

NEWS

No. 35

"Out-thinking our competition to help your customers out-think theirs"

July 1981

IEOS 1.3 Streamlines Word Processing

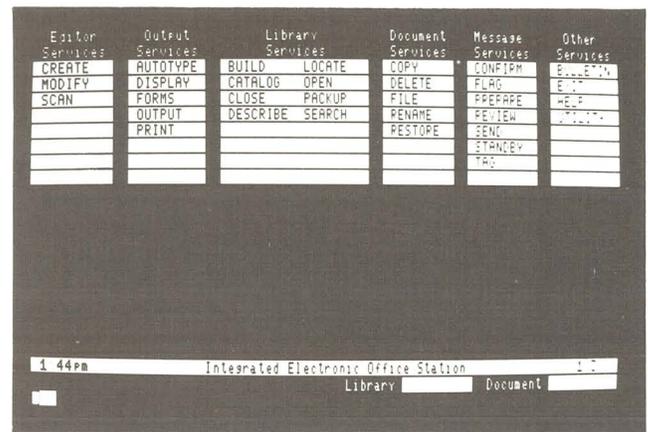
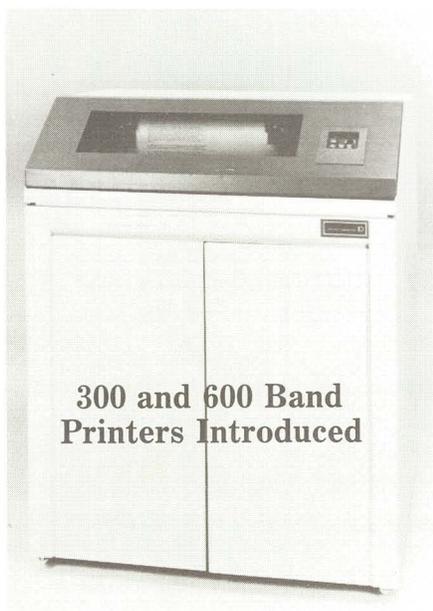
The long-awaited version of IEOS 1.3 has been released. The software, which currently runs on 3800 and 1800, includes more capabilities, increased efficiency and refined terminology.

Menu Reorganized Into Logical Groupings

The IEOS Command Menu has been reorganized into six sections which present commands and services in logical groupings. These will help users quickly see the capabilities available to them in various functional areas.

Packup Faster, AIM™ More Sophisticated

PACKUP has been considerably improved in two ways. First, it is done "in place", meaning that it no longer copies the text to an intermediary scratch file. That saves space and time. Second, you can direct the AIM™ file to a specific location when doing a PACKUP.

*(continued on next page)*

300 and 600 Band Printers Introduced

Datapoint's new band printer is here in both 300 and 600 LPM models. The printer features an acoustic cabinet option which makes it ideal for applications in or near an office.

(continued on page 4)

RMS Version 1.4 Released

Version 1.4 of RMS™ is now available.

The primary additions to RMS in this release are 8800 ARC support and the STARTUP utility. With RMS 1.4, the extensive capabilities of an 8800 processor can be part of your customer's ARC. This should make an 8800 much more attractive to our current customer base.

Along with this support, the 8800 IPL has been "wised up" so that now it looks for an SMD then an MMD to boot from before looking for a RIM.

The new STARTUP utility allows your customer to set up a

sign on procedure which will automatically insert specified environments and execute a user defined set of commands. This makes RMS much more user friendly especially to non-technical users.

Of particular interest are the changes made to DATABUS®, DATASHARE®, COBOL, FMS, and NQDQ. You'll see that most of the bugs you've reported have been fixed.

Along with the above software, RMS 1.4 includes revisions to Volumes I, II, and III of the Utilities User's Guide and to the DATABUS User's Guide.

Check with your RMS customers. If they have not already sent their RMS Master Maintenance disk pack to Software Services, encourage them to do so. It's to everyone's benefit to have all customers using the latest version of RMS.

Carolyn Lusk

LOCATE and SEARCH capabilities have been enhanced by the addition of the operators | (or) and + (plus) to the original & (and). The three operators can be defined as:

- this | that look for either key occurring anywhere in the document (or library)
- this&that look for both keys occurring on the same line within a document (or library)
- this+that look for both keys occurring within the same "break" region, e.g., between two new-line or new-paragraph type commands

In addition, the output from a LOCATE or SEARCH maintains the spacing and upper/lowercase letters of the resulting text and displays the context in which the key occurs.

Other Library Services Refined

● BUILD and DESCRIBE. The BUILD command is used to establish a new library. DESCRIBE is a new command you can use to redefine the parameters of an existing library (its description or the automatic document naming scheme you've set up). Automatic document naming is a new feature that allows you to set up a sequential scheme for document names created in that library.

● CATALOG. CATALOG with the LONGFORM option shows how many storage units the library and each document occupy and presents several catalog entries on the screen at once. That increases your operator efficiency in monitoring the contents of library and disk/diskette space.

● FORMAT. By creating a document named FORMAT, you automatically establish a default primary format for all documents in that library. The use of that feature is ideal in an office that has a variety of standard formats for its letters or reports. A library could be established for each standard and the FORMAT document would take care of the routine.

Copying, Filing, Restoring Documents

Several new commands appear in the Document Services portion of the Command Menu.

● COPY. The COPY command can be used to duplicate documents, for example, from a stand-alone file to another library (within the same subdirectory). This function replaces the EXTRACT and ADD procedures used before and also takes care of maintaining or inserting basic IEOS format controls as necessary in stand-alone text or print files.

● FILE. The FILE command will actually move a document from the currently open library to another designated library such as one called ARCHIVE. The document is deleted from the original library after the move is complete.

● RESTORE. RESTORE is a powerful new feature that allows you to go back and retrieve old versions of documents. Between PACKUPS, all creations and modifications are stored as "new" documents at the end of the library, hence, the "old" inactive versions of modified documents are still there. RESTORE lets you choose among the existing inactive versions of a document and then either restore it in place of the current one or give it a new name.

● RENAME. The RENAME command replaces the NAME command and represents a refinement of terminology and efficiency as it allows you to rename and redescribe an existing document.

Output Services Provide Options

● PRINT. The PRINT command now means you get a printed copy and you have an option to specify the number of copies you want. The DISPLAY command is used if you want screen display. If you want a DOS text file (/TXT without IEOS formatting), use the OUTPUT command (rather than the old PRINT ON TXTFILE).

● AUTOTYPE. You can direct AUTOTYPE to any output device, use multiple data files, specify a multiple line record and indicate the position of the VARIABLE within that record.

Utility Menu Added For Maintenance Commands

The Utility Menu (invoked by the UTILITY command under Other Services) has been added to give you access to "maintenance" or "housekeeping" commands and programs from within IEOS. Some of the utilities are similar to those within DOS or ARC, like CAT, FREE, KILL, LIST, MOUNT; others are new and unique to IEOS.

● RECOVER. An IEOS-unique command, RECOVER provides recovery for libraries, documents, text files or scratch areas after a system failure, abnormal end or other unexpected happening.

● DELETE. By invoking the UTILITY menu and using the DELETE LIBRARY command, you avoid the procedure of having to return to DOS and use the DOS command, KILL, to erase an entire library.

Other Services

● EXIT. The EXIT command simply replaces the DOS command and is a more accurate term for leaving IEOS.

● BULLETIN. BULLETIN allows you to prepare and display a general IEOS system message.

● HELP. HELP gives you detailed explanations of commands and their options.

● END and ABORT. To terminate editing of a document, either command END or command ABORT must be specified. However, to either of those commands you can append any other IEOS command to save extra waiting and keying time.

Related Articles:

- IEOS 1.3 Ordering Information ... Page 3
- Benchmarks on IEOS 1.3 ... Page 3
- Comparing Features of 1.3 and 1.2 . Page 8

Salesman of the month

Congratulations to JOE METZ from the Atlanta Branch, named Salesman of the Month for March. Atlanta branch manager is Gary Hylton; Southeast region manager is Charles Croom.

IEOS 1.3 Ready for Ordering

IEOS 1.3 is now available for ordering.

Go ahead and place your orders and updates. But remember, they must go on a separate Software Order Schedule (S.O.S.) specifying appropriate model codes and media.

The software is broken down into two categories, IEOS/WP and IEOS/MS. IEOS/WP has Message Services on the screen, but the software for implementing those commands is not there. So, if EMS is going to be a future enhancement you may want to order IEOS/MS, which has Message Services on the screen along with the appropriate software modules for operating those features. An EMS network controller must also be ordered for actual message switching.

Software Model Codes

The IEOS 1.3 released model codes are as follows:

IEOS/WP (3800) Model Code 9820		
Media	10/10 MB	20653
	25 MB	20654
	60 MB	20655
	Customer Supplied	20656

IEOS/WP (1800) Model Code 9821		
Media	Dual Density Diskette	
	Only	20651
	Customer Supplied	20656

IEOS/MS (3800) Model Code 9823		
Media	10/10 MB	20653
	25 MB	20654
	60 MB	20655
	Customer Supplied	20656

IEOS/MS (1800) Model Code 9824		
Media	Dual Density Diskette	
	Only	20651
	Customer Supplied	20656

Electronic Message System Network Controller Model Code 9826		
Media	10/10 MB	20653
	25 MB	20654
	60 MB	20655
	Customer Supplied	20656

Documentation

IEOS Word Processing Product Specification: Model Code 60926.
Word Processing Simplified User's Guide: Model Code 50502.
Word Processing Supervisor's User's Guide: Model Code 50547.
IEOS Installation Guide for 1800: Model Code 50515.

(IEOS Audio Cassette Course, WP Command Quick Reference Guide and WP Abbreviation Quick Reference Guides are currently being updated for IEOS 1.3.)

Dan Boothe

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Benchmarks on IEOS 1.3: Speed Increases Significant

Recent benchmarks performed by International Operations have proven IEOS 1.3 to be significantly faster than version 1.2.

Timings were done based on two configurations, 3800 on ARC 1.6 and 1800 stand alone with Cynthia. The 1.3 software used was pre-release version 1.3.1.G, believed to be representative of the final released version of 1.3.

The percentage increases in speed indicated by the following charts are significant. Packup is accomplished in 1.3 in 25 percent of the time it took in version 1.2. Similarly, ending newly created documents is accomplished in 60 percent of the time it used to take, and ending a document after minor editing is accomplished in 50 percent of the time it used to take.

Linda Schmahlenberger

Percentage Increase in Speed of Version 1.3 to 1.2

Operation	Conditions	3800	1800	Average
Packup	Large Library	80%	64%	75%
Ending	10-Page Newly Created Document	36%	43%	39.5%
Ending	10-Page Document After Major Format Change	0%	7%	3.5%
Ending	10-Page Document After Minor Text Insertion	40%	62%	51%
DOS to IEOS	DOS to IEOS Master Menu Library Open	0%	5%	2.5%
Entering DOC to Create	In Private Library	30%	5%	17.5%
Entering DOC to Modify	In Private Library	6%	-16%	-5%
To Display Page of Text from Master Menu		20%	50%	35%
To Perform List of a Cut/WP File		73%	71%	72%
To Move Document to Another Library		62%	66%	64%
To Add TXTFILE to IEOS Library		69%	67%	68%

(Band Printer continued from page 1)

Features: Quiet Operation, Lower Price, Higher Reliability

The major benefit which the printers provide is exceptionally quiet operation with the optional acoustic cabinet at a lower price than the previously marketed drum printer. Other improvements over the drum printers include increased reliability (reflected in lower maintenance rates) and operator changeable bands. The print quality of the band printer is also improved over that of the drum printer, especially when printing through to the sixth part of multi-part forms.

Three Character Sets and a Standard Font

The standard font offered on the band printer is an OCR-B font. This font makes the printer suitable for all optical character recognition applications.

Three character sets (bands) are available for the 300 LPM printer, and two for the 600 LPM printer, as listed below.

300 LPM	600 LPM
64 char, 10 char per inch (CPI)	64 char, 10 CPI
64 char, 15 CPI (compressed pitch)	96 char, 10 CPI
96 char, 10 CPI	

Model Codes

- 9257: 300 LPM band printer mounted on a pedestal. The 64 character 10 CPI band is included with this printer.
- 0204: A 64 character 15 CPI band for the 9257. This band will be substituted for the standard band when this model code is specified as an option to the printer (no charge).
- 0205: A 96 character 10 CPI band for the 9257. This band will be substituted for the standard band when this option is specified (\$400 U.S. option price).
- 9258: 600 LPM band printer mounted on a pedestal. The 64 character 10 CPI band is included with this printer.
- 0226: A 96 character 10 CPI band for the 9258. This band will be substituted for the standard band when specified (\$400 U.S. option price).
- 0202: Acoustic cabinet option for the 9257 and the 9258. This option makes the printer so quiet it is hardly noticeable in the typical office.

Additional Bands Offered Through Customer Supplies

If your customer wants more than one band, an order may be placed through Customer Service Supplies. Model codes and U.S. prices are:

Model Code	Description	Prices
80544	64 CHAR 10 CPI 300 LPM	Quantity 1: \$400 each
80545	64 CHAR 15 CPI 300 LPM	Quantity 2-25: \$340 each
80546	96 CHAR 10 CPI 300 LPM	Quantity 26+: \$235 each
80559	64 CHAR 10 CPI 600 LPM	
80560	96 CHAR 10 CPI 600 LPM	

Things to remember about Band Printers

When selling and ordering band printers, remember the following:

1. The acoustic cabinet option is mandatory for any applications in or near an office.
2. The 0202 model code is the acoustic cabinet option for both the 300 and 600 LPM printers.
3. Different bands go in the 300 and 600 LPM printers.
4. All bands are available from Customer Service Supplies.

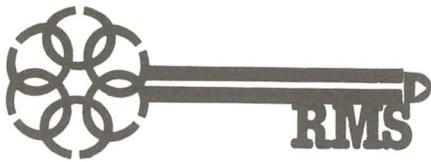
For information on Datapoint's printers, call Product Marketing/Printers, Extension 5191.

BAND PRINTER PRICING SUMMARY (U.S. Dollars)

		LIST	4-10	11-25	26+	RENT	1YR.	2YR	3YR	MNT	INST.
300 LPM BAND PRINTER											
9257	PRINTER, 300 LPM WITH PEDESTAL 64 CHAR 10 CPI BAND STANDARD	\$10,800	\$10,260	\$ 9,720	\$ 9,180	530	425	380	345	98	250
0204	BAND, 64 CHAR 15 CPI (COMPRESSED PITCH) FOR 9257*	N/C	N/C	N/C	N/C	N/C	N/C	N/C	N/C	N/A	N/A
0205	BAND, 96 CHAR 10 CPI, FOR 9257*	400	380	360	340	20	16	15	13	N/A	N/A
0202	OPT, ACOUSTIC CABINET FOR THE 9257 and 9258	1,650	1,570	1,480	1,400	85	65	55	50	9	F/I
600 LPM BAND PRINTER											
9258	PRINTER, 600 LPM WITH PEDESTAL 64 CHAR, 10 CPI BAND STANDARD	14,500	13,775	13,050	12,325	720	575	510	465	126	250
0226	BAND, 96 CHAR 10 CPI FOR 9258*	400	380	360	340	20	16	15	13	N/A	F/I

OPTIONAL BANDS WILL BE SUBSTITUTED FOR THE STANDARD 64 CHARACTER 10 CPI WHEN SPECIFIED.
 ADDITIONAL BANDS MAY BE ORDERED FROM CUSTOMER SERVICE SUPPLIES.

Bernd Harzog



RMS and the 8800: The Key to Greater Sales

This is the first in a series of monthly updates concerning the marketing activities for RMS and the 8800. It is designed to provide you with the information required to market RMS and the 8800.

This series has been entitled "The Key" to emphasize the fact that RMS can provide you an opportunity for greater sales and improved customer relations. It will also give you the edge necessary to beat the competition.

The 80's are the era of human engineering where the individual and the system, not the machine, are the key to business success. RMS is Datapoint's entry into the 80's with many more exciting products to follow.

May Activities: The OPS SE Conferences

RMS and the 8800 were invited guests at the OPS SE Conferences. The capabilities of the products were introduced, discussed and demonstrated to a receptive group of about 300 people who attended the conferences in May.

The release status was provided as follows:

- RMS 1.4 - 6/9/81
ARC Support for 8800
Start-Up Utility
- RMS 1.5 - 7/81
Demonstrable WP
SNAP
DATABUS/DATASHARE
-- Console
-- Count
-- Scan
-- Tabbed I/O
- RMS 1.6 - 9/81
BACKUP and DCTAPE
EDIT
-- User Defined Function
-- RPG Tab Steps
CHARLOAD/CHAREEDIT
BJF with Independent Task
Support
- RMS 1.7 - 10/81
COBOL - Large Program
Support
RPG
8800 Communications
-- 2780
-- 3780
-- HASP
-- DATAPOLL®
ARCCOM
AIM Access from
DATABUS/DATASHARE

June Activities: SE Blitz Training Classes

- Version 1.4 was released on June 9 and is available through Software Distribution.
- The first RMS SE Blitz Training Class was scheduled for June 15-20. This class provided the

SE a conceptual overview of RMS and the 8800. Extensive benchmarks have been completed and the data will assist in the configuration of RMS and 8800 systems. Details of these benchmarks were covered in the class.

- The Installation and Configuration Guide was pre-released to each SE attending the class. Feedback on the content of the manual was requested, and recommendations will be included in the final release of the manual.

- A detailed application story of one of the RMS beta sites was provided in the Blitz training.

Questionnaires on RMS and 8800

Two questionnaires were handed out at the OPS SE Conference. The first questionnaire concerned the Blitz, RMS and the 8800. It requested that each SE list approximately five major questions they had regarding these topics. The answers received on the first questionnaire have been compiled and will be provided during the RMS SE Blitz Training. See your Blitz SE for details.

The second questionnaire asked for feedback on the SE's comfort with the product, their training, product support, marketing support and RMS or 8800 sales history. Responses to the second questionnaire are requested by July 31. The answers to these questions will be provided in the August RMS SE Blitz Class.

Any sales representative who would like to provide feedback to the Blitz Team on RMS or the 8800 may call Bob Harris at extension 7841 for a copy of the questionnaire.

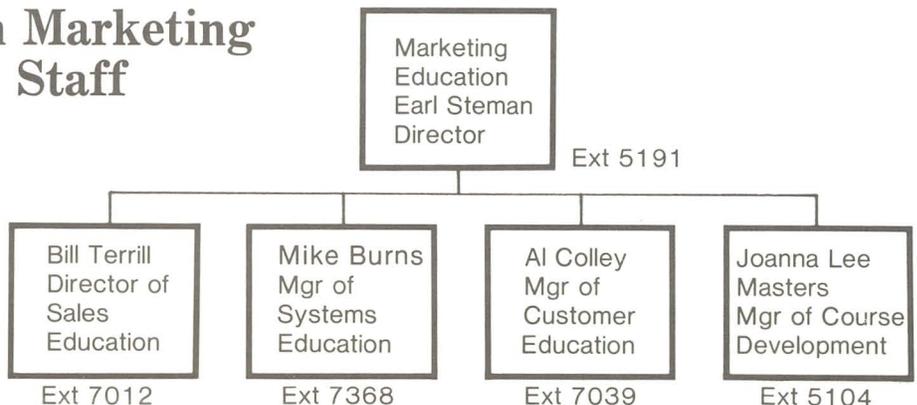
Bob Harris

Changes Made in Marketing Education Staff

Earl Steman is the new Director of Marketing Education.

He is responsible for Customer Education - San Antonio and Remote, Systems Education, Course Development and Sales Education.

The organization chart lists the director and managers who are reporting to Earl.





600 LPM Drum Printer Available from Refurb

Effective immediately, the 600 LPM drum printer is no longer available as a standard product, but may be acquired through refurb. However there are some new 300 LPM drum printers left. These are available at the special prices announced some weeks ago, listed below to refresh your memory:

Model Code	Special Price (U.S.)
9280	\$10,800
9281	\$12,200

Refurb Prices for Drum Printers

Description	Refurb Price (U.S.)
300 LPM 64 CHAR 9280	\$8,500
300 LPM 96 CHAR 9281	\$ 9,000
600 LPM 64 CHAR 9260	\$13,000
600 LPM 96 CHAR 9261	\$13,500

Drum Printer Lease Conversion Plan

A drum printer lease conversion plan was announced some time ago. To refresh your memory, the conversion prices are indicated below (U.S. dollars):

Years on Lease	300 LPM 64 CHAR (9280)	300 LPM 96 CHAR (9281)	600 LPM 64 CHAR (9260)	600 LPM 96 CHAR (9261)
.5-1	\$8,500	\$9,000	\$13,000	\$13,500
1-2	7,400	7,750	10,750	11,150
2-3	6,300	6,500	8,500	8,800
3+	4,750	5,000	6,500	6,750

Lease Renewal Program

This program is designed to keep our existing customers who are leasing drum printers happy. These renewal rates will help you avoid all of the aggravation associated with swapping a band printer for an already installed drum printer. The lease renewal rates are (U.S.):

Term of Lease	300 LPM 64 CHAR (9280)	300 LPM 96 CHAR (9281)	600 LPM 64 CHAR (9260)	600 LPM 96 CHAR (9261)
1 Year	\$420	\$490	\$550	\$620
2 Years	305	310	390	405
3 Years	275	280	350	355

For printer information, call Product Marketing/Printers, Extension 5191.



Operations Areas Announce Quarterly Support Winners

During the recent Systems Conference, Quarterly Operations Support Winners were announced.

Western Operations: Bruce Olson, East Central Region, Pittsburg Branch. Bruce has worked at the Pittsburgh branch for the past five years and has made significant pre-sales contributions to such customers as U.S. Steel, PPG and Koppers.

Eastern Operations: Judy Wilder, New York Metro Financial Branch. Judy has had major responsibility for Chemical Bank, which purchased \$3 million IEOS Systems.

Federal Region: Diane Hanagan, Diane, the marketing support specialist for the Federal Government Marketing Region, has provided all IEOS pre-sales and installation support, including for the Office of the Secretary of Defense, which currently runs an 84-processor ARC, beta testing for WP, EMS and planned expansion to one or more 8800s.

Congratulations to these three, and many thanks for their systems support efforts.

Each will receive a weekend excursion valued at \$1000 and an OPS Winner Plaque. They will contend with other quarterly support winners for the Systems Support Annual Award.

Bernd Harzog

Carol Snell



Customer Education Quiz:

How To Answer Your Customer's Questions

Q. Why is classroom training necessary?

A. Classroom training is the best guarantee of smooth, successful installation and on-going operation. Further, the hands-on lab exercises give excellent insight into current and future use of the system. The group experience is a reinforcement of the customer's decision to buy Datapoint.

Q. Why can't we go to school locally?

A. In many cases you can. At our regional and satellite education centers and the home Office in San Antonio we can offer you facilities designed for training. Our centers provide the best education in the shortest possible time. This intensive training pays off over the long run.

Q. We think the courses are expensive.

A. Using untrained or partially trained people always costs more in wasted time, or worse, fatal errors, than the cost of our courses. A well-informed person will save both time and money. (Each course costs \$600 per person.)

Q. The competition says they will train at no charge.

A. The charge for so-called "no charge" training is usually buried in other costs, or worse, the training is ineffectual.

Q. We want to go to school, but the expense of travel and living for a week is more than we can afford.

A. Look at training as an investment in productivity to minimize problems and gain the full potential of your system. Don't forget we can offer on-site classes.

Q. We are understaffed and can't let someone go for a week.

A. The strain of staff and deadlines is a common problem in any business. However, a week invested now will save you many weeks later. This training may well help make that deadline and will certainly ease the strain of a new system.

Q. If your system is so easy to use, why do I need the school?

A. The simplicity of use makes it easy to overlook the full potential of Datapoint equipment. Classroom training explores basic use as well as planned future use to maximize your return on investment.

Q. A programmer friend of mine knows your equipment and will instruct me.

A. Experienced programmers can often lend a hand and give good advice, but it is unlikely that they have either the time to devote to you or the training necessary to teach.

Q. We want to use the computer for a while to see if we need training.

A. Getting familiar with your system is certainly a good idea. However, at Datapoint we want to insure that you get started on the right foot so that you will remain a good customer. A good understanding of our system from the start will greatly assist you in all later efforts.

Q. Can we have on-site training?

A. Yes, we have a provision for this. However, we strongly urge you to visit one of our education centers wherever possible. On-site training generally encompasses two problems. One is the lack of available equipment. The other is the distraction of daily activity in one's office. Remember the answer given to the first question.

If you have any other questions about Customer Education, call extension 7039.

IEOS 1.3: A Comparison with 1.2

The following document, prepared by IEOS Market Support, International Operations, serves as a comparison between IEOS 1.3 and 1.2.

Here is a summary of how IEOS 1.3 differs operationally from IEOS 1.2. Although some of the new capabilities described below involve operations that you may not frequently use, read the entire document so you'll be prepared to use the new capabilities as you find need for them.

What Happens To Your Old Libraries

What about the libraries you used to use?

Your libraries are still there - you can access them simply by going into IEOS and opening the library just as before.

Signing On To 1.3: IEOS Command Options

Normally, you've waited until you got the DOS "ready" signal, then keyed in IEOS, and then from the Master Menu you've told the system which library to open for you. Now if you know which library you want to work in right away, you can follow the IEOS command with the name of the library to open.

Example: IEOS MYMEMOS.

You're now telling the system in one step to go into IEOS and open the library called MYMEMOS.

● Noclick

Also, you might want to follow the IEOS command by the word ;**NOCLICK** which will tell the system that you don't want the clicking of keys to be audible during key-in at the Master Menu.

● Leaving IEOS

Important! To get back to DOS (to leave IEOS Master Directory) key in **EXIT** rather than DOS.

Building New Libraries Presents Options

Note that when you need to generate totally new libraries (rather than opening up an existing library), you'll now use the command **BUILD** in order to open a brand new library. The system will also ask you some new questions, too.

● Auto Document Naming

Do you want Auto Document Naming? The system is asking you if you want your documents named automatically for you, possibly also putting the date as part of the document name. If you answer yes to this question and indicate that the format should look like this:

mmdLSnn

and indicate that numbering should start at 1, your first created document will be automatically named 0701LS01 when you simply CR (create) from the Master Menu.

Remember that a maximum of 8 character positions is allowed for the auto document naming format. If you prefer to name your documents yourself, like you've always done, answer no when the system asks you if you want Automatic Document Naming.

● Private vs. Shared Libraries

Most of the libraries you work on will be designated by default to be single user libraries. This means basically that the ending process will be faster than before. If you're using a library that many others are accessing at the same time, then this library should be designated as a multiple user library.

● Changing Library Values

The new **DESCRIBE** command allows you to change any of the following: library description, library type (single or multiple user), or document naming type.

Create, Modify and Scan: Primary Format Display

These commands operate pretty much as before. One difference is that whenever you enter into a document with one of those need to key in FOR to get the primary format listing - it will already be there. Also, if you decide that you don't want to create or modify (once you've hit return after giving the command and before

the cursor comes back under the primary format listing) you can hold down the KBD key (keep it depressed) and the operations will abort automatically, returning you to command mode in the Master Directory.

- Leaving the Document

You used to have to key in either END, ABORT or PRINT when you finished editing your document. Now, however, you have basically only the first two choices, but you can follow those by other commands such as:

```
end print
end mod doc letter2
end exit
```

Get the idea? Most important, remember that you can't just say "print" from within the document - now you have to key in first the primary operation, which is "end" and then follow that by "print". Nevertheless you'll find the ability to move quickly to the next operation very handy.

- Aborting Command Page #

Let's say you are modifying a document, are on page 5, and want to go to page 15. You'd use  page 15. But what if you remember that you wanted to correct something on page 10 along the way? Now you can depress the KBD key, and the system will stop scrolling, letting you stop along the way if you change your mind.

Overprint Capability and Continuous Underlining

You can now specify that one character overstrike another character at print-time, two characters printing in the same space. For example, in a legal document, overprinting with a slash would indicate that a clause has been deleted, or struck from the agreement:

~~CLAUSE 7~~

This command is issued the same way you're used to issuing boldface, underlining, etc. commands, except that you also indicate along with the command the character to be used as the overstrike character. In the above example, the command procedure was this:

 ove /  cursor key to indicate the characters to overprint

then the usual  .

If you indicate that the overprint character should be the underline key (-), then the underline key will overprint all characters, spaces between words and special characters, so you'll get continuous rather than broken underlining.

Example: Section B.1.A. Office Publications

Format Document Can Be Stored In Each Library

If you have a particular primary format that you use all the time in a library, a format which differs from the default format, for example

```
Paragraphs are set at 2 0
Left margin 10, right margin 65
Top margin 10 left 2
```

you can make this format substitute for the default primary format from now on. To do this, create a document called FORMAT in the library, change the format values the way you want them, and end the document. From now on, all documents you create will start off having the primary format characteristics of the document called FORMAT. Note that this won't affect the formats of already existing documents.

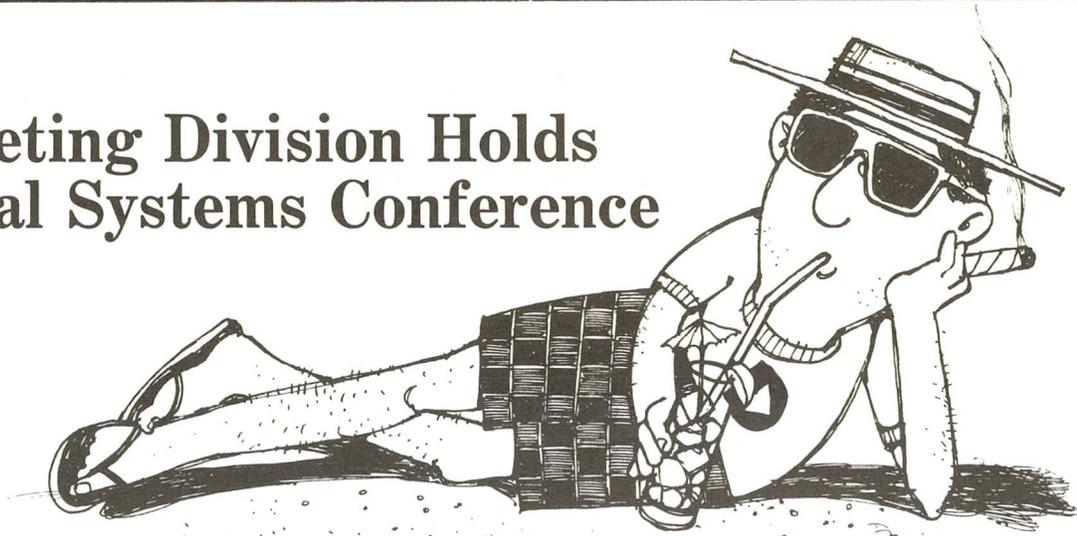
Printing Options: Copies, Remote or Local, Override

There have been quite a few changes to the print command. One of these is that you can now indicate how many copies to print. For example, you might say from the Master Menu:

```
print doc letter copies 3
```

and the printer will print 3 copies of the document "letter", whether you're using an attached (local) printer or spooler (remote). Notice the words **local** and **remote**, because those are new words to indicate whether you want to print on your attached (local) printer or on a remote printer on an unspooler. *(continued on page 14)*

Marketing Division Holds Annual Systems Conference



From the desert to the ocean, our Systems Organization spent three days hearing and seeing the latest product enhancements, listening to key home office executives and enjoying the sunshine at the Operations Areas Systems Conferences.

On May 23, systems people from Western Operations traveled to Scottsdale, Arizona to Del Webb's La Posada Resort Hotel. The conference officially kicked off with a welcome reception and cocktail party hosted by the Regional Managers of Western Operations. Julia Case from the Northwest Region nominated herself as official director of conference "party planning and organization" - making sure those attending enjoyed their leisure time as well as their business sessions.

Thursday morning's meeting centered on the technical excellence of Datapoint. A host of home office attendees, Steve James, Vice President Sales; Jim Cogan, Vice President and General Manager Computer Systems Division; Bob Harris, Director of Program Management; Bob Stephens, Director of Software Support-CSG; Kirby Herron, Director of Product Marketing; Chuck Rudolph, Manager of RMS Support; John Simmons, Manager of Product Support - Office Systems; and Rick McClellan, Director, Office Applications Product Planning, all presented the latest product strategy, enhancement and release information.

The afternoon started off with an All American Picnic and ended

with the Great Lakes Region winning the volleyball championship. (Guess what place the "Home Office" team came in . . .)

At dusk the group headed to the desert for a steak fry right out of the Old West. By the light of a bon-fire, some bandits from San Antonio crashed the party - Dick Palermo, Executive Vice President, Operations; Dub Warren, Vice President and Group Executive, Computer Systems Group; Vince Balhorn, Vice President and General Manager, Customer Service Division; and Millard Allen, Vice President and General Manager, Marketing Division. Several questions remain about that evening in the desert: Who really won the Cotton-Eyed Joe contest? Who really should have married that poor old farm girl, Len Julius or Steve James? Who did we really lose in the desert?

It was back to business Friday morning, when Mr. Palermo and Mr. Warren talked to the group about the corporation's growth, future and expansion plans. Chuck McCoy, Vice President of Software Development at our Western Development Center shared our corporate direction with respect to Technology of the 80's. Mr. Balhorn reviewed the tremendous growth, success and plans of Customer Service Division.

Earl Steman, Director of Marketing Education, and Mike Burns, Manager of Systems Education, presented new class schedules, new class development and a general overview of the future of Systems Education.

Mr. Allen hosted Friday's

Awards Luncheon where individual excellence was recognized. The Q3 Quarterly Regional Support Awards were presented to:

Julia Case - Northwest

Robert Braverman - Southwest

Bruce Olson - East Central

Wayne Pan - Great Lakes

Steve Tippit - North Central

Additionally, Bruce Olson was recognized as Operations Area winner.

As the Western OPS Conference came to a close, Granger Bradway and Fran Horne from Program Management packed up the equipment and prepared to head to the east coast off Jacksonville, Florida. Amelia Island Plantation was the location of the Eastern Operations/Federal Region Systems Conference.

The Florida conference commenced on May 27 with systems people from New York to Dallas, who were presented a wealth of corporate excellence, product excellence, new hardware and software, and time for relaxation and fun.

Not only did the Regional Managers/Directors host a reception Wednesday evening, but John Thornton, Vice President, Eastern Sales Operations hosted a "Thank You for all Your Efforts" and "Warm Welcome to Amelia Island" party at the beach club.

The next day's program was begun by Mr. James and Mr. Warren, followed by Bob Harris, Chuck Rudolph and Kirby Herron. Every individual at the conference had the opportunity to see, touch and feel our 8800 system running RMS. Then a sneak preview of software and products to come were unveiled.

Lunch on the beach preceded the "Anything Goes" Super Sports Activity. After all teams had completed their warm-up exercises, the real test of endurance began, with contests like Izzy-Dizzy, String the Team, Bear Hug, and Egg Toss. One popular sport, Pennies in the Sand proved that Systems Engineers really fight for their money.

The "Solvent Green Team", which consequently changed its name to "Mean Green" won the grand prizes. Members of the team demonstrated Kirby Herron's proverb: They had the guts, they wanted the glory, and they went for it.

At the evening barbeque, the bandits from San Antonio arrived. Mr. Palermo and Mr. Balhorn

brought with them Jonathan Schmidt, Vice President, Advanced Product Development, Dan Hosage, Vice President and Group Executive, Office Systems Group; and George Leonard, Director, Office Application Systems, OSG. The champion Mean Green Team challenged the bandits to competition and won.

Friday morning's business session began with Mr. Palermo's discussion of corporate growth, direction and expansion plans.

Mr. Schmidt reviewed Technology of the 80's and Mr. Hosage and Mr. Leonard presented the Integrated Electronic Office - where we are and where we're going. There was even a little talk about a system called "Spectrum".

Mr. Allen again hosted the Award Luncheon, spotlighting: Art Smith, Mid-Atlantic Diane McLaughlin, Northeast Pat LaTouche, Gulf Coast Judy Wilder, New York Metro Larry Johnson, Southern Steve Venable, Southeast Diane Hanagan, Federal John Thornton congratulated Judy Wilder from New York Metro, the Operations Area Quarterly Support Winner.

The Annual Systems Conferences came to an end, and back at work to close the marketing year, the support people were rested, relaxed and ready to carry the Datapoint banner of excellence.

Carol Snell



Lunch on the Beach at Amelia Island.



Mr. Palermo talks about Datapoint's Future at La Posada Resort, Arizona.



The Mean Green Team winners of the Sports Events at Eastern Ops Systems Conference.



S.E.'s fighting for their money - Pennies in the Sand - Amelia Island

UK's Ventek Moves to New Head Office

Ventek Computers has moved into its new head office on North Circular Road, in north London.

The company, which markets Datapoint® minicomputers, distributed processing and electronic office technology through the TRW network, now has its office and factory functions together under one roof. Until now, the main offices have been situated at Stonebridge Park, west London, with the engineering facilities at Acton.

The 80,000 square foot building is divided almost equally between office and factory space.

Integrated Electronic Office At Work

The move is significant in another way. Ventek intends to "practice what it preaches" by using Integrated Electronic Office™ technology.

Initially, the directors' suite and the sales and marketing departments will be equipped with an ARC system which brings together data processing, word processing and electronic mail within the building. Later this will be extended to other departments.

Marketing services manager Alan Watson explains, "The new head office brings together all of the elements of Ventek's operation, including production, central control for field engineering support for the whole country and a considerably enlarged software support group."

The new address is Ventek House, 400 North Circular Road, Neasden, London NW 10 0JG. Telephone: 01-459 1222.

From VENTEK News Spring 1981

Ventek Computers Opens Software Development Center

In an important part of its business development plan, Ventek Computers has opened a software development center in Leicester, England. The center, which is expected to grow rapidly from its initial staff of 15, will concentrate on the development of business-based package systems to run on Ventek's Datapoint minicomputers.

Solutions To Business Problems

In recent years, there has been an increasing demand from small to medium sized businesses for packaged computer solutions to business problems. Ventek's Leicester software center will be developing products which can attack this market.

New packages developed at Leicester will address many important business areas. The software center is at Lyn House, 39 The Parade, Oadby, Leicester.

Ventek's new 80,000 sq. foot building in north London brings office and factory functions together under one roof.



Datapoint 3800 Featured in Argentine Chase Ad

Here is a translation of a Chase Manhattan Bank advertisement which features a 3800 in the bank's computer system.

Chase Bank offers more flexibility than anyone when it comes to the transfer of funds. That is why Chase is Number One in the world.

The Chase daily transfers funds of more than fifty million dollars, more than any other financial

institution in the world. This requires the most advanced and modern technology, and more importantly, personnel specialization and capability. Of special interest to our correspondent banks in Latin America is the personal touch that our new Centro Regional de Servicio (RSC) system provides us in answering our questions in Castillian.

The Personal Touch.

The RSC in New York is dedicated exclusively to processing transactions of payments from Latin America. The personal touch is that RSC speaks Spanish and recognizes our time zones. Your instructions, which arrive over the telephone, via telex or through the mail, are processed in one day. Our system offers rapid attention and an expert solution to your problems.

Everything from your Desk.

You can also initiate the transfer of funds directly from a computer terminal on your desk. The electronic system of transfer from Chase provides direct access to a funds transfer system in New York. It is one of the characteristics of INFOCASH, our system designed exclusively for these operations.

Working at the same terminal you can access actual information at the instant the transactions take place, such as letters of credit, cancellation charges and actual balances of accounts in many other correspondent banks in the US and Europe.

Quickly, too.

Chase doesn't stop here. We are one of the principal users of the World Society of Interbank Transfers, "SWIFT". We have developed in our electronic system the capability of selecting the best route for all transactions so that they are processed with accuracy and speed.

If you need a better system, which is modern and specialized for the transfer of funds, you will find it at the Chase.



Daniel L. Porter, Vice President, Regional Institutional Manager, Argentina, Uruguay, Portugal

"El Chase ofrece más flexibilidad que nadie en materia de transferencia de fondos, por eso es número uno en el mundo".

El Chase realiza diariamente transferencias de fondos por más de \$5 mil millones de dólares, más que ninguna otra institución financiera en el mundo. Esto requiere la tecnología más avanzada y moderna y, más importante, personal especializado y capaz. De especial interés para nuestros bancos correspondientes de América Latina, el personal de nuestro flamante Centro Regional de Servicio (RSC), atiende sus pedidos en castellano.

El toque personal

El nuevo Centro Regional de Servicios en Nueva York se dedica exclusivamente a procesar transacciones de pagos desde América Latina. El personal es de habla española y trabaja con los mismos horarios que usted en el "Caso Sur". Sus instrucciones, ya sea que lleguen por teléfono, telex o carta, son cumplidas en el día. Nuestro centro le ofrece una atención rápida y una solución experta a sus problemas.

Todo desde su escritorio

Usted puede también iniciar la transferencia de fondos directamente desde una terminal de computadora en su escritorio. El sistema electrónico de transferencias del Chase provee acceso directo al sistema de transferencias de fondos de Nueva York. Es una de las características de "InfoCash", nuestro sistema exclusivo para estas operaciones.

A través de la misma terminal usted puede lograr información actualizada al instante sobre las transferencias, detalles sobre cartas de créditos canceladas y el cobro de descuentos y hasta los balances actualizados en cuentas en muchos otros bancos correspondientes en Estados Unidos y en Europa.

También con rapidez

Chase no se detiene allí. Ya que somos uno de los principales usuarios de la Sociedad Mundial de Transferencias Interbancarias "SWIFT", hemos desarrollado nuestro propio sistema electrónico que elige la mejor ruta para los mensajes, a fin de que sean procesados con exactitud y rapidez.

Si usted busca un sistema mejor, moderno y personalizado para la transferencia de fondos, lo encontrará por medio del Chase.

The Chase Manhattan Bank, N.A.
Reconquista 336
Buenos Aires, Argentina
Telephone 40-4442
Telex 21392



CHASE

(continued from page 9)

Where you used to say,

print doc letter on spooler

you now say,

print doc letter on remote.

● Print Override

If you put in a lot of stop commands when you want to temporarily halt the local printer, and then you decide not to halt after all, you can now specify

print override

and any stop commands you embedded will be ignored during the printing of that document.

● Forms Command

Different page lengths: if you are using a page length of 70 in your document (rather than the default 66 lines per page) you can tell the printer at the beginning of the day (when you turn it on) that it will be printing 70-line pages. Also, the **FORMS** command may be used to tell the printer to print a document in different line spacing - for example in 1-1/2 line spacing.

Display Command To Print On Screen

A new command **DISPLAY** has replaced your old Print on Screen routine. If you say from the Master Menu:

display doc letter

you'll get a full 22-line display of the document contents on the screen, and pressing the DSP key you can scroll more and more of the document on the display screen. To get the Master Directory back again, hit the return key when the display is terminated.

Output Command For Printing On TXTFILE, PRTFILE

Similarly, your old "Print on Txtfile" command has been replaced by a shorter, more logical **OUTPUT** command. As you might guess, the old "Print on Prtfile" command has been replaced by "Output on Prtfile".

Autotype Enhancements

Autotype now allows you to direct your printing to a remote printer, and also allows you to specify only certain records to be used. Moreover, if you need to use more than one datafile in your autotype operation, this can now be accomplished as well. Check with your supervisor to set up autotype operations using these new capabilities.

Aim Changes Are Significant

Search and locate can now be directed over break regions (e.g., text-between two new paragraph commands). For example, if you were searching for a document having to do with Little Red Riding Hood, you might say (like you're used to doing): **Search for Little & Riding**. However, the search would not find the document in the following case

This is the famous, very old story of Little Red
Riding Hood. It is quite a legend and
no one seems to know its origin.

since Little is on one line and Riding is on another.

Now, however, you can use a different "and" symbol between the keys, and the search will find the 2 keys even if they are not on the same line. This new option is expressed by a "+", so you'd say:

Search
Little+Riding

Or, appropriately, you can use an OR option, which will find all occurrences of both keys. You might say for example that you are looking for all occurrences of "GIC" or "Government Insurance" and AIM will show you all occurrences of both. This new option is expressed by a "|" (over the 6 on the keyboard), so you'd key in

"GIC | Government Insurance".

New Document Services For Copying, Renaming, Restoring

● Copy:

The **COPY** command allows you to accomplish any of the following quickly:

- make another copy of the document in the same library
- copy a document to another library
- add a **TEXTFILE** to a library as a word processing document

● Rename:

The **RENAME** command is now used to change a document's name or description, much like your old "NAME" command.

● Restore:

Your old "naming an inactive version to active new name" has been replaced by a much simpler command **RESTORE**.

Other Services

● Exit:

We've already looked at **EXIT**. It replaces your DOS command.

● Bulletin:

If you want to see messages which may be broadcast to all users, you can key in **BULLETIN**, and the system will display the message if there is one.

● Help:

If you want more information (than just the command line syntax) about any of the commands in your master directory, you can key in **HELP** followed by the command name you're interested in. The system will display paragraphs of information about the command you indicated.

Utility Command

When you key in **UTILITY** from the Master IEOS Directory, you'll get a new, smaller menu with some new commands. Briefly, these commands are:

CAT. Examples: **CAT LIKE /LIB** shows all your library names. **CAT LIKE CUT?/WP** shows all your cut file names.

FREE. Example: **FREE ON SYSPACK** shows number of sectors available for use on the volume called **SYSPACK**.

LIBINFO. Example: **LIBINFO LIBRARY CURRENT** shows the status information for the library **CURRENT** - i.e. how many users, how much room it is taking, whether you should pickup, etc.

MOUNT. Example: **MOUNT VOLUME SALES NAME LINDA CODEWORD TRAINING** allows you to mount another volume, using Linda's subdirectory.

DISMOUNT. Example: **DISMOUNT VOLUME ADMIN** allows you to remove the volume from your accessibility.

RECOVER. Example: **RECOVER DOCUMENT LETTER** makes the system correct whatever was wrong with that document which kept going into debug with error messages.

LIST. Example: **LIST FILE CUT1/WP** allows you to list documents or file names to the screen. You can now check to see what is in a particular cut you made.

DELETE. Example: **DELETE LIBRARY OLDMEMO/LIB** allows you to kill an entire library and its contents in one step. Use this command with great caution.

KILL. Example: **KILL CUT1/WP** allows you to kill any file name other than a **/LIB** or **/AIM**. Use this command with great caution. Do not **KILL** something unless you know what you're doing.

The new IEOS Simlified User's Guide, Document No. 50502, is available through software services.

Linda Schmahlenberger

Customer Education Course Schedule

CLASS	DATE	PLACE	CLASS	DATE	PLACE
Intro to Datapoint Programming	8/10	Arlington			San Antonio
	8/17	Des Plaines			New York
		New York			Atlanta
	8/24	San Antonio		10/12	San Antonio
	8/31	Atlanta			Seattle
	9/14	Arlington		10/19	San Antonio
	9/28	San Antonio			Los Angeles
	10/5	San Mateo			Philadelphia
10/19	New York		10/26	San Antonio	
10/26	San Antonio			San Mateo	
Disk Concepts & Operations	8/3	San Antonio			New York
		Des Plaines			Arlington
		New York			Denver
	8/10	San Antonio	Advanced DATASHARE	8/10	Farmington Hills
	8/17	San Antonio		8/24	San Antonio
	8/24	Arlington		9/14	Boston
		San Mateo		9/21	San Antonio
		Denver		10/12	Des Plaines
	8/31	San Antonio		10/19	San Antonio
		New York			
	9/14	Seattle			
		Farmington Hills	Attached Resource Computer (ARC)	8/24	San Antonio
	9/21	New York		9/21	Des Plaines
		San Antonio		9/28	San Antonio
	Los Angeles		10/19	San Antonio	
10/12	San Antonio				
	Arlington				
	New York	Word Processing Concepts and Operations			
10/19	Des Plaines		8/3	San Mateo	
10/26	San Antonio		8/10	Des Plaines	
			8/17	San Antonio	
Disk Operating System	8/17	San Antonio			Arlington
	9/28	San Antonio			New York
		New York			San Antonio
	10/12	Farmington Hills		8/24	San Antonio
	10/26	San Antonio		8/31	San Antonio
					San Mateo
Resource Management System	8/3	New York		9/14	San Antonio
	8/10	San Antonio			Des PLaines
	8/17	Boston			New York
	8/24	San Antonio		9/21	San Antonio
	8/31	San Antonio			Arlington
		Des Plaines			San Antonio
	9/21	San Antonio			San Mateo
		New York		10/5	Des Plaines
	10/5	Arlington			New York
	10/12	San Antonio		10/12	San Antonio
	10/26	Des Plaines		10/19	San Antonio
					San Mateo
DATASHARE	8/3	San Antonio		10/26	Arlington
		Seattle			San Antonio
	8/10	San Antonio	Electronic Message System (EMS)	8/24	San Antonio
		San Mateo		10/5	San Antonio
		New York			
	8/17	San Antonio	Basic LDCS - Version 4	8/17	San Antonio
		Los Angeles		9/28	San Antonio
	8/24	Des Plaines		10/19	Boston
	8/31	San Antonio		10/26	San Antonio
		Arlington			
	9/14	San Antonio			
		New York	Advanced LDCS	9/14	San Antonio
	9/21	San Antonio			
		Boston	Automatic Call Distributor (ACD)	8/10	San Antonio
	Philadelphia		9/21	San Antonio	
9/28	San Antonio		10/19	San Antonio	
	Des Plaines				
	Arlington				
	Denver	SNAP Assembler	8/24	New York	

DATASHARE 6 1.1.1 Released

DATASHARE 6 version 1.1.1 maintenance release is now available. This release incorporates several major new features as well as significant bug fixes.

New Features

The new features include:

- When running an 1800/3800 with 9462 MPCA, a maximum of 8 ports is allowed.

- 8200 terminals can now be configured as 8200s; however, internally they are indistinguishable from 3600s.

- The CONSOLE port supports the * RD list control.

- Configuration of an 1800 with 9320 disk now requires the correct memory size.

- The SPECIAL option allows records written via ISAM writes to be record-compressed in the text file. Additionally, the user may now change the currency symbol produced in output from a dollar sign to some other character. The user can also interchange the role of decimal points and commas in EDIT.

Problems Corrected

The problems corrected are in the following areas:

- File Handling
- Print Spooling
- 1800 DOS.D with 9320
- Traps
- DSCNCT
- Rollout

Note that because of the changes in DATASHARE 6 1.1.1, the configuration files (/CFG) created by DS6 1.1 are incompatible with the DS6 1.1.1 configurator. All configuration files must be reconfigured. Also AIM support under DS6 1.1.1 requires DBCMPLUS 3.1.1 and AIMDEX 2.6.2.

All DATABUS programs using AIM must be recompiled with the new DBCMPLUS before running on DS6 1.1.1. UPS support requires UPS 2.1, and slave station support requires DSSLAVE 1.1.

How To Order

To order DS6 1.1.1 for your customers currently on software maintenance for 9828, use an SOS. Order model code 9828 with a description of DATASHARE 6 1.1.1 UPGRADE. There are no software license fees for an upgrade if the customer has been paying software maintenance. If the customer has not, the full \$1500 (U.S.) software license fee must be charged.

On the next line of the SOS, just below 9828, order the appropriate media: either 4 cassettes, 2 diskettes, or 1 double density diskette.

Carolyn Lusk

Controller's Corner

Order Tracking System

The Order Tracking System (OTS) is a field system that was designed, developed and programmed by Field Personnel to accomplish the following objectives:

1. Automate manual logs used to track orders.
2. Report booking, shipment and revenue activity at all field levels.
3. Reconcile OTS/ISV to Incentive Compensation ISV reports.
4. Monitor branch/salesman performance.

Implementation

In March 1981 all regional administrative personnel met in San Antonio to load Q3 and Q4 quotas into OTS. In addition, OMS backlog and shipment data were reconciled and entered into OTS to ensure accuracy of ISV and revenues against plan. "Health Reports" which identify the State of the Region were then run on MTD, QTD, and YTD basis.

Each region is now fully educated and trained on OTS. Plans are set for each region to be completely off manual logs by 07/06/81.

Summary

Regional management has agreed that OTS is a workable tool that has helped them reduce operating cost and improve order processing accuracy, timeliness, and tracking. Furthermore, OTS has significantly increased the productivity of the administrative personnel. Some regions have estimated that OTS has saved them 30 to 40 percent of the workload that is associated with tracking and reporting of activity.

Several OTS enhancements are planned in Q4 which will further increase efficiencies and provide more detailed analytical reporting.

Special thanks to Bob Dickinson, Gulf Coast Regional SE Manager and Bruce Davis, Gulf Coast MRFA for their outstanding efforts on OTS.

Ad Schedule



July Publications

INC.

1550 (Why a Small Business Should Never Buy a Small Business Computer)

Communications News

LDCS (We're Saving \$25,000 a Year)

Datamation

IEO

Modern Office Procedures

1550

The Office

1550

13 Computerworld

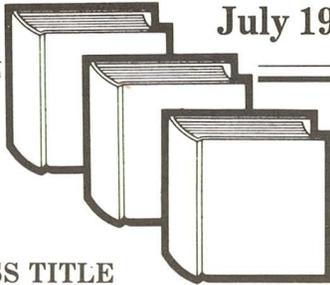
DATASHARE 6

27 Computerworld

Way Past the Drawing Stage

Sales Education San Antonio

(formerly Marketing Education)
CLASS SCHEDULE
July 1981 - January 1982



CLASS TITLE	DATES OF CLASS
Sales Orientation (DP)	July 6 - July 17
OEM/REP (DP)	July 6 - July 10
ISX/KSX/CDR	July 13 - July 17
Resource Management Systems Sales	July 20 - July 24
ARC	August 3 - August 5
Sales Orientation (DP)	August 10 - August 21
Sales Orientation (CMP)	August 21 - Sept. 4
CMP Crosstraining	August 24 - August 28
Resource Management Systems Sales	Sept. 7 - Sept. 10
Products and Markets	Sept. 7 - Sept. 9
ISX/KSX/CDR	Sept. 14 - Sept. 18
Sales Orientation (DP)	Sept. 21 - Oct. 2
Sales Orientation (DP)	Oct. 12 - Oct. 23
Sales Orientation (CMP)	Oct. 26 - Nov. 6
Sales Orientation (DP)	Nov. 9 - Nov. 20
Resource Management Sales	Nov. 16 - Nov. 20
ISX/KSX/CDR	Nov. 16 - Nov. 20
Sales Orientation (CMP)	Dec. 7 - Dec. 18
Resource Management System	Jan. 11 - Jan. 13
Sales Orientation (DP)	Jan. 11 - Jan. 22

The Mythical Man-Month

If anyone ever thoroughly justified the existence of ARC, Fred Brooks has not only proven it is the only way to go, he has the credentials to back it up. Brooks headed the IBM360 Operating System Design and Programming team and knows his computers as well as being an expert in mainframes.

Large, Monolithic Computers Are Not In The Future

Brooks shows that it is not the computer that is hard to build, it is the software and he proves it, showing that big complex software systems could theoretically take forever to finish.

His classic statement "If you want a program to take twice as long to develop, double the number of people assigned to do it", shows that small, modular software tasks are the most efficient - both in terms of speed (the ARC environment) and in programming cost.

Expandability's The Key

Brooks also points out that constantly updating programs for new machines or to add users is not the way of the future - adding computer horsepower is.

Excellent Pre-Sales Stuff

Here is an expert IBM mainframer giving proof that ARC architecture computers are the wave of the future.

If your mainframe customer does not think ARC can save his next decade, this book probably will prove it.

How To Get It

You can order Mythical Man-Month (MMM) from Hayden Publishing -- they also publish Computer Design magazine and there is usually a card in the magazine to order MMM information.



Refurb Equipment

Model	Description	Qty.	Price	Maint.	Install.	Model	Description	Qty.	Price	Maint.	Install.
4220	226 Processor, 5MB storage (two 2.5 MB Diablo Drives, 1 fixed, 1 removable cartridge). Controller. Multiport Interface, D/S software. Documentation		9000	205	500	* 9260	600 LPM Printer 64 Char		13000	200	175
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge) Controller, Multiport Interface D/S Software, Documentation	1-3 4-10 11+	17750 16500 15550	234	650	* 9261	600 LPM Printer 96 Char		13500	220	175
4523	5500 Processor, 5 MB Storage (two 2.5 MB Diablo Disks, Controller, DOS Software Documentation	1-3 4-10 11+	16500 15250 14250	216	620	* 9280	300 LPM Printer 64 Char		8500	136	175
4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3 4-10 11-25 26+	24000 22500 21000 19500	331	775	* 9281	300 LPM Printer 96 Char		9000	152	175
4533	5500 Processor, 48K Dual Disk and Controller, 20MB DATASHARE Software Documentation	1-3 4-10 11-25 26+	22750 21250 19750 18250	313	755	5548	5500 Processor, 48K Memory		10000	178	200
4540	5500 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation		29450	497	1000	9350	Console Front-load 2.5MB Controller/Drive		2975	93	165
4543	5500 Processor, 50 MB Disk Storage Controller, DOS Software and Documentation		28200	479	970	9351	Freestanding Front-load 2.5MB Controller/Drive		2975	93	165
4620	6600 Processor, 5MB Disk Storage Controller, Multiport Interface D/S Software and Documentation	1-3 4-10 11-25 26+	19950 18700 17700 16200	255	700	9354	2.5MB Extension, Removable Cartridge. (no controller)		2400	57	125
4623	6600 Processor, 5MB Disk Storage Controller	1-3 4-10 11-25 26+	18700 17450 16450 15000	221	670	9356	2.5MB Extension, Fixed Cartridge		2400	57	125
4640/4644	Both: 6600 Processor, 50MB Disk Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC Software, Documentation		36500	628	1000	9357	Console Front-load 2.5MB Controller Drive, 4K Buffer Memory		3075	86	175
4643	6600 Processor, 50MB Disk Storage Controller, DOS Software and Documentation		35250	610	970	9358	Freestanding Front-load 2.5MB Controller Drive, 4K Buffer Memory		3075	86	175
4740	256K Processor, Dual Disks and Controller, 50MB Multiport D/S Software and Documentation		39100	644	1000	9370	Freestanding 25MB Mass Storage Drive		7750	135	165
4745	ARC File Processor 256K, Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation		39100	639	1000	9371	25MB Mass Storage Drive Extension		9950	178	250
1131	Diskette 1130 Processor, 1 drive		2875	64	165	9373	Console 25MB Mass Storage Drive Controller		9950	178	250
1132	Diskette 1130 Processor, 2 drives		3162	83	165	9291	60LPM Printer, Parallel Interface		1995	56	165
1133	Diskette 1130 Processor, 3 drives		3450	101	165	9292	60 LPM Printer, Serial Interface		1995	56	165
1134	Diskette 1130 Processor, 4 drives		3737	122	165	9294	120 LPM Printer, Parallel Interface		1995	79	165
1174	Diskette 1170 Processor, 4 drives		5500	130	185	* 9250	Console Servo Printer		1595	72	165
9381	Console Diskette Controller, 1 drive		2150	37	165	* 9251	Freestanding Servo Printer		1595	72	165
9382	Console Diskette Controller, 2 drives		2450	57	165	9231	80 CPS Freedom Printer (Serial)	1-3	1750	41	165
9383	Console Diskette Controller, 3 drives		2750	76	165	9232	80 CPS Freedom Printer (Parallel)	4-10 11-25 26+	1600 1500 1395	41	165
9384	Console Diskette Controller, 4 drives		3050	96	165	* 9235	160 CPS Freedom Printer (Serial)	1-3	1995	57	165
9385	Freestanding Diskette Controller, 1 drive		2150	37	165	* 9236	160 CPS Freedom Printer (Parallel)	4-10 11-25	1850 1725	58 57	165
9386	Freestanding Diskette Controller, 2 drives		2450	57	165	* 4640/9280**	4640 and 300 LPM Printer		41500	764	1000
9387	Freestanding Diskette Controller, 3 drives		2750	76	165	* 4644/9280**	4644 and 300 LPM Printer		41500	759	1000
9388	Freestanding Diskette Controller, 4 drives		3050	96	165	* 4643/9280**	4643 and 300 LPM Printer		40250	746	970
1108	Cassette 1100 Processor, 8K Memory		2200	75	80	* 4540/9280**	4540 and 300 LPM Printer		34450	633	1000
2226	2200 Processor, 16K Memory		2400	113	100	* 4543/9280**	4543 and 300 LPM Printer		33200	615	970
						* Print Pac I**	5556 RIM and (3) 300 LPM Printers		23000	452	675
						* Print Pac II**	5556 RIM and (3) 600 LPM Printers		38450	644	675
						* 4520/9232**	4520 and 80 CPS Printer		18500	275	650
						3601	Datastation Terminal		995	21	35
						3400	Acoustic Coupler		225	16	25
						9401	Comm Adaptor		450	18	25
						9402	Comm Adapter		450	18	25
						9404	Comm Adapter		450	14	25
						9408	DATASHARE Modem, 1200 baud transmit 150 baud receive full duplex				25
						9409	DATASHARE Modem, 1200 baud receive 150 baud transmit full duplex		450	18	25
						9420	Comm Adaptor		450	14	25
						9460	Comm Adaptor		450	18	50
						9551	9 Track 800 BPI 8.5 in. Reel		4500	77	165
						9581	9 Track 1600 BPI 8.5 in. Reel		7500	97	175
						9583	9 Track 1600 BPI 10.5 in. Reel		9000	91	175

Prices are U.S. Dollars
 **Special Ordering Information.
 Those others that are bundled need to be ordered as individual lines items on Order Entry Form #60719.
 *Temporarily out of stock.

Datapoint Reports Record Third Quarter Earnings



Datapoint Corporation has reported net earnings (unaudited) of \$12,873,000 or \$.63 per fully diluted share for the three months that ended April 30, 1981.

This compares with net earnings of \$8,384,000 or \$.47 per share for the comparable period a year ago.

For the nine months ended April 30, 1981, net earnings were \$35,312,000 or \$1.79 per fully diluted share, which compares with earnings of \$24,250,000 or \$1.38 per share for the first nine months of fiscal 1980.

Revenues for the nine-month period were \$292,306,000, an increase of 28 percent over the \$228,127,000 reported for the comparable period in fiscal 1980.

Shipments Set New Records

Harold E. O'Kelley, chief executive officer, said that orders, shipments and backlog for this third quarter of fiscal 1981 set new records for the company compared to any previous quarterly period. Mr. O'Kelley said that orders were up significantly from the previous record third quarter of fiscal 1980, and that orders for the company's recently announced Information Switching Exchange (ISX™) have not been included in either third quarter orders or backlog.

Datapoint Systems Education

Class Schedule - June through December 1981

The following classes will be scheduled pending minimum number (5) of students and available resources:

ACD 2 (Advanced - 5 days)	COBOL (5 days)
LDCS 2 (Advanced - 5 days)	RPG (5 days)
Data Comm 2 (5 days)	BASIC (5 days)
Assembler 3 (5 days)	FORTRAN (5 days)
ISL Conversion Seminar (5 days)	Channel Adapter (5 days)

All classes listed will be offered in San Antonio at the Systems Education Training Center, 4211 Gardendale, Suite A200, unless indicated otherwise.

Upon request, we can offer the following classes in the field but only when proper hardware and facilities are coordinated through the Regional Systems Managers:

DATABUS/DATASHARE	Word Processing/EMS
DOS/ARC	Assembler 1
COBOL	CMIS/IBP
RPG	Basic LDCS
BASIC	Basic ACD
FORTRAN	LDCS 2
ISLConversions	ACD 2
EMS/Message Services	Basic LDCS/ACD

Notes on changes in curriculum:

*DP (Data Processing) Orientation was called Product Orientation.

*Basic LDCS and Basic ACD integrated into CMP Orientation which also includes Basics of Telephony, Traffic Engineering, CMIS, ISX, KSX, CASH and CDR.

*Systems Orientation was called S.E. Orientation.

*DOS/Disk has been integrated into DOS/ARC.

All classes start promptly at 8:30 a.m. on Monday, finish approximately 5 p.m. daily, and finish at 1 p.m. on the last Friday of the course.

New Hire Curricula:

For Data Processing SE's:

Minimum 2 weeks field work.

DATABUS/DATASHARE (5 days) (if no prior DATABUS Programming) Note: Customer Education DATASHARE class can be attended instead.

DP Orientation (10 days)

Systems Orientation (5 days)

For CMP CA's and SE's:

Minimum 2 weeks field work (with LDCS install preferred)

DOS/ARC (5 days)

CMP Orientation (10 days)

Systems Orientation (5 days)

For MSS's and MSR's:

Minimum 2 weeks field work

Customer Education's Word Processing course recommended

DOS/ARC (5 days)

Word Processing/EMS (5 days)

EMS/Message Services (5 days)

Systems Orientation (5 days)

continued on next page

(Datapoint Systems Education continued)

For Associate SE's:

- Six weeks field work
- 1st San Antonio Phase - ASE (20 days)
- Eight weeks field work
- 2nd San Antonio Phase - ASE (20 days)
- Sixteen to twenty-eight weeks field work
- Call extension 7368 or write to Mail Station C01 for more information.

Mike Burns

Course	Date
DATABUS/DATASHARE (5 days)	Jul. 6, Aug. 10, Sep. 14, Oct. 26
DOS/ARC (5 days)	Jul 6, Aug. 10, Sep. 14, Oct. 26
DP Orientation (10 days)	Jul. 13, Aug. 17, Sep. 21, Nov. 2, Nov. 30
CMP Orientation (10 days)	Aug. 17, Sep. 21, Nov. 2, Nov. 30
WP/EMS (5 days)	Aug. 24, Sep. 14
EMS/Msg. Services (5 days)	Aug. 31, Sep. 21, Nov. 2
Systems Orientation (5 days)	Jul. 27, Aug. 31, Oct. 5, Nov. 16, Dec. 14
Advanced DOS Systems (10 days)	Jul 27, Oct. 19
Data Comm 1 (10 days)	Aug. 10, Oct. 12, Nov. 30
RMS1 - Transition (5 days)	Jul. 13, Aug. 17, Sep. 21, Nov. 30
RMS2-DB/DS/COBOL/Comm (5 days)	Jul. 20, Aug. 24, Sep. 28, Nov. 16, Dec. 7
Assembler 1 (5 days)	Oct. 5, Oct. 12
Assembler 2 (5 days)	Oct. 19
CMIS/IBP (5 days)	Aug. 3, Oct. 12
ISX/KSX/CASH/CDR (5 days)	Jul. 13, Sep. 14, Nov. 16
Basic LDCS (5 days)	Jul. 20
ASE Group 1, 1st S.A. Phase	Aug. 3 (20 days)
ASE Group 1, 2nd S.A. Phase	Oct. 26 (20 days)

The Game of Life:

FORTRAN Demo Available

Life. Death. Status Quo. All this can be under your control as you witness the onward march of generations in "THE GAME OF LIFE".

This new FORTRAN demo program is now available from Product Marketing. The game takes a population matrix from disk as the initial generation (yes, you get to be THE CREATOR), and then applies a set of rules to decide whether cells should live, die, or remain the same in the next generation.

The resulting generation matrices are reported on either a local printer or a spooled print file on disk. Summary population statistics appear on the screen.

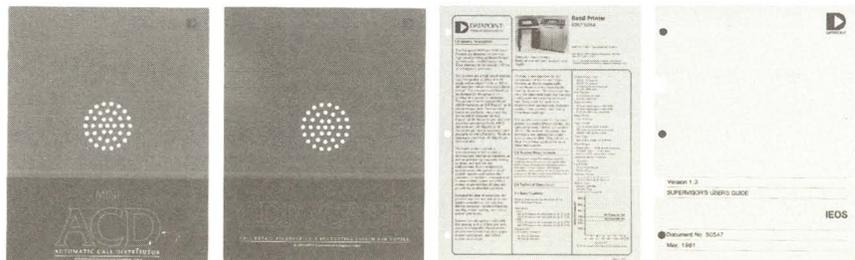
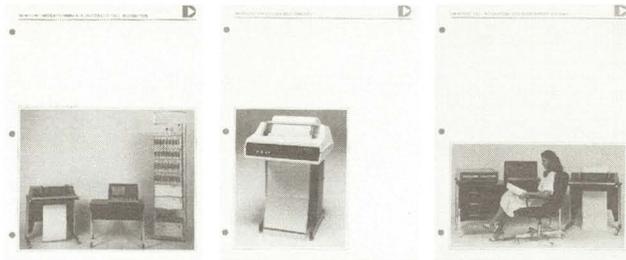
The program demonstrates computational performance, matrix manipulation, and relatively sophisticated input/output features of the language in an entertaining fashion on 1500, 1800, 3800, 6600 and 6000 processors.

To obtain your copy send a scratch cassette to Product Marketing, FORTRAN demo, mailstation K15.

New Marketing Support Materials Available

These new marketing support items are available through Software Services:

- Mini-ACD Brochure, Document Number 61109
- CDR/CASH Brochure, Document Number 61111
- Band Printer 9257/9258 Product Specification, Document Number 60974
- IEOS 1.3 Supervisor's Users Guide, Document Number 50547
- Call Accounting and Management Systems Flysheet, Document Number 61112
- Infoswitch/Mini-ACD Flysheet, Document Number 61110
- 132 Column Belt Printer (9297, 9214 and options) Flysheet, Document Number 60620
- Mini-ACD Slide Presentation, Document Number 61151
- CDR/CASH Slide Presentation, Document Number 61150. Available through Software Services.



Software Release Summary

Symbol	Date	Release Description	UG	OBJ	Media
MEMTST15 1.1	4/07/81	1500 Comprehensive Memory Diagnostic	50606	20790	ALL SSSD(1) DSDD(1)
LOAD18 2.1	4/06/81	DOS.D 2.6 Load Command	50498	40426	SSDD(1)
DCCONV18 1.3	4/14/81	1800 Single/Double-Density File Copy Utility	50343	40310	DSDD(1)
DCDFMT18 2.1	4/16/81	1800 IBM Diskette Conversion Program	50344	40311	DSDD(1)
SER15 1.2	4/13/81	Serial Printer Diagnostic for 1500	50466-1	20659	ALL SSSD(1) DSDD(1)
LINK15 1.2	5/04/81	1500 Linking Editor for Relocatable Modules	50468	20663	ALL SSSD(1) DSDD(1)
FIXREL 2.1	5/12/81	Relocatable FIX Utility	50315 50314 (Systems)	2044 20442 40336	C(1) SSSD(1) DSDD(1)
REMDOS 1.2	5/12/81	Remote DOS Maintenance Program	50465	20648 20649 40412	C(1) SSSD(1) DSDD(1)
MLDC1000 2.1	5/12/81	Burroughs Newline RJE MULTILINK Interface	50280	20399 20401	C(1) SSSD(1)
DPDMP55 4.1	3/27/81	5500 DATAPOLL Asynchronous Disk Master Program	50451 (Systems)	20609 20610	C(1) SSSD(1)
ML15VIP 1.2	3/27/81	Honeywell VIP 7700 Line Handler for DBML15	50203 50532	40408 20770	SSDD(1) ALL SSSD DSDD
MD378015 3.1	4/13/81	1500 Stand-alone 3780 and 3741 Emulator	50478	20671	ALL SSSD DSDD
DPSDSP55 4.1	4/07/81	Datapoll Synchronous Disk Slave Program	50452 50203 (Systems)	20611 20612 40405	C(1) SSSD(1) SSDD(1)
ML3780 3.1	4/08/81	IBM 3780 Multilink Driver	50338	20469 20470 40326	C(1) SSSD(1) SSDD(1)
DPDSP55 4.1	4/09/81	5500 DATAPOLL Async Disk Slave Program	50453 50196 (Systems)	20618 20619 40406	C(1) SSSD(1) SSDD(1)
DISK1418 1.1	4/09/81	1400 Diskette Diagnostic for use on an 1800 Processor	50509	20774 40428	C(1) DSDD(1)
DISK1415 1.1	4/09/81	1400 Diskette Diagnostic for use on a 1500 Processor	50538	40440	DSDD(1)
FORT55 1.1	3/24/81	FORTRAN Compiler for 5500	50526	9838	ALL C(3)
MLVIP 2.1	3/23/81	Honeywell VIP Multilink Interface	50278	20397	C(1)
ML15TTY 1.3	3/18/81	Teletypewriter Line Handler for DBML15	50513	20744	ALL SSSD(1) DSDD(1)
FCOPY15 1.1	3/16/81	1550 Inter-density Diskette File Copy	50621	40458	DSDD(1)
DBML15 1.3	3/18/81	1500 Databus Interpreter with Multilink	50460	20633	ALL SSSD(1) DSDD(1)
MTERUP 1.3	3/10/81	Remote User Program	50435	20589 20590 40455	C(1) SSSD(1) SSDD(1)
MLTC3500 3.2		Burroughs MULTILINK Interface (Interactive)	50281	20400 20402 20432	C(1) SSSD(1) SSDD(1)

TRADE SHOWS



sponsored by Datapoint
 * - sponsored by other than Datapoint

Any OEM or Datapoint Representative may rent the demonstration equipment, pending availability. Reservations are required six months in advance to ensure equipment usage on desired dates. For information contact Bonnie Cushman at (512) 699-7059.

* July 8-11	ACA International Convention (American Collection Assoc.)	Chicago, IL
* July 9-11	Texas Indp. Insurance Agents Conv. (MATRIX Insurance Services)	San Antonio, TX
* July 21-24	Louisiana Oil Marketers (General Information Services Inc. - GIS)	New Orleans, LA
July 22-25	National Office Machine Dealers Association (NOMDA)	Las Vegas, NV
* Aug. 5-8	National Shorthand Reporters Assoc. National Convention (Baron Data Systems)	San Francisco, CA
* Sep. 15-17	National Business Aviation Annual Convention (Computerware, Inc.)	Anaheim, CA
Sep. 15-18	Securities Industry Assoc.	New York, NY
Sep. 23-26	Telecommunications Association	San Diego, CA
* Oct. 2-4	National Office Products Show (Continental Data Systems)	Chicago, IL
* Oct. 15-17	Professional Insurance Agents National Convention (MATRIX)	Washington, DC
* Oct. 18-21	California Independent Insurance Agents Convention (MATRIX)	Palm Springs, CA
* Oct. 19-21	Joint Meeting of American Society of Pathologists & American College of Pathologists (Medical Scientific International)	Las Vegas, NV
* Oct. 25-28	Mortgage Bankers Assoc. (RADIX)	New Orleans, LA
* Oct. 30-Nov. 5	Annual Meeting of American Assoc. of Blood Banks (Holly Cove, Inc.)	Chicago, IL
* Nov. 1-4	DPMA San Francisco '81 (Datapoint San Francisco Branch)	San Francisco, CA
Nov. 3-5	Federal Office Automation Conference (FOAC)	Washington, DC
* Nov. 4-6	National Oil Jobbers Council (General Info Systems, Inc. - GIS)	Philadelphia, PA
* Nov. 9-12	US League of Savings and Loan Association National Convention (RADIX Corporation)	New York, NY
Nov. 17-19	SE Telecommunications Association	
Nov. 19-22	COMDEX	Las Vegas, NV
* Dec. 5-10	American Society for Hospital Pharmacists (Medical Scientific International)	New Orleans, LA
* Dec. 14-16	International Foundation for Employee Benefits Plans - EDP Conference (ADSERV)	Hollywood, FL



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