer</i>	156,321.60
<i>Gas and oil</i>	2,493.56



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<i>Truck</i>	17,345.00
<i>Computer</i>	156,321.60
<i>Gas and oil</i>	2,493.56

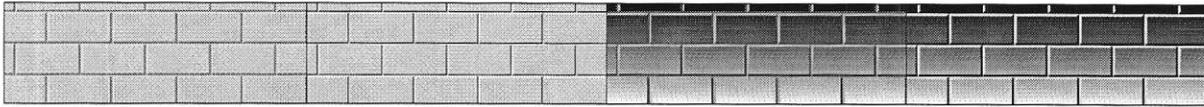
The boxes are then edited using the /EO (edit object) command. Any number of modifications may be made to the defined objects. In this case, a 'bricks' pattern with a color blend (black to 10% gray) was chosen for the back box. A 2% gray fill with shallow bezels and a black shadow was chosen for the forward box.

<i>Truck</i>	17,345.00
<i>Computer</i>	156,321.60
<i>Gas and oil</i>	2,493.56



# PATTERN DEMONSTRATOR

BRICKS

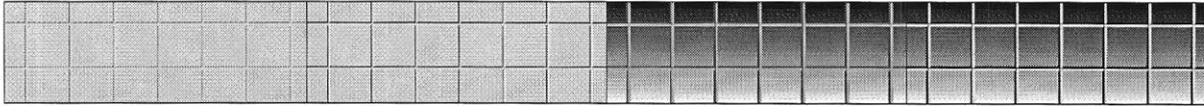


low contrast  
TILES

high contrast

low contrast

high contrast

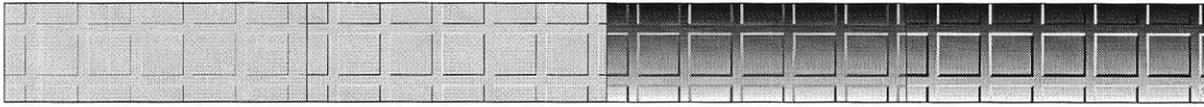


low contrast  
GRIDS

high contrast

low contrast

high contrast

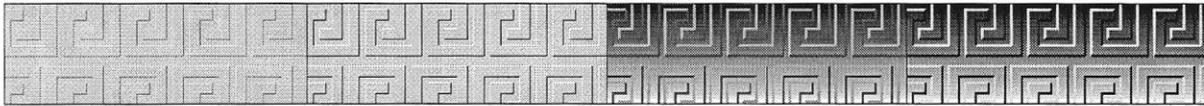


low contrast  
MAYAN

high contrast

low contrast

high contrast

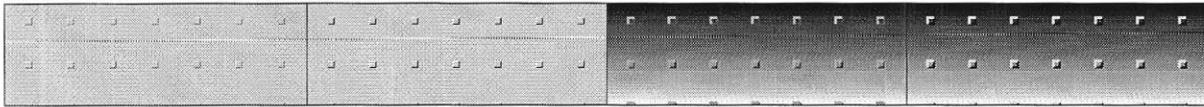


low contrast  
RIVETS

high contrast

low contrast

high contrast

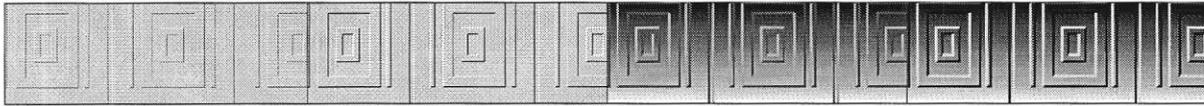


low contrast  
PANELS

high contrast

low contrast

high contrast

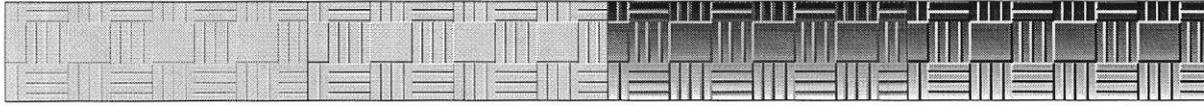


low contrast  
WEAVE

high contrast

low contrast

high contrast

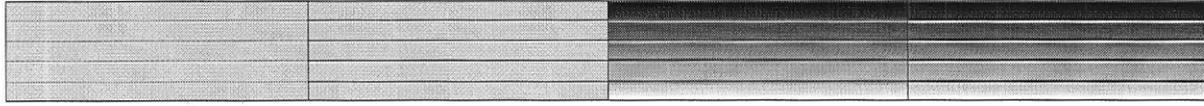


low contrast  
HORIZONTALS

high contrast

low contrast

high contrast

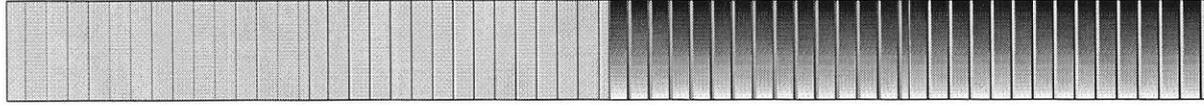


low contrast  
VERTICALS

high contrast

low contrast

high contrast

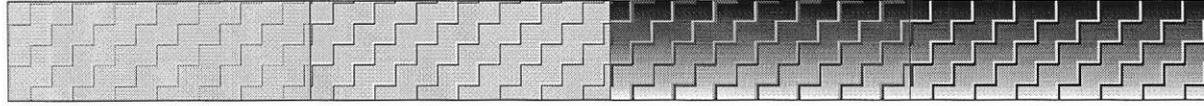


low contrast  
ZIGZAGS

high contrast

low contrast

high contrast

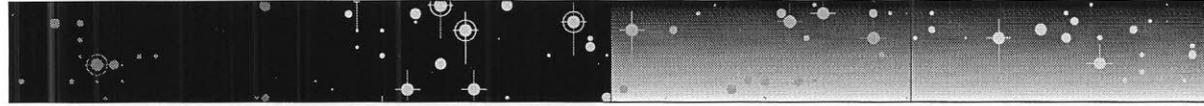


low contrast  
STARS

high contrast

low contrast

high contrast



low contrast

high contrast

low contrast

high contrast

## Production Note:

This entire portfolio was put together on an HP3000, using only QueryCalc and a standard HP terminal (HP700/92) and printed to HP LaserJet 4M and Tektronix Phaser 560 printers connected as printer devices (term type 18) to the HP3000.