

D A T A P O I N T

MARKETING

NEWS

Dispersed Data Processing Helps Journal Make Headlines

Hardly a week goes by without some reference to the *New England Journal of Medicine* in the press. The research reports, political, economic and ethical health care issues published each week in the *Journal* often make headlines worldwide.

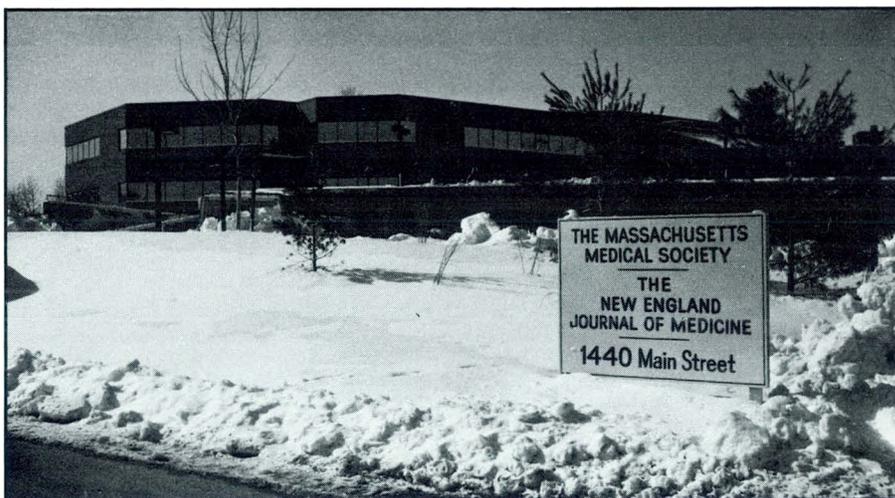
In its 171st year, the *Journal* is used by physicians in over 130 countries to keep abreast of the latest developments in medicine. Noted for its intelligible, literate and often witty writing, the *Journal* is clearly at the top of its field. A tribute to its "continuing excellence in science reporting," it became the first medical publication to win the George Polk Award in 1978, an honor usually reserved for magazines, newspapers and broadcasting.

High standards of quality and professionalism are reflected in the exacting reviews of the manuscripts for accuracy, originality, and general interest. Most of the thousands of unsolicited manuscripts received at the *Journal's* offices each year are sent to at least two experts in the field for review before the well-respected, knowledgeable staff does their own review. Production standards are high, too. From the high quality glossy stock, and full-color ads, to the finely executed graphics, the *Journal* invests the time and thought it takes to produce a consistently good product.

Recently the business offices of the *Journal* were moved to the Massachusetts Medical Society's (the *Journal's* parent organization) new multi-million dollar facility outside Boston. There, with the business and administrative functions supporting it, the words quality and professionalism also apply.

Comprehensive Business System

The data processing staff at the *New England Journal of Medicine* has designed and implemented an office automation system consisting of several different application packages. A subscription management system, an advertising management package, a membership system for the Massa-



In its 171st year, the New England Journal of Medicine, which recently moved to a new multi-million dollar facility, is used by physicians in over 130 countries to keep abreast of the latest developments in medicine.

chusetts Medical Society, and an accounting and finance system are in place with plans already underway for expansion into other areas. A network system which ties together 22 DATAPOINT® processors and terminals and an IBM mainframe helps the *Journal* manage its day to day business.

Coaxial cable was installed throughout the *New England Journal of Medicine's* business offices during the construction in anticipation of expansion of the DATAPOINT ARC local network.

According to John Fumicello, Manager, Information Systems, the DATAPOINT AIM™ (Associative Indexing Method™) feature was also a primary consideration in choosing DATAPOINT for these systems. "We needed a system that would allow us to search through a 200,000 plus subscriber database easily and efficiently and the DATAPOINT AIM feature gave us that ability. We also wanted to be able to take information from our IBM system, massage it using the DATAPOINT features, and return it to the IBM system. The availability of various application packages, like the

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8601 Price Reduction

As you may have heard, the price of the 8601 has been reduced by 21 percent from \$7500 to the outstanding price of \$5950. Let's examine the 8601 to give you a better understanding of how this price reduction affects the price per workstation.

Features

The 8601 is an applications processor which runs in either a DOS or RMS™ ARC® local area network. Standard features include 128K parity memory, an ARCNET™ network interface and a serial I/O port for attachment to a local printer or terminal. An additional 128K parity memory is the only available option.

If you use the 8601 with DOS as a full function workstation, the 128K parity memory extension is not needed. You can attach a serial printer (any new build serial printer) to the serial I/O port. If using the 8601 as a DOS or RMS DATASHARE® processor, you can attach an 8220 terminal to the serial I/O port to make a two port DATASHARE system.

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Processor	Quantity			
	1-3	4-10	11-25	26 +
8601: High Performance processor, 128K parity memory, ARCNET network interface card, serial I/O port.	\$5950	\$5655	\$5355	\$5060

8601 continued from page 1

Reduced Price Per Workstation

The power of the 8601 can best be utilized in an RMS environment. By attaching an 8220 to the serial I/O port (and adding the 128K parity memory extension), you now have two very powerful full function workstations that can handle tasks requiring up to 104K of memory per task. So, when considering individual workstations, the new price of the 8601 can reduce the price per workstation to \$4023 for 53 full function keyboard/screens.

The price is about the same if you compare an 8602 with an MPCA and three terminals to two 8601 with 8220s attached to the

serial I/O port. However, the processing power per workstation will be less. It usually costs less per keyboard/screen to use 8602s with DATASHARE rather than 8601s.

Note: The lease, maintenance and installation prices have not been affected.

For additional information, please refer to the 8600 Sales Configuration Guide (pages 10-11 and 42-43). If you have any questions or require additional information, please contact Product Marketing. □

Philip Abdouch
Ext. 7151

The 8625 system running DOS.D 2.8 software is currently available for shipment.



New Products Available

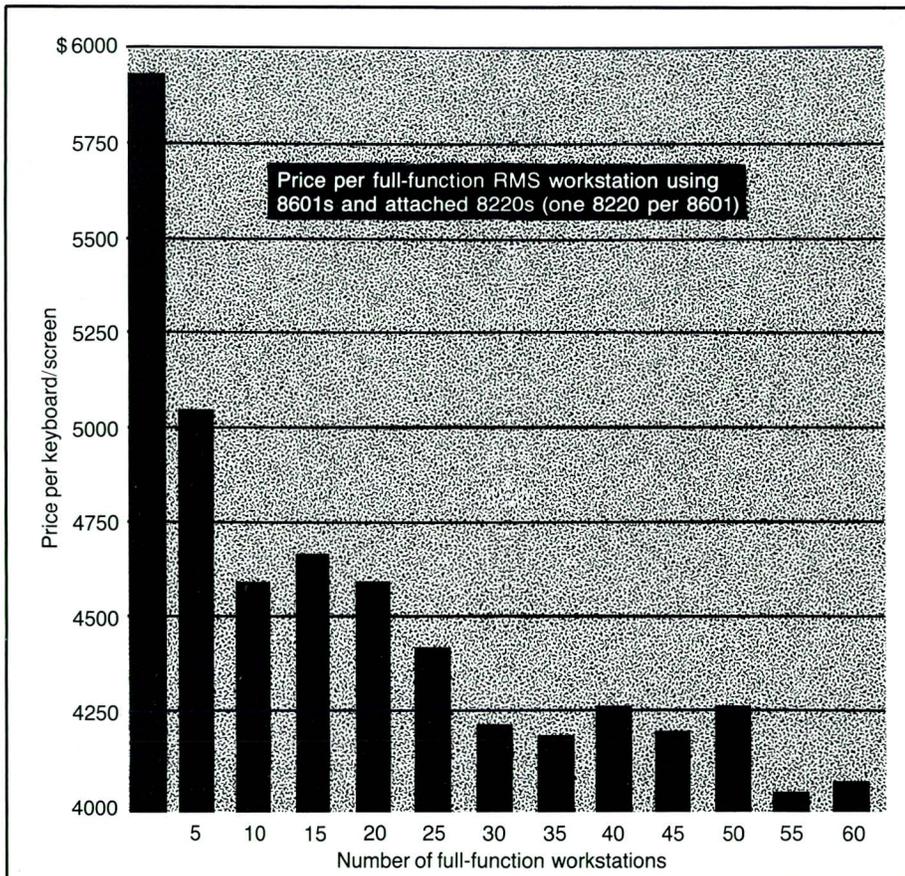
DOS.D 2.8 is now available for shipment with the 8625 and 8630 systems. This means you can sell stand-alone 8625s and 8630s running DOS. Shipments of 8625s began as soon as the DOS.D 2.8 software was released.

Also available is the parallel bus adaptor (PBA), an interface for use only on 8600s running DOS. It allows the 8600 to run DOS data communications software. The PBA is supported on 8602s, 8625s and 8630s, providing there is an available board slot in the processor.

For quick installation of a DOS system, the 8630 with 256K and an MPCA is available off the shelf. (Refer to the Ready-to-Ship article on the following page for more information.) The recent (March) drop in price of the 8630 and the availability of the DOS operating system, data communications, word processing and Multiplan software make the 8630 a popular commission-getter.

You should refer to The 8600 Sales Configuration Guide (model code 61535) for DOS (and RMS) configuration information. Software Distribution now has the second edition of this extremely popular guide. Give Philip Abdouch or Sam Walker, Product Marketing, a call if you have any questions on the 8600 product line. □

Sam Walker
Ext. 7151



Ready to ship EQUIPMENT

Ready-to-Ship Program Announced

Effective immediately, two 8600 system configurations and two peripherals are available with no production lead time. Shipments of these products will begin as soon as the order is processed. These products are on the shelf and waiting for your order. Your customer can now get his equipment within five weeks after the order is signed. This equipment is available at published prices. All discounts apply.

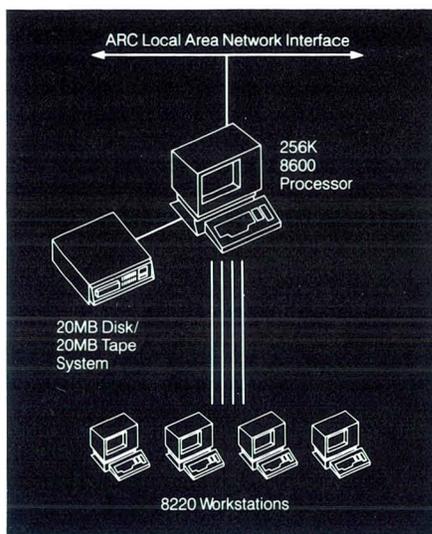
The following equipment is available with short lead times:

- Short lead time on 256K parity memory 8630 systems with one internal 4-port serial interface (MPCA).
- Short lead time on 256K parity memory 8602 systems with one internal 4-port serial interface (MPCA).
- Short lead time on 8220 terminals.
- Short lead time on 9611 35 CPS printers.

The Ready-To-Ship program allows for the quick installation of 8630 and 8602 systems as well as 8220 terminals and 9611 35 CPS printers. Your customer will be up and running faster because this equipment is Ready-To-Ship! In addition, the selected equipment is available with DOS and RMS operating system software.

System A

The 8630 system heads the list of Ready-To-Ship equipment. Originally announced for use by the RMS operating system only, DOS disk and data communications support began June 21st. The 8630 configuration offered in the Ready-To-Ship program has 256K of parity memory and an internal 4-port serial interface (MPCA) for attachment of 8220 terminals and serial character printers. Of course, the 8630 system's 8602 processor comes with an ARC local area network interface and a serial I/O port to attach an 8220 terminal or a 35 CPS to 600 LPM serial printer.



Only the 256K parity memory version of the 8630 with an internal MPCA will be offered in this program. Up to two additional 4-port serial interfaces (MPCA) and an interface for attaching parallel peripherals (PBA) for use with DOS only can be added (in the field) to the 8630 configuration. Also, up to two multifunction communications adaptors (MFCA) for RMS 2780/3780/HASP/DATAPOLL protocols can be added. Only the 256K parity memory with one MPCA 8630 configuration is available in the Ready-To-Ship program. If you want one of the above interfaces for your 8630, order an 0603 field installed MPCA, 0655 field installed PBA, or 0604 field installed MFCA on a separate Equipment Order Schedule (see Administrative Guidelines for more information).

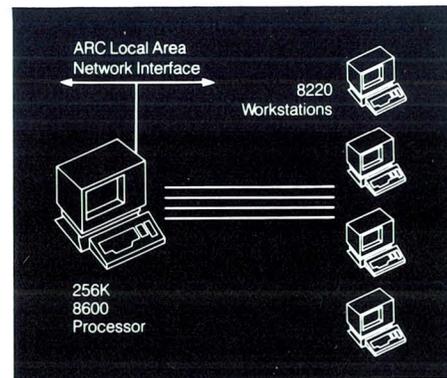
System B

The other Ready-To-Ship system is the 8602 processor with 256K of parity memory and one 4-port serial interface (MPCA). The 8602 supports both RMS and DOS operating systems. This configuration is a work horse for both DOS and RMS-based ARC local network business systems. The

8220 terminals and 9611 35 CPS printers for attachment to the 8602 configuration are also part of the Ready-To-Ship program.

“The 8602 supports both RMS and DOS operating systems.”

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Peripheral A

The 8220 workstation is a general purpose, interactive video terminal ergonomically designed for comfortable and easy operation. The 8220 can be used locally or remotely through modems. Now you can order as

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DOS Software and Documentation	Code
DSSYS:DOS 2.8, Utilities, DATASHARE 1.4, Documentation	9834
DOS IEOS Word Processing	9820
IEOS User Guide	50502
IEOS User Guide Addendum	50756
IEOS Supervisor's User Guide	50547
IEOS Quick Reference Card	60931
Multiplan	9854
Multiplan User Guide Kit	50771

RMS Software and Documentation	Code
RMS Nucleus, Utilities, DATASHARE, Documentation	9835
RMS 8630 Start-up Tapes (for System Installation)	21003
RMS DATABUS Compiler	9831
RMS IEOS Word Processing	9853
Quick Reference Card	61297
IEOS Reference Manual	50667
IEOS Installation Guide	61361
IEOS Simplified User Guide	50660
RMS Multiplan	9873
Multiplan Manual Kit	50770

Ready-to-Ship continued from page 3

many 8220s as you need through the Ready-To-Ship program to get quick delivery. The cable (94-3449-001 or 0509) and connector kit (3450) necessary are also available under this program.

The 8220 can perform as a full function workstation or DATASHARE data station when appropriately configured in an RMS system. When used in a DOS system, the 8220 performs as a DATASHARE data station executing applications written in the DATABUS® language.

Peripheral B

The 9611 printer is a microprocessor controlled letter quality 35 CPS serial printer. As the company's premier word processing printer, the 9611 has shown itself to be a reliable and worthy addition to the product line. The 9611 can serve as a terminal printer when connected to an 8220 terminal running DATASHARE. It can serve as a local printer when connected to the serial I/O port on any 8600 processor.

The 9611 can also be attached to a multiport serial interface (MPCA). When attached to an MPCA on an RMS system, a 9611 printer can be directly accessed by an applications program or indirectly accessed through the RMS unspooler facility (BJF).

The 9611 has an optional dual input bin cut sheet feeder (#0245) for unattended operation. If you want the 0245 cut sheet feeder for your Ready-To-Ship 9611, order it on a separate Equipment Order Schedule (see Administrative guidelines for more information).

Current DOS IEOS word processing software supports the alternate input bin selection on the 0245 cut sheet feeder. RMS IEOS software will not recognize the alternate input bin until version 3.4 is released with RMS 1.11 later this summer. Users can write their own DATABUS program to set the default bin on an 0245 feeder.

Software

New users ordering an 8630 system will, of course, want either DOS or RMS software. Selected software will also be readily available for shipment with the hardware, if ordered on an accompanying Software Order Schedule. Customers who buy RMS must attend an RMS class prior to receiving their software. The same is true for DOS and RMS customers who purchase the IEOS word processing software. Make sure you sign the customer up for a class as soon as the order is obtained.

“Customers who buy RMS must attend an RMS class prior to receiving their software.”

The 8630 cartridge tape model code is #20828. For at least the next month you will need to order a cartridge tape for each piece of DOS software listed in the Software and Documentation chart. The Software, Documentation, and Supplies Price Schedule lists prices for this software.

Any software not indicated in the software chart must be ordered on a separate SOS. Failure to follow this procedure will result in delay of the order in San Antonio (see Administrative Guidelines for additional information).

Administrative Guidelines

Order Management has established administrative guidelines for the Ready-To-Ship program. Any order not complying with these guidelines will not qualify for special handling under this program.

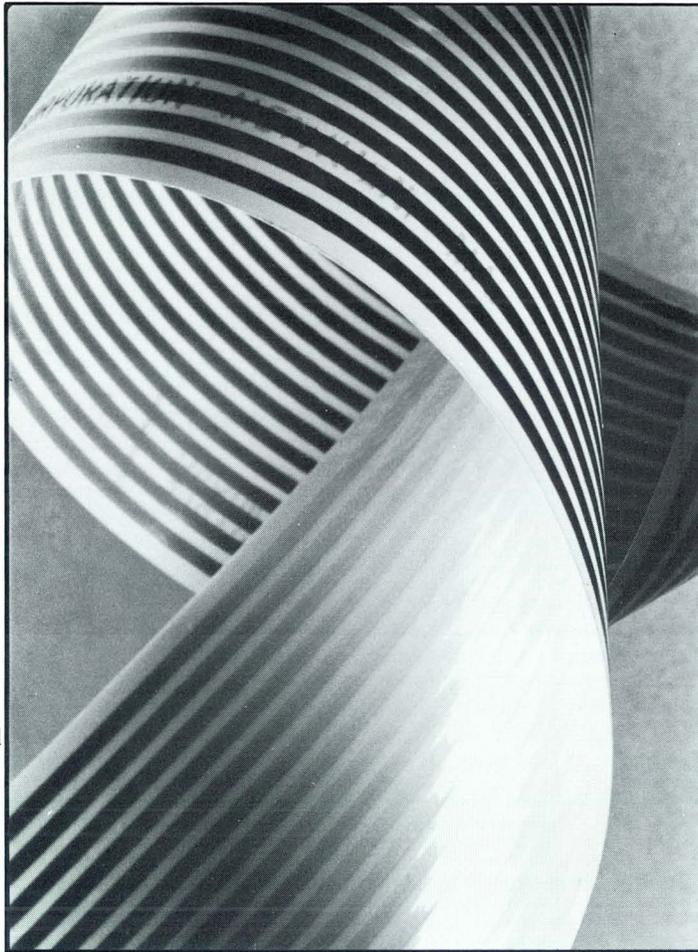
- An EOS (and SOS) for Ready-To-Ship system(s) or peripheral(s) and eligible software must have “83” in the special project code block. “SP 83” must also be indicated in the shipping instructions of the EOS and SOS. If equipment or software other than the approved equipment and

software is entered on the order, the order will not be processed as a Ready-To-Ship order.

- The customer must have advance credit approval or submit cash with the order. Estimated delivery is within five weeks of the order date. There is no production lead time.
- An “SP 83” EOS and SOS must contain ONLY designated system(s), peripheral(s) and software or else the five week shipment may not occur.
- Partial shipment is recommended.
- The “EARLIEST DATE DELIVERY WILL BE ACCEPTED” block on the EOS and SOS must be marked “ASAP” to qualify the EOS and SOS for “SP 83.”
- Handling procedures for expediting the EOS and SOS applies to Ready-To-Ship “SP 83” orders (see latest lead time memo).
- All special pricing and discounts apply for “SP 83” orders.
- Each region will be allocated a quantity of the available Ready-To-Ship equipment as directed by David Holland in the Regional Sales meeting. All orders must be coordinated with the Regional Director to ensure that desired equipment is available for a particular region. There is a limited supply of Ready-To-Ship components; therefore, the Regional Director or his designate must approve each order.
- Cancellation of existing orders for subsequent re-ordering of Ready-To-Ship equipment will not be allowed. This process will result in the desired equipment being shipped later than initially scheduled under the original order.

If you have questions on 8600 configuration or on equipment offered in the Ready-To-Ship program, please call Sam Walker or Philip Abdouch in Product Marketing. If you have questions regarding the administrative guidelines for the Ready-To-Ship program, call Alan Washler at extension 5464. □

Sam Walker
Ext. 7151



8625 Microbus Specs

DATAPOINT has deleted all unshielded microbus cable from the product line. So when you order 8625 systems you will need to be aware of the following points:

- There are new lengths and model codes for shielded microbus cable for the 8625. They are shown in the chart below.
- Maximum internal and external microbus cable length must not exceed 10 feet. This is the combined total length allowable for the entire microbus cable "daisy chain," measured from the CPU to the first drive, then from the first drive to the second drive, etc. The 9315 drive has 10 inches of internal microbus cable (part of the 10 foot limit). We recommend using DATAPOINT supplied furniture to keep the disk modules off the floor and within the maximum allowable distance from the processor.

- Microbus cable is not included with the 9316 or 9310 extension drives. By ordering the proper cable with the drive, you will receive the cable at no charge. However, you must have the cable on the same order. It will not be shipped automatically. This is necessary in order to determine which disk or diskette the extension drive will be attached to.

You must use the cables indicated for each connection. The shielding is customized for each module to which the cable connects. If you have any questions regarding microbus cables, please call Product Marketing. □

Philip Abdouch
Ext. 7151

Model Codes for Ordering Cable

From	To	Cable	Length
8602 Processor	9315 Disk/Diskette Drive	0641*	37"
9315 Disk Drive	9316 Extension Drive	0623	27"
9315 Disk Drive	9310 Extension Drive	0641	37"
9316 Ext. Drive	9316 Extension Drive	0623	27"
9316 Ext. Drive	9310 Extension Drive	0641	37"
9310 Ext. Drive	9310 Extension Drive	0650	18"
9310 Ext. Drive	9310 Extension Drive	0521	24"
9310 Ext. Drive	9310 Extension Drive	0642	27"
9310 Ext. Drive	9310 Extension Drive	0522	36"
9310 Ext. Drive	9310 Extension Drive	0523	48"
9310 Ext. Drive	9310 Extension Drive	0524	72"

*Cable is shipped with the 8625 at no additional charge. You do not need to include it in the order.

Users Group Fosters Strong Association

DATAPOINT and its customers, in a joint effort, are in the midst of forming the World-Wide DATAPOINT Users Group in order to foster a strong association. At the invitation of Karrie Oertli, Corporate Liaison, Users Groups, representatives of some local groups met in San Antonio June 27-29 as part of the Formation Committee. The committee has elected a chairperson and extended invitations to DATAPOINT users to make up the first Board of Directors.

This new Board will decide on a name for the group, incorporate the group into a non-profit corporation and initiate the first call for membership. A world-wide conference is planned for November 20-22 in San Antonio. In the September/October issue of SOURCE DATA, details concerning the conference and membership requirements will be published. Please inform your customers about the new group and look forward to more information concerning your part in the World-Wide Users Group. □

Karrie Oertli
Ext. 5244

Doughty Named Director of ISO Marketing

Bill Doughty has recently been appointed Director of ISO Marketing. In this position, Doughty will be responsible for establishing the company's overall marketing efforts associated with the Independent Sales Organizations (i.e., pricing, special programs, discounts, terms and conditions).

Doughty joined DATAPOINT in 1979 and has held a number of marketing positions including Manager, OEM/Rep Sales and, most recently, Director, Infoswitch Product Marketing.

Prior to DATAPOINT, Doughty spent 11 years with IBM. He holds a bachelor's degree from the University of Texas. □

August 1, 1983

title name1 name2
company
address
city st zip

Dear title name 2:

As we prepare to enter a new fiscal year, it is

● August 1, 1983

● Mr. John Smith
DATAPOINT Corporation
8415 DATAPOINT Dr.
San Antonio, TX 78284

● Dear Mr. Smith:

● As we prepare to enter a new fiscal year, it is

Personalized Mailing Improves Response

Whether it's a political newsletter, a direct mail fund raising appeal, or an inspirational message to your sales force, the added impact of a personalized mailing can make a big difference in your response. The AUTOTYPE function of your IEOS word processing system enables you to create personalized letters by combining standard text and a list of variables. You'll probably use the AUTOTYPE feature most often when you are merging a form letter with a list of addresses to produce a mass mailing.

To use AUTOTYPE, you only need access to three sources of recorded information: the document containing the text, the data file from which the variables (title, name, address) will be selected, and a control file that identifies and specifies the data file. Both the data file and the control file are DOS text files. The document can be any of those in your current library.

Data File Format

Take a look at the data file we'll use for the actual mailing list. (If you're starting from scratch by building your own data file, you'll want to consult the Integrated Electronic Office Supervisor's Guide for more detailed instructions.) Let's say that you are creating the DOS data file you'll use for the mailing list. Create an IEOS file, and make sure the format uses the following parameters:

```
JUSTIFY LEFT
PAGE LENGTH          1
LINE SPACING         1
PARAGRAPH            10
SET TAB
LEFT HEADER
RIGHT HEADER
LEFT FOOTER
RIGHT FOOTER
PAGE NUMBER          1
TOP MARGIN           0
BOTTOM MARGIN        0
LEFT MARGIN          1
RIGHT MARGIN         80
PITCH                10
CLICK                OFF
```

You'll want to use this format, since the file will be output as a DOS file. By setting your top and bottom margin to 0 and your page

length to 1, you won't have any extra space that might confuse the situation. Before you get into the document, set up the tab stops you'll want to use. If you have a four line address (name, company name, address, and city/state/zip), you will need eight fields:

```
title      Mr.
name1     John
name2     Smith
company   ABC Company
address   123 Main
city      St. Anytown
state     TX
zip       78200
```

In this case, you could set your tab stops at 4, 10, 20, 35, 50, 57, and 59. Remember, you can set your right margin farther to the right if you need to have more information in your mailing address. Once you have set up your document, simply enter the mailing address using the tab key to space between entries. After entering all the addresses, end the document, and output the document to a DOS file using the command line:

```
output document maillist
```

This command will create a document called MAILLIST/TXT on the first volume available. What you've created is a list that will be used by the control document to actually do the autotyping for your letter. When you set up the tab stops, you were actually creating fields for your variables. The variable is the information you're going to use for the letter. For example, in the document we've just created, you have the following variable fields:

```
Title          1-3
Name1          4-9
Name2         10-19
Address        35-49
City           50-56
State          57-58
Zip            59-63
```

Keep these in mind as we create the control file we will need.

Creating a Control File

With variable names and column numbers in hand, you can now use IEOS to create the control file. After opening a library, enter:

```
create document control like maillist
```

Next, press the return key. You'll want to use the same format that you did for the mailing list. Once you're in the document we have some special rules: each line of a control file must begin with one of three keywords: DATAFILE, VARIABLE or COMMENT. These may be abbreviated D, V, and C.

DATAFILE specifies the DOS data file containing the information to be used in personalizing the document. In our case, this will be the mailing list, MAILLIST/TXT, that we created in IEOS. VARIABLE lines link each variable name to the columns it occupies in the data file. The variables we determined earlier will fit in this category. The COMMENT keyword allows you to put in explanations and notes.

A control file using our earlier information would look something like this:

```
DATAFILE MAILLIST/TXT
VAR title 1-3
VAR name1 4-9
VAR name2 10-19
VAR company 20-34
VAR address 35-49
VAR city 50-56
VAR st 57-58
COMMENT U.S. Postal Code State
A Abbreviation
VAR zip 59-63
COMMENT Use this control file to
AUTOTYPE LETTER2
```

Remember, each of the variable names must be unique. They may contain no more than 12 alphanumeric characters; no blanks, punctuation or special characters are allowed. You need to make sure that the column numbers are absolutely correct, since AUTOTYPE will print whatever information is in the columns you specify in the control document.

When you are satisfied that the information is correct, enter the command:

```
output document control
```

Once again, this command creates a DOS file named CONTROL/TXT.

Modifying Your Document

The next step in using AUTOTYPE is to insert the variables in the appropriate spaces of the letter you plan to use with the mailing list you've created. Let's say you have a document named letter that you want to use. In IEOS, using the MODIFY command, enter the variable names as you want them to appear in the completed letter, as shown in the following example:

```
August 1, 1983
```

```
title name1 name2
company
address
city st zip
```

```
Dear title name2:
```

```
As we prepare to enter a new
fiscal year, it is...
```

Now, with the variable names in place, press the command key and use the VARIABLE command to embed the instructions AUTOTYPE will use. Place the cursor at the beginning of the first variable name (title), press the command key, type "variable" or "v", and press the return key. As you press the right arrow key, each of the characters in the word will be highlighted. Be careful not to highlight the spaces between variables. Each variable name must be selected individually so the system can recognize and insert each one.

The Finished Product

After you've entered the variable names and selected each one using the VARIABLE command, you are ready to begin AUTOTYPE. To do so, simply enter:

```
autotype document letter using
control/txt
```

This command line will result in a complete merging of all the records in the data file with the text of the document. Several op-

tions make AUTOTYPE an extremely flexible command. You can autotype a document other than the current document by specifying the DOCUMENT option using the command:

```
autotype document letter5 using
control/txt
```

The RECORDS option lets you select individual records or blocks of records for autotyping. The record numbers must be separated by commas but they can be in any order. An example would be:

```
autotype document letter2 using
control/txt records 2,7,5,10 to
21,50 to end
```

If you do not specify a record number, the system assumes that you want to begin at the first record and autotype to the end of your data file. Two final options allow you to control the output of the autotype command. With the ON option, you can choose an output device other than the printer for your letter. For example, you may want to have your document autotyped to the screen so you can see what it looks like before you print on paper. The command line would be:

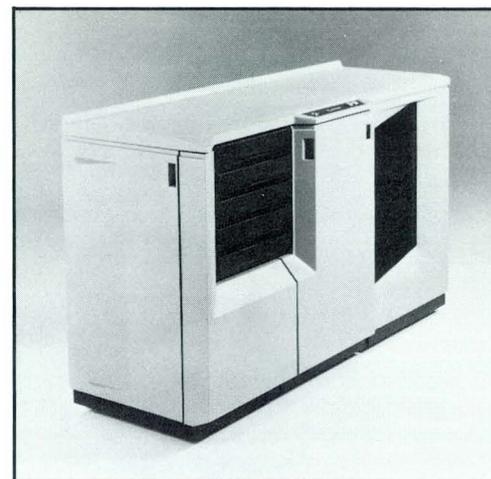
```
autotype using control/txt on screen
```

If you are printing documents with a 35 CPS printer equipped with an automatic cut-sheet feeder, you may specify the paper source in the AUTOTYPE command using the PAPER option. You have three choices: UPPER for the upper paper tray, LOWER for the lower paper tray, or MANUAL which allows you to insert paper in the feeder manually. To have the paper used from the lower paper tray, for example, the command line would be:

```
autotype using control/txt paper lower
```

For more information on how to use AUTOTYPE, please refer to the Integrated Electronic Office Station Simplified User's Guide. With a little practice, you'll find that AUTOTYPE can save you time and improve the response on your mass mailings. □

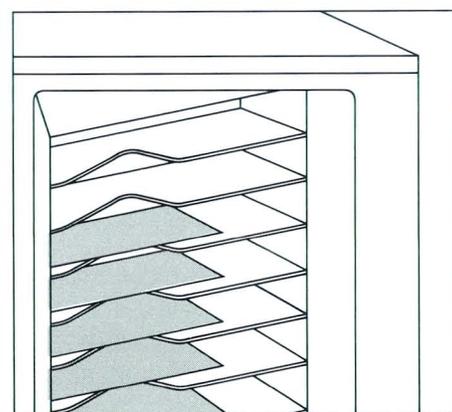
Larry Cormier
Ext. 5244



Laser Printer Maintenance

The maintenance policy for the 9660 Laser Printer is different from that of other DATAPOINT products. Every 9660 customer must sign a "Laser Printer Price Acknowledgement" form which accompanies the order to San Antonio.

Like all laser printers, the 9660 is based on copier technology. All laser printers require planned maintenance after a certain number of pages have been printed. Maintenance charges for the 9660 Laser Printer are \$420 a month for the basic service charge, which includes the first 10,000 pages. Additional pages printed during each month will be billed quarterly on a separate invoice at \$.026 per page. This charge covers the incremental maintenance that is required as the print volume increases.



DATAPOINT requires that customers sign the "Laser Printer Price Acknowledgement" (#61576) and that this signed document accompany the order to San Antonio. Signing this document ensures that customers understand both the maintenance structure and invoicing procedure. Forms have been distributed to each Regional Control Manager. □

Dan Miller
Ext. 5327



LAN Literature—Confusing the Issues

The abundance of current local area network literature has become sufficient enough to confuse everyone. This information was generated to educate the public regarding differences, benefits and choices in available network technologies. However, the result from "over informing" the public with this literature has caused customers to delay commitment to any one network technology. Although an Ethernet-type standard has been established by the IEEE committee, universal acceptance has not happened — a very fortunate occurrence for the data processing community.

Higher Level Software

Networking literature has concentrated on how to connect data processing equipment together, which is only the initial problem of providing USEFUL SERVICE TO THE CUSTOMER. The development of a higher level software for LAN applications is the key to the success of local area networks as a commercial product. The customer really doesn't care how the information is transferred, or how the resources are shared. Their concern, and rightly so, is, "Will the SYSTEM perform my jobs efficiently?"

Only the DATAPOINT ARC local area network has been proven to provide the total software capability to enable the user to gain access and perform their jobs efficiently.

The ARCNET local network has been proven by the over 5000 networks installed (not to mention providing service to over 50,000 processing nodes and over 125,000 shared data terminals). Other vendors are rapidly recognizing the overall power of the ARCNET local network and are adopting it. Every installation utilizing the ARCNET local network is a potential DATAPOINT customer. The ability to actually present an "open" network enabling various vendor's machines to share the common network is advantageous to everyone. The most common question raised is, "Can I connect the equipment I now own to this common network?" As more companies begin adopting the ARCNET network, we can respond positively. The ability to provide shared resources and trade common files between different equipment is still not resolved; however, more and more customers are beginning to view DATAPOINT as the choice for local area networking. □

Alan Malinger
Ext. 7151

A Free SOURCE for Customers

SOURCE DATA is the DATAPOINT Customer Magazine which is published six times each year by Marketing Communications. Each issue includes Software Release Forms and Customer Education Schedules. *SOURCE DATA* includes articles on everything from the "Concepts of RMS" to tips on using DATABUS to applications for the Integrated Electronic Office.

The best thing about *SOURCE DATA*, however, is that subscriptions are free! Call Marketing Communications today and have your customer's name added to our list. □

Karrie Oertli
Ext. 5244

Special Pricing Program

Traditional Equipment Marketing wants to give you more opportunities to make money and earn a place in the Achievement Club. This is just a reminder about the recently announced TEM Special Bonus program on 1532s, 1536s, 1802s, 1804s, 9231s, 9232s, 9280s, 9281s, 9260s, 9261s, 4520s, 4620s, 5548s, 5556s, 9212s and 9367s.

These bonus dollars are in addition to the normal Field Incentives for Traditional Equipment and the Summer Surge Special Incentive Program.

If you have any questions on a competitive situation, call Traditional Equipment Marketing. □

Larry Elliott
Ext. 5119

Customer Training Provides Additional Sales

A customer who is well trained in the use and potential of DATAPOINT equipment and software is likely to be the source of additional sales. In order for your customer to use DATAPOINT products to the fullest, you should encourage them to enroll in courses offered by DATAPOINT Customer Education. Even customers who have been using DATAPOINT products for some time are unaware of the many available features and possible applications.

A wide spectrum of data and word processing and communications management courses are available for both new and current customers. Word processing is a sometimes neglected function of the Integrated Electronic Office® that can be greatly expanded and streamlined when the users are thoroughly trained.

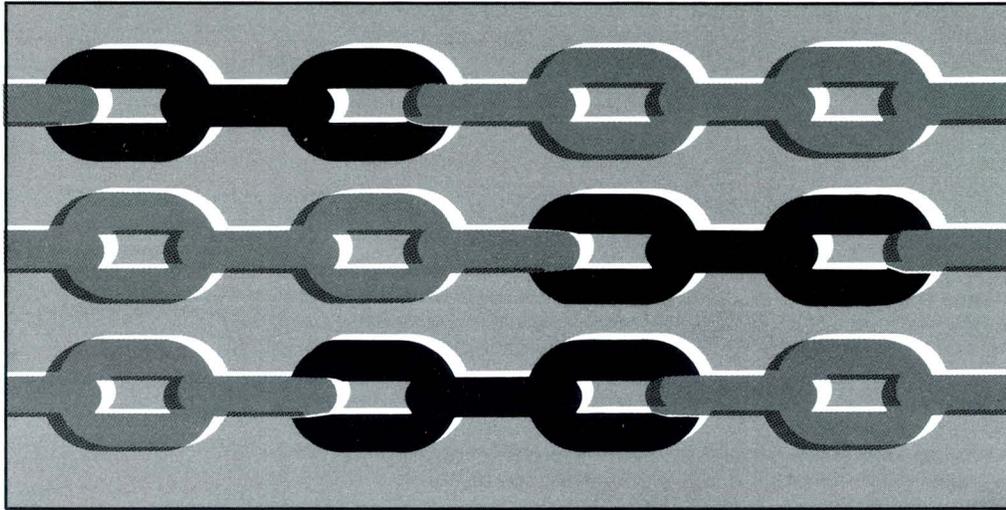
Comprehensive Training

DATAPOINT Customer Education offers intensive instruction in word processing for both RMS and DOS based users. Through lecture and laboratory exercises, the DOS and RMS Word Processing Concepts and Operations courses explore each capability of the DATAPOINT word processing system.

In the Advanced Techniques of Managing Word Processing courses, supervisory or managerial level users are instructed in the inter-relationship of word processing to their operating system, system management and maintenance techniques, system utilities, and specialized applications.

For complete information about course descriptions, prerequisites, education center information and cost, see the Customer Education Course Catalog (#60269). Copies are available from Software Services. To enroll or receive more information about specific courses, call the Customer Education Center at (512) 341-3268. □

Janet Trueblood
341-1834



Simplified Assembler Tips

For a long time, there has been a great deal of mysticism surrounding Assembler language programming on DATAPOINT equipment. Direct programming using the Assembler, SNAP/3, has been likened to an arcane art practiced by distant wizards of curious origin. Actually, Assembler programming, although requiring a high level of detailing, can be both the most straightforward and rewarding interface between programmer and machine. The efficient algorithms possible only in Assembler-level programming can make improvements in program performance that are both exhilarating and immensely satisfying.

What is an Assembler?

Just what is an Assembler? The DATAPOINT Assembler, SNAP/3, is very much like the DATABUS compiler, DBCMPLUS, with which most of you are already familiar. An Assembler reads a text file that consists of comments, instructions that make up the program to be executed, and instructions to the Assembler.

Comments in Assembler programming are exactly like comments in DATABUS. Text lines that begin with a period, asterisk, or plus sign are considered to be comment lines; any extra information on a line after the end of the instruction and operands are also considered to be comments.

Instructions that make up the program are generally a lot like DATABUS instructions, in that most of them fit one instruction per line and generally deal with one or more named operands. Of course, Assembler instructions are different from DATABUS instructions, since Assembler is a different language. But this aside, many of the concepts are directly analogous between the two languages; consequently, programmers who are at ease programming in DATABUS need not feel completely alien when they look at an Assembler program.

This sounds a lot like DATABUS so far, right? About the only things you may not be sure about are "instructions to the Assembler." What on earth does that mean? If you think about the DATABUS instructions LISTON and LISTOFF, those are DATABUS examples. These are merely additional details to the compiler that tell it how to go about its work of converting text files to DATABUS code(/DBC) files.

What is a Linkage Editor?

A definite difference between DATABUS and SNAP/3 is this funny thing called LINK. What on earth is a linkage editor? When programming in Assembler, just as in DATABUS, a programmer often needs to perform certain common duties, such as removing trailing blanks from a string of characters or specially formatting some data item for printing. These often-used functions can be placed into a subroutine, so that they may be used from many places in a program without having to repeat the entire set of instructions each time the function is needed.

In DATABUS, these subroutines can be directly copied into each of perhaps several programs that will use the function (using BLOKEDIT or SAPP), or may be brought in from a source subroutine library using INCLUDE. Actually, both these techniques are used in Assembler programming as well. In addition, LINK offers another option: LINK can look through Assembler programs after they have been "compiled" by SNAP/3, and determine that a number of subroutines or other items have been referenced but seem to be missing. LINK can then search through one or more libraries (which also have been previously "compiled" by SNAP/3) and select from them the missing subroutines, data items, or definitions (like EQUATES defined in DATABUS). Therefore, missing subroutines or other items may be automatically added to the program—just as if they had been included from the beginning.

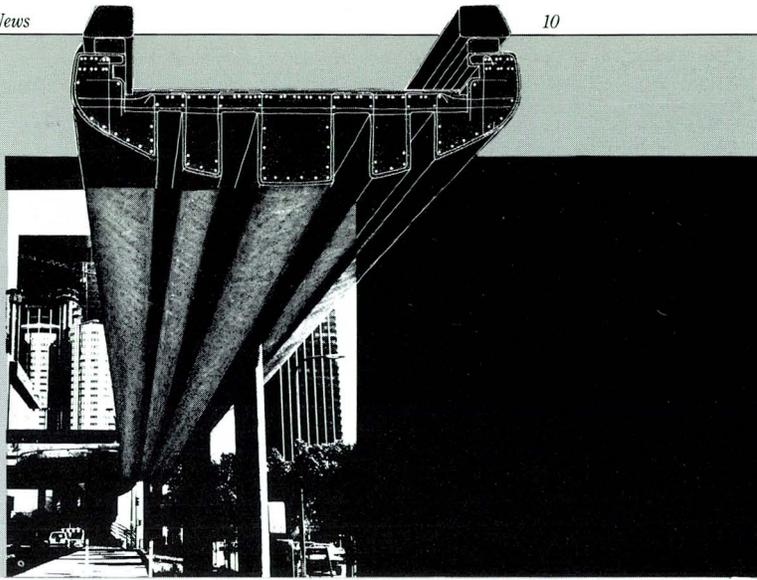
Of course, since the LINK program deals only with programs that have already been "assembled" (whenever you see "assembled," think of it as being about the same as "compiled"), the text file for the original program is not modified, and may not even exist anymore.

Missing Subroutines

Some libraries do not even include the missing subroutines at all, but merely tell LINK where the subroutines are already expected to be found in memory. This technique is used for subroutines that are already provided by the operating system. The operating system can be thought of as being a lot like the DATABUS program MASTER, except that when MASTER passes control to a user program with the DATABUS CHAIN instruction, MASTER goes away (except for possibly some common area data items) and all its instructions are replaced by the user's program. When the operating system passes control to a user's Assembler program, not only common data area but most of the operating system's program instructions are kept as well.

The released library called DOSEPT/REL is merely a library that can be used with LINK to tell LINK where various operating system subroutines are, so that they may be used by an Assembler program. There is actually even a choice: nearly the same effect can be achieved by including the text file DOS/EPT, which is released with DOS. The difference is that DOS/EPT, since it is a text file, is included in the original Assembler program when it is being processed by SNAP/3, but the DOSEPT/REL version is used when the assembled program is being processed by LINK. Whichever one is used, the effect is nearly identical: the Assembler program is able to use the subroutines without having to have them built in directly. □

Gordon Peterson
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The IBM System 36: Is it the long awaited bridge for the System 34 users who have outgrown their system capacity?

A Look at the IBM System 36

After three years of design, development and secrecy, IBM has finally announced the new "bridge machine"—the System 36.

The National Computer Conference, which opened May 16, served as the backdrop for the long overdue announcement. With three years of development and in-house tests, the S/36 is touted as the most technologically advanced and user friendly small business system ever produced by IBM.

What is the System 36? Is it the answer for many of the 70,000 plus System 34 users

“Simple ‘menus’ guide the user through virtually every operation, and extensive ‘help’ functions provide further assistance.”

who have outgrown their system capacity and now face the time consuming (three to six months) and expensive (\$50,000 to \$100,000) conversion to a System 38? Or is it just another dead end product with an improved price/performance ratio and user interfaces designed to penetrate emerging markets?

Dangling Bridge

Disappointed System 34 users and industry analysts think the latter may be true. Even though the S/36 can utilize many of the existing S/34 peripherals and most of the programs (via a \$250 migration aid), the long awaited bridge has not materialized. The other end of the bridge, System 38, is still dangling. A major conversion is still required.

In other words, the System 34, System 36 and System 38 are still incompatible. There is no common medium (such as ARC network), no resource sharing and no common

operating system which will allow transparent interfaces to distributed users.

What then, does the System 36 offer to justify this announcement? According to the press release, the purpose of the S/36 is to combine data and word processing, color business graphics and office management functions in a low cost, easy-to-use computer for both first-time and sophisticated users.

Simple "menus" guide the user through virtually every operation, and extensive "help" functions provide further assistance. The new software enables users to generate, edit, file and retrieve memos, letters and other documents. Users can also merge documents, data and text, and distribute documents to other users on the system.

These are most impressive features—most of which DATAPOINT has been offering for several years.

Hardware Components

The heart of the System 36 is the 5360 system unit which contains main storage (memory), disk storage, diskette drive, communications features, logical processing circuits and control devices for I/O ports. There are eight versions of the 5360. Four are A models with 128K main memory and four are B models with 256K. Additional memory can be added to a maximum of 256K on A models and 512K on the B models.

Other options include integral, single or magazine diskette drives as well as single disk drives. The disk drive can be either 30MB or 60MB on the A models and either 200MB or 400MB on the B models. Only one drive is supported per system unit and A and B models are not interchangeable. Basic system units are priced from \$21,000 to \$62,100.

Optional peripherals include up to 30 local and 64 remote workstations and printers.

Terminals can be any combination of 5150 personal computers (5251 or 529X workstations) by attaching the applicable adaptor. Printers can be designated models of the 52XX series (which includes 35 CPS letter quality, 180 CPS matrix and 650 LPM).

Purchase prices for typical System/36 configurations start at \$34,000 for a basic system with 128K of memory, 30MB of disk storage, two displays, one printer and the operating system. For \$176,000, you can purchase a large system with 512K of mem-

“Optional peripherals include up to 30 local and 64 remote workstations and printers.”

ory, 400MB of disk storage, 26 displays, three printers, a tape drive, operating system and several languages and utilities.

Volume discounts of up to 12 percent are available for 15 or more units, and a new lease option called Option B Prime is being offered with the System/36. Option B Prime offers attractive, end-of-lease renewal options, end-of-lease purchase prices and reduced rates. This method covers financing of local and remote terminals, one-time-charge licensed programs, lease termination charges (for the IBM or non-IBM system being replaced) and sales tax.

Software

The System 36 operates under the control of the System Support Program (SSP), which provides control programming functions. These functions support user applications and IBM licensed programs. SSP contains layered menus, help text and alternative "fast paths" for enhanced productivity. Also included with SSP are security, sort/merge, spooling, multiple index support of data files, prompts, and remote workstation support via batch BSC emulation. The system can also support SNA/SDLC com-

In Search of EXCELLENCE

Lessons from America's
Best-Run Companies

munications. Programming languages include RPGII, COBAL, BASIC, FORTRAN and Assembler.

Applications written for the System 34 can be used on the System 36; however, such programs must be recompiled. There are five new packages being released with the system: MAPICS, CMAS, DMAS, BRADS and BMAS, which are accounting and manufacturing information applications.

Office and Text Management programs provide a wide range of document handling utilities as well as office information items such as directories, spelling packages and data merge.

IBM intends to support the Document Interchange Architecture (DIA) and Document Content Architecture (DCA) on the S/36. DIA provides the protocols and structures for the exchange of documents among DISOSS/370, DOSF/8100, the 5520 Administrative System and the Displaywriter. The IBM PC and new XT can also be attached with the addition of an adaptor.

“Office and Text Management programs provide a wide range of document handling utilities as well as office information items such as directories . . . and data merge.”

The charge for the IBM PC display station emulation adaptor is \$600 and the one-time charge for the emulation program is \$164, both of which are scheduled for delivery in September.

IBM also plans to extend the capabilities of the System 36 by adding X.25 packet switching, local area networking (LAN) and interfaces with host mainframes. These and many other unreleased products will, of

Quality—A Team Effort

Quality is the watchword at DATAPOINT. Each employee, from top management to new hire, shares a commitment to quality — one that will see DATAPOINT emerge as a readily recognized leader in this industry. Quality means doing things right the first time. It means caring about every step of the job and understanding that all our work should be focused on the goal of maintaining product excellence.

DATAPOINT is not the only company in search of excellence, as a new best selling book attests. Peters and Waterman's In Search of Excellence: Lessons from America's Best-Run Companies is a study of management techniques found in some of America's most successful companies.

Basic Practices

The authors have identified eight basic practices which are characteristic of these companies:

- A bias for action — for getting on with it.
- Close to the customer — learning from the people they serve.
- Autonomy and entrepreneurship — innovative companies fostering leaders and innovators throughout the organization.
- Productivity through people — treating the rank and file as the root source of quality and productivity gain. *continued*

course, be subject to several conditions: a large enough user base, Value Added Resellers (VAR) and OEM acceptance, as well as internal political considerations and requirements.

New and Improved?

Since the System 36 is so new, very little information on actual performance and user acceptance is available. At first glance, it appears that IBM is continuing the traditional approach of introducing “new and improved” versions of systems that already exist. This tends to make the mature product obsolete, but generates renewed interest in the marketplace.

- Hands-on — value driven.
- Stick to the knitting — staying reasonably close to the businesses they know.
- Simple form — lean staff.
- Simultaneous loose-tight properties — both centralized and decentralized, pushing autonomy down through the ranks but strongly conformed to central values.

As one examines the pages of this thought-provoking and entertaining book, interesting glimpses of the “excellent companies” who were studied are provided. They include: Data General, Digital Equipment, Hewlett-Packard, IBM, Texas Instruments, and 3M.

Strategy

“Nichemanship,” finding a particular niche where you are better at something than anybody else, epitomizes customer orientation and is an important part of the DATAPOINT strategy. The marketing staff holds a key to our company's continuing ability to stay close to the customer and to succeed at niche strategy.

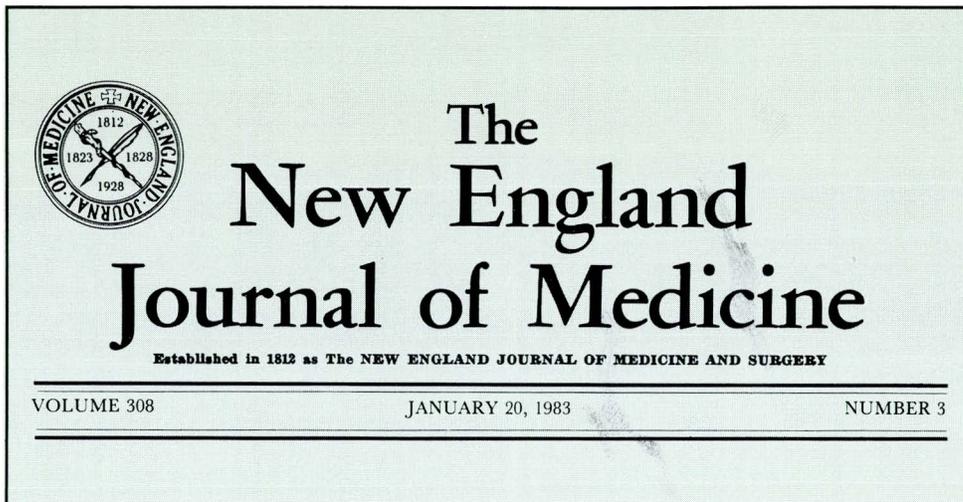
To borrow In Search of Excellence or other materials on quality assurance, please contact the Corporate Library. □

Susan K. Hughes
Ext. 7151

If IBM has targeted the System 34 to be replaced, maybe we should too. Obviously, we have several unique selling points, not the least of which are the lack of dead-end growth paths, incompatible systems and a mainframe (\$) mentality.

For more information on the System 36, please contact Frank Bell in Product Marketing. Technical and configuration information is available now. User and performance reports will be distributed on request, as they become available. □

Frank Bell
Ext. 7151



Journal continued from page 1

Advertising Management System, were also of interest. We didn't know of very many ad management systems available for the IBM, but the packages that have been developed by the various DATAPOINT Reps and OEMs were very attractive.

"From the beginning the support of the DATAPOINT System Engineers was very good. It really helped shorten our learning curve," added John. The Information Systems staff designed and developed several of the systems, and others were purchased from DATAPOINT software reps.

Subscription Management

The subscription management system is used to manage the 230,000 subscriber database. Information such as the subscriber's purchase order number, expiration date, account balance, and current address is maintained. The key to the system is the subscriber number which is required to make any changes or additions to the file. The subscriber file is kept on the IBM mainframe and on a bi-weekly basis the file is transferred via a direct channel interface to a DATAPOINT system. Using the DATAPOINT AIM feature a program was developed to locate subscriber numbers easily and efficiently.

Under the manual system maintaining the subscriber file meant printing out the entire file—about 6,000 pages which took about six hours to print! The listing was then collated into usable "books" sorted alphabetically and by zip code. Subscription system administrators would have to presort the mail accordingly and access the same central file of "books" to locate the subscription number. It was a time consuming, laborious job.

In an interim attempt to simplify the process, microfiche copies of the "books" were used. This allowed each administrator to have a copy of the complete file at his or her desk. However, the mail still had to be pre-

sorted, and the search for a subscription number usually still meant looking through both the alphabetic listing and the zip code listing. With the DATAPOINT AIM feature, presorting was completely eliminated.

Eleven different fields are indexed in the new system. By providing information for as many of the fields as they can, the administrators can cut down the search time considerably. With fewer files to consider the response time is faster. For instance, with a state code and a name, the system only looks at data for that state and searches only that file for the name.

"With an active subscriber base of 208,000, locating one Smith can be a massive problem," said John Fumicello. The AIM feature has been a big time-saver for us. We have saved more than 50%, maybe 80% of our time in subscription transactions where the subscriber has not provided his subscriber number."

Accounting and Finance

The Accounting and Finance Department handles cash receipts and receivables. They use Multiplan*, an electronic spreadsheet, to do a variety of jobs. Worksheets and supporting schedules for tax returns are pre-

"The key to the system is the subscriber number which is required to make any changes or additions to the file."

pared using the electronic worksheet. The annual budget and quarterly revisions to the budget are done using Multiplan. And it is used to bring deferred income into revenue, and run weekly cash projections. "We use it to keep track of our cash portfolio. We do a lot of weighted average interest computations, and internal allocations of expenses, and we use it to track our operation in England," said Hugh Glazer, the *Journal's* Comptroller.

Advertising Management

In the Advertising Department, an Advertising Management Package tracks advertiser activity. The size of the ad, the price, how frequently the ad will run, discounts, agency involvement, sales contact, etc. is tracked, and the information is used for invoicing and receivables.

As the orders for advertisements come in, the pertinent information is input to the system. Once a day a "work in progress" listing is run which lists the client name, product, what kind of ad is being run—number of pages, left hand vs. right hand start for multiple page ads, whether or not it's a new ad, or if it must be specifically placed next to another ad, etc. When the advertising staff is ready to set up the ads for that week's *Journal*, the listing shows all the ad insertions for that issue.

The listing is used to help lay out the ads, and later to verify that all the scheduled ads have appeared when tear sheets (torn-out copies of the ads sent to the clients) and bills are ready for distribution. Billing is done weekly now and takes about half an hour. Previously it was done once a month and took half a day. Discounts had to be figured, accounting personnel had to interpret handwritten logs to type out the bills, and the advertising staff had to proof the bills against those same logs. All corrections had to be done manually.

The manual system utilizing 3 x 4 index cards was replaced by a DATASHARE interactive time-sharing system consisting of two processors. It took two days to input all the data necessary to do the first month's billing. The new system was run in parallel with the manual system for the first three months—probably longer than necessary according to the advertising personnel. With the new system weekly billing is possible, discounts are figured automatically, and the error rate has really gone down. The system has saved so much time that new ways of using it even more efficiently are already being explored. "In 1982 the *Journal's* advertising pages jumped from

Hugh Glazer and Evelyn M. Koenig-Ananis use Multiplan in the Accounting and Finance Department to convert invoicing information from pounds to dollars.



3788 to 4702, a one year increase of 35 per cent; yet the system has kept us from having to increase our staff in that area, and, of course, the job is being done much more efficiently," reported Fumicello.

“Multiplan is also used for accounts receivables aging, and to amortize the discounts and premiums on investments.”

“The way we use Multiplan for our operation in England is interesting because we can keep the information they send us in pounds and then use Multiplan to convert it to dollars using the current exchange rate each month. That is probably the biggest time saver for us. They send us the invoicing information in pounds, a balance sheet is done in pounds, and then converted to dollars at the end of the month. That was all done manually before—the calculations and the conversion. Now it’s as simple as pushing a button. We have a worksheet in the system with all the necessary formulas which is copied each month and then the numbers are just plugged in.”

Multiplan is also used for accounts receivables aging, and to amortize the discounts and premiums on investments. “The basic benefit of the system is not having to re-add or re-input data—the calculations are simple, but when you’re dealing with so many numbers it can be very time consuming,” said Hugh.

Membership

A membership system was designed and developed by the data processing group to collect information on the approximately 10,000 members of the *Journal’s* parent, Massachusetts Medical Society. It consists of three or four screens of information on each member—biographical data, practice data and educational data.

The old system had grown inefficient and was no longer able to support the requirements of the Society’s management. In order to expand the capabilities of the system, it was transferred from the IBM system to the new DATAPOINT system where the AIM facility could be used to locate and retrieve information easily and quickly. In the near future, the information contained in the membership file will be used to produce a membership directory for the Massachusetts Medical Society.

Composition

Within the new business offices of the *Journal* is a complete in-house photo-composition operation. Here manuscripts from the editorial department are received for typesetting and layout, and negatives are made for the printers.

Although DATAPOINT equipment is not currently used in the composition room, plans are already underway to expand the system into this area. “We are looking into using the DATAPOINT system to sort our index twice a year. We’ve been talking to another publisher who uses DATAPOINT equipment to do indexes for 30 to 40 journals. Our index is currently done in Chicago and someone has to go out there twice a year to get it done. We are evaluating purchase of that indexing software package. If things go well, we should be producing an index with the first volume of 1984,” said Mark Peal, the manager of the Composition Department.

“Meanwhile, we are working on connecting our typesetting equipment to the DATAPOINT system so that we can access the Membership System and produce the Massachusetts Medical Society membership directory. Within the next few weeks we should be able to connect the two and set our membership directory in type without having to input the data—just pulling it out of the Membership System,” Mark added.

Future Plans

Other plans for the future include conversion to RMS (the DATAPOINT Resource Management System software) and the addition of 11 more 8220 terminals for Multiplan and IEOS (Integrated Electronic Office System) users and four more DATASHARE terminals for the subscription management system. Additional terminals and some spoolers to manage printer allocation in the data processing department are also planned.

Plans to extend the network into the Correspondence department in order to utilize word processing and DATAPOINT Auto-type list processing are also underway. Complaints and subscription cancellations are handled in this area. With DATAPOINT word processing the generation of individually addressed form letters and the insertion of variable information in standard text will be possible.

The Quality Challenge

From the in-depth review cycle for articles to the efforts taken to assure quality in the production cycle, the *Journal* always demands excellence. The business and administrative side of the *Journal* is no less affected by this standard for quality. “Office automation systems have increased productivity, and added to individual job satisfaction by providing more time to explore better ways of handling the business. We already have more equipment on order. We will continue to explore new applications that will enable us to perform day to day business transactions in the most efficient way,” said Fumicello.

The *New England Journal of Medicine* is known and respected the world over for the quality of its editorial operations. By judiciously employing the latest in management technology, including computers, the *Journal’s* business operation is striving to meet the quality challenge set by the editorial operation. □

Traditional Equipment

Model Code	Description	Maint.	Install	Price
DISK SYSTEMS				
4520	5500 Proc., 5MB Storage (two 2.5MB Wanco Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Comm Adaptor (9462)	272	700	5300
4620	6600 Proc, 5MB Disk Storage, Controller 20MB, Multiport Comm Adaptor (9462)	267	700	11950
4630	6600 Proc, 128K Dual Disk Controller, 29MB (9374), Multiport Comm Adaptor (9462)	341	800	20950
4650	DATASHARE System Proc, 128K, Dual Disk & Controller, 134MB (9392), Multiport Comm Adaptor (9462)	480	1000	41950
4730	DATASHARE System Proc, 256K Dual Disk & Controller, 20MB (9374), Multiport Comm Adaptor (9462)	357	800	22750
4750	DATASHARE System Proc, 256K Dual Disk & Controller, 134MB (9390), Multiport Comm Adaptor (9462)	496	1000	43750
1500 SYSTEMS				
1536	1500, 64K Memory, Two Diskette Drives (.5MB Total)	78	200	2950
1552	1550 Proc, 64K Memory, 1MB Diskette (SS-DD) (1404) ICA	82	195	4470
1553	1550 Proc, 64K Memory, 2MB Diskette (DS-DD) (1403) ICA	92	195	5070
1554	1500 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) (1401) 9310 Cartridge Drive, ICA	157	250	9950
1555	1550 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) (1401) 9320 Cartridge Drive with MPCA, ICA	165	250	9950
1543	Diskette Expansion Module	33	195	1300
1402	Diskette Expansion Module (.5MB) for 1500/1550	39	195	2000
1403	Extension Diskette Module, 1 MB for 1550 (DS-DD)	49	195	2650
1404	Extension Diskette Module, 1MB for 1550 (SS-DD)	39	195	2250
1800 SYSTEMS				
1804	DATAPPOINT 1800, 128K Memory, Removable Keyboard, Two Diskette Drives (1MB) (SS-DD) (1842) ICA	135	200	4450
1814	DATAPPOINT 1800, 64K Memory, 2MB Dual Diskette Drives (DS-DD) (1413) ICA	147	200	6100
1842	Diskette Drive Expansion Module	39	195	1500
1412	Diskette Drive Expansion Module, 1MB Dual (SS-DD) for use with 1800 using 1412/1413 drives	39	195	2250
1413	Diskette Drive Extension Module (DS-DD) 2MB Dual for use with 1800 using 1412/1413 drives	49	195	2650
PROCESSORS				
5548	5500 Proc, 48K Memory	184	200	4950
5556	5500 Proc, 56K Memory	188	200	5200
5508	8K Memory Upgrade Kit for 5500	*	195	395
6600	DATAPPOINT 6600 Proc, 128K	297	200	11000
6640	DATAPPOINT 6600 Proc, 256K	313	200	12800
*Maintenance price becomes price published for the new configuration.				
ARC FILE PROCESSORS				
4634	ARC File Proc, 20MB Disk Proc, 128K Dual Disk & Controller, 20MB (9374) RIM Adaptor (9483)	338	670	20950
4735	ARC File Proc, 256K Dual Disk & Controller, 20MB (9374) RIM Adaptor (9483)	354	670	22750
4654	ARC File Proc, 120MB Disk Proc, 128K Dual Disk & Controller, 120MB (9390) RIM Adaptor (9483)	475	1000	41950
4755	ARC File Proc, 256K Dual Disk, 120MB (9390) RIM Adaptor (9483)	491	1000	43750
ARC APPLICATIONS PROCESSORS				
3820	ARC Application Proc, 128K, RIM Adaptor, ICA (I&II)	54	150	3350
3822	ARC Application Proc, 128K, Internal RIM, No I/O, No ICA (I&II)	53	120	2950
6020	ARC Application Proc, 128K, RIM Adaptor	83	195	7950
6040	ARC Application Proc, 128K, RIM Adaptor	99	195	9750

Model Code	Description	Maint.	Install	Price
CARTRIDGE DISKS				
9310	10MB Cartridge Disk without 4-Port MPCA	80	195	5950
9320	10MB Disk Cartridge with 4-Port MPCA	88	195	6250
9367	Dual Disk & Controller, 5MB Console	99	195	3500
9369	5MB Dual Disk Extension	79	195	3000
9374	Disk, Top Loading, 20MB (10/10) with Controller for use with DATASHARE & ARC Systems	163	250	11950
9375	Disk, Top Loading, 20MB Extension (10/10) for 9374 (I)	113	150	6950
9376	Disk, Top Loading, 40MB Extension (10/10, 10/10) for 9374	220	195	12950
DISK CONTROLLERS AND DRIVES				
9390	Disk, dual 120MB with Controller	263	250	32950
9391	Disk, Extension, 60MB for use with 9390	110	195	11950
9393	Disk, Extension, 60/60MB	220	225	22500
BELT PRINTERS				
9212	115-240 LPM Printer, 132 Column (III)	103	195	3900
9213	64 Char. Belt Option (340 LPM Option) for 9212, 9214 & 9297 Belt Printer (III&IV)	330		
9214	Printer, Belt-132 Column, 230-240 LPM Parallel Interface	120	195	4300
FREEDOM PRINTERS				
9231/9232	80CPS Freedom Printer, Serial or Parallel	51	195	899
1090	Option, Serial Interface Upgrade	195		150
1091	Option, Parallel Interface Upgrade	195		450
DRUM PRINTERS				
9280	300 LPM Printer, 64 Char./Single Channel Vertical Form Control	140	195	4450
9281	300 LPM Printer, 96 Char./Single Channel Vertical form Control	155	195	4450
9260	600 LPM Printer, 64 Character	200	195	5500
9261	600 LPM Printer, 96 Character	220	195	5500
MATRIX PRINTERS				
9621	160 CPS Matrix Printer, Serial	42	195	1795
9622	160 CPS MatrixPrinter, Parallel	42	195	1500
45 CPS PRINTERS				
9601	45 CPS Char. Printer, Serial	45	195	3350
9602	45 CPS Char. Printer, Parallel	45	195	3000
9605	Cut Sheet Feeder	16	40	1550
DATASTATION TERMINALS				
3601	Datastation Terminal (V)	25	35	695
8200	Datastation Terminal (9V)	18	20	1295
TAPE DRIVES				
9581	9 Track Tape, 1600 BPI, 8.5 Inch Reel	110	195	4000
9583	9 Track Tape, 1600 BPI, 10.5 Inch Reel	105	195	6000
9584	9 Track Tape, 1600 BPI, 10.5 Inc Reel	134	195	9000
COMM. ADAPTORS				
9020	Parallel Adaptor	2	25	475
9022	Power Supply	14	25	495
9400	Adaptors, Async Comm with EIA Interface (V)	16	25	395
9401	Comm Adaptor (V)	20	25	395
9402	Comm Adaptor (V)	20	25	425
9404	Comm Adaptor (V)	16	25	250
9408	DATASHARE Modem, 1200 Baud Transmit, 150 Baud Receive, Full Duplex (V)	18	25	275
9409	DATASHARE Modem, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	18	25	275
9462	Multiport Comm Adaptor (V)	18	50	595
9481	Multifunction Comm Adaptor (V)	29	25	1450
9445	Data Access Arrangement Device (1001A-CDT) (IV&V)	2	75	200
9446	Data Access Arrangement Device (1001F-CBS) (IV&V)	3	75	250
9483	RIM Adaptor (V)	15	50	1250
9484	8-Port Active Hub (V)	11	60	900

Model Code	Description	Maint.	Install	Price
COMM. ADAPTORS CONT'D.				
9487	16-Port Active Hub (V)	16	80	1250
9478	DATASHARE modem with Internal DAA (1001F-CBS) Default Cable-8 Pin Plug, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	22	15	750
9479	DATASHARE Modem with Internal DAA (1001F-CBS) Default Cable-8 Pin Plug, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	21	15	750
CARD READERS				
9504	Card Reader, 80 Column, 300 CPM, 115 VAC			

- I. Installation is available at the published price per unit subject to applicable minimum charge (\$195—local, \$390—remote).
- II. 3800 Processors have general purpose keyboards. III. For options, see model codes 0593, 0594 and 9216 in Product Cross Reference.
- IV. No installation charge if option is ordered with system.
- V. Installation is available at the published price per unit subject to applicable minimum charge (\$95—local, \$195—remote).

NOTE: Quantity Pricing is Applicable to End-Users Only.

Long lead time or temporarily out of stock.

Systems Education

NAME OF CLASS	DATES
Assembler 2	Aug. 15, Oct. 10, Dec. 5
RMS 2	Nov. 7, Dec. 5
Assembler 1	July 11, Sept. 12, Nov. 7
Project Management	July 18, Sept. 19, Nov. 28
Color Business Graphics	July 18, Oct. 10, Nov. 14,
Advanced LDCCS	July 25, Oct. 31
RMS 1	Aug. 1, Aug. 22, Oct. 10, Oct. 24
New Hire	Aug. 8, Oct. 3,
DOS Data Communications	Aug. 15, Oct. 24
DOS EMS	Sept. 12, Nov. 14, Dec. 12
Advanced ACD	Sept. 19, Dec. 12
Adv. Project Management	Sept. 22, Dec. 1
DATABUS/DATASHARE	Sept. 26, Nov. 14
COBOL	Sept. 26

The following classes will be scheduled pending minimum number of 10 students and available resources:

- LDCCS 2 (Advanced—5 days)
- ISL Conversion Seminar (5 days)
- COBOL (5 days)
- RPG (5 days)
- FORTTRAN (5 days)
- BASIC (5 days)

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

These same systems-level classes are also available to customers. Registration of DATAPOINT Reps, OEMs and customers must be coordinated through regional SE managers.

For more information on Systems Education classes, please call extension 7368 or write to mail station C01.

Trade Shows

Aug. 30 - Sept. 2	U.S. Int'l Tel.	St. Louis
Oct. 10 - 13	Info '83	New York



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- _____ The Seybold Report on Office Systems: DATAPOINT Integrated Electronic office. (Maximum order 5 copies.)
- _____ Association of Computer Users Benchmark Report: DATAPOINT 8600. Full 24-page report. (Maximum order 10 copies.)
- _____ Computerworld reprint: DATAPOINT 8600 Stands Out in Multiuser Text. One-page synopsis of ACU Benchmark Report.
- _____ MIS Week reprint: DATAPOINT Corporation has an Edge on its Competition.
- _____ Byte Publications reprint: Local Area Networks: An Update on Micro-computers in the Office
- _____ Electronic Engineering Times reprint: SMC First in LAN ICs (ARCNET-ETHERNET knock-off article.)
- _____ Electronics reprint: DATAPOINT ARCNET Specification Inc.: "Joining the Network."

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San Antonio, Texas 78274

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Address _____

City _____ State _____ Zip _____

Customer Education

BOSTON, MASSACHUSETTS

July 18	RMS New DATAPOINT Customers
July 25	RMS DOS Customers
August 15	DOS Basic Word Processing
August 22	DOS DATABUS
September 12	DOS Basic Concepts and Operations
October 3	RMS DOS Customers
October 10	DOS DATABUS
October 24	RMS New DATAPOINT Customers
November 7	DOS Basic Word Processing
November 28	RMS Basic Concepts

CHICAGO, ILLINOIS

July 18	DOS DATABUS DOS Basic Word Processing
August 15	DOS DATABUS DOS Basic Word Processing
August 29	RMS New DATAPOINT Customers
September 12	DOS Basic Concepts and Operations
September 19	DOS Advanced Word Processing
September 26	DOS Basic Word Processing
October 3	DOS DATABUS
October 10	RMS Basic Word Processing
October 17	DOS Introduction to DATAPOINT Programming DOS Basic Word Processing RMS Basic Concepts
October 24	DOS Advanced Operations
October 31	RMS DOS Customers
November 7	DOS DATABUS
November 14	RMS DATABUS DOS Basic Concepts and Operations

HOUSTON, TEXAS

July 18	DOS Advanced Operations
July 25	DOS Basic Word Processing
August 1	DOS Basic Concepts and Operations
August 8	DOS Introduction to DATAPOINT Programming
August 15	RMS Basic Concepts
August 22	DOS Basic Word Processing
August 29	DOS DATABUS
September 7	DOS Multiplan
September 12	DOS Advanced Operations
September 19	DOS Basic Concepts and Operations
September 26	RMS New DATAPOINT Customers
October 3	DOS Basic Word Processing
October 10	DOS DATABUS
October 17	DOS Advanced Word Processing
October 24	DOS Introduction to DATAPOINT Programming
October 31	RMS New DATAPOINT Customers
November 7	DOS Basic Concepts and Operations
November 14	RMS DATABUS
November 28	DOS DATABUS

NEW YORK, NEW YORK

June 18	DOS Basic Concepts and Operations RMS DOS Customers
June 25	DOS Advanced Operations DOS DATABUS
August 1	RMS Basic Concepts RMS New DATAPOINT Customers
August 8	RMS DATABUS DOS Basic Word Processing
August 15	DOS ARC (Attached Resource Computer)
August 22	DOS Basic Concepts and Operations DOS Introduction to DATAPOINT Programming
August 29	DOS DATABUS RMS DOS Customers
September 12	DOS Advanced Operations
September 19	DOS Basic Word Processing
September 26	DOS DATABUS RMS Basic Word Processing
October 3	DOS Basic Concepts and Operations DOS Advanced DATASHARE
October 10	RMS Basic Concepts
October 17	DOS Basic Word Processing RMS DATABUS
October 24	DOS Basic Concepts and Operations DOS Introduction to DATAPOINT Programming
October 31	DOS Advanced Operations DOS DATABUS
November 7	RMS DOS Customers
November 14	DOS Basic Word Processing
November 28	DOS DATABUS RMS New DATAPOINT Customers

SAN ANTONIO, TEXAS

July 18	DOS Introduction to DATAPOINT Programming DOS ARC (Attached Resource Computer) RMS Basic Concepts RMS Advanced Word Processing
July 25	DOS Basic Concepts and Operations DOS Advanced Operations DOS Advanced DATASHARE RMS DATABUS
August 1	DOS Basic Word Processing DOS Advanced Word Processing Long Distance Control System (LDCS)
August 8	RMS DOS Customers DOS DATABUS
August 15	RMS Basic Word Processing
August 22	RMS New DATAPOINT Customers Automatic Call Distributor (ACD) DOS Basic Word Processing DOS ARC (Attached Resource Computer) DOS Advanced Operations
August 29	RMS DATABUS DOS Advanced DATASHARE DOS Basic Concepts and Operations

SAN ANTONIO, TEXAS CONT'D.

September 12	DOS DATABUS DOS Basic Word Processing Advanced Long Distance Control System (LDCS) RMS Basic Concepts
September 19	RMS DOS Customers DOS Multiplan DOS Advanced Operations DOS Introduction to DATAPOINT Programming
September 26	DOS Basic Concepts and Operations DOS Assembler (Snap) Automatic Call Distributor (ACD)
October 3	DOS ARC (Attached Resource Computer) DOS Basic Word Processing
October 10	RMS DATABUS Advanced Automatic Call Distributor (ACD) DOS DATABUS
October 17	DOS Advanced Operations DOS EMS (Electronic Message System) RMS New DATAPOINT Customers
October 24	DOS Basic Word Processing Automatic Call Distributor (ACD)
October 31	DOS Basic Concepts and Operations DOS Multiplan Long Distance Call Distributor (LDCS) RMS DOS Customers
November 7	DOS Advanced DATASHARE DOS Advanced Word Processing
November 14	DOS Advanced Operations DOS DATABUS DOS ARC (Attached Resource Computer) DOS Basic Word Processing Advanced Long Distance Call Distributor (LDCS) RMS Basic Word Processing
November 28	DOS Basic Concepts and Operations DOS Introduction to DATAPOINT Programming DOS Multiplan Automatic Call Distributor RMS DATABUS

Classes are subject to cancellation if minimum enrollment (six students) is not met. Notification of cancellation will be no later than 10 calendar days prior to class start date.

Registration for all Customer Education classes will be taken by Customer Education in San Antonio at (512) 341-3268. Please call San Antonio for information regarding classes or registration.

SAN MATEO, CALIFORNIA

July 18	DOS Basic Concepts and Operations RMS New DATAPOINT Customers
July 25	DOS Introduction to DATAPOINT Programming DOS Basic Word Processing
August 1	RMS Basic Concepts
August 8	DOS DATABUS
August 15	DOS Basic Concepts and Operations
August 22	RMS Basic Word Processing
September 12	DOS Introduction to DATAPOINT Programming DOS Basic Word Processing
September 19	RMS DATABUS
September 26	RMS DOS Customers
October 3	DOS Advanced Operations
October 17	DOS DATABUS DOS Basic Word Processing
October 31	RMS Basic Word Processing
November 7	DOS Basic Concepts and Operations
November 14	DOS Introduction to DATAPOINT Programming RMS New DATAPOINT Customers
November 28	DOS Basic Word Processing

SEATTLE, WASHINGTON

September 19	RMS Basic Concepts
September 26	RMS New DATAPOINT Customers
October 10	DOS Basic Concepts and Operations
October 17	RMS DOS Customers
October 24	DOS Introduction to DATAPOINT Programming
October 31	DOS Basic Word Processing
November 14	DOS DATABUS

WASHINGTON D.C.

August 8	DOS Introduction to DATAPOINT Programming
August 15	RMS DOS Customers
August 29	RMS Basic Word Processing
September 12	DOS Basic Word Processing
September 19	DOS Basic Concepts and Operations
October 3	RMS DATABUS
October 17	DOS DATABUS
October 24	RMS DOS Customers
November 7	RMS New DATAPOINT Customers
November 14	RMS Basic Concepts

Print Ad Schedule

JULY PRINT ADVERTISING SCHEDULE

<i>Wall Street Journal</i>	July 6, 12	ARC/Hyatt
<i>Business Week</i>	July 4	ARC/Hyatt
<i>Computerworld</i>	July 4	ARC/Hyatt
<i>Datamation</i>	July	ARC/Hyatt
<i>Computer Decisions</i>	July	ARC/Hyatt
<i>Info. System News</i>	July 11	ARC/Hyatt
<i>Infosystems</i>	July	ARC/Hyatt
<i>MIS Week</i>	July 6	ARC/Hyatt
<i>Modern Off. Procedures</i>	July	ARC/Hyatt
<i>The Office</i>	July	ARC/Hyatt

INTERNATIONAL ADVERTISING SCHEDULE

<i>Scientific Am. (Int'l)</i>	July	Service
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Foreign Device Interface Summary

Device Mfg/Type	Application	Software	Currently Used	Contact Branch
Intermec Model 9300 OCR-Bar Code Reader	Library book check-in system.	RMS DATABUS	N	Doug Smallwood San Antonio
Intermec Ruby Model 1 Wand Reader	Bar Coded inventory control.	DATASHARE	Y	Gerry Patterson Jane Stahowiak Milwaukee
MSI 88S Bar Code Reader	Used in file control for gov't grants to sewage treatment facility.	DATASHARE	Y	Paul Gilbride Arlington
Elcom Ind. VAT-500 Mag Stripe Reader	Credit card approval system.	DATASHARE/ POLLINK	N	Hugh Wardlaw Memphis
Panasonic Special Build Badge Reader	Work in progress data collection.	DS6/DS5	Y	Jack Arnold Fort Worth
Panasonic Multidrop Term Unit Badge Reader	Payroll time clock accounting.	DS6/DS5	Y	Bob Roth Chicago
Panasonic Badge Reader	Collect labor data from factory.	DATASHARE	Y	John J. Doonan Ann Dupree Stamford
Unknown Manufacturer Badge Reader	Payroll time clock accounting and verification application.	DATASHARE	Y	Jim Schoonmaker Fred Massett New Orleans
Compuscan OCR Page Reader	Intelligent OCR embeds IEOS commands in output file.	UNITERM18	Y	Tony Ehinger Mike Wallace New Jersey
DEST Model 202 Laser Document Scanner	Used to convert WP documents to DOS text files to be later converted into IEOS.	UNITERM4	Y	Tom Joffrion San Antonio
Keytronic OCR MICRO Reader	Reads MICRO on checks and bill stubs.	DATASHARE	Y	Greg Walsh Roger Flory Des Moines
Kimball Systems KODE 410 OCR Ticket Printer	Exchange receipt info with IBM4331, collect history & control printing of merchandise ticket.	DATASHARE/ POLLINK	Y	Steve Bargiacchi Hal Harris Memphis
Recognition Prod. Inc. OCR Wand	Warehouse inventory and quality control.	DATASHARE	Y	New Jersey
SCAN-TRON 1200-OMR Reader	Reads school grades.	DATABUS	Y	Greg Ferris Stan Conner Jacksonville
Scantron 5098 Test Scoring Equipment	Marketing research questionnaires reads #2 pencil bubble mark.	UNITERM 15	Y	Gene Ferguson Richmond
Tycorn Corp. 3055H/MTX Optical Card Reader	Mark Sense Cards used in lab reporting.	DS6	N	Vince Ayo Henry Foster Tampa
Azurdata	Order Entry System employing hand held terminals for entry into 1800 & 3800 processors.	ASSEMBLER	Y	John Winn Hugh Wardlaw Memphis
MSI MSI 77	Order Entry System employing hand held terminals for entry into 1800 & 3800 processors.	ASSEMBLER	Y	John Winn Hugh Wardlaw Memphis
MSI Data Corp. MSI 77	Number pad data entry.	DATASHARE	Y	Chuck Humblias Harry Senopoulos New Jersey
Summagraphics BIT PAD 1	Material take off demo. Simple entry for plumbing materials.	DS5	N	Thomas Joffrion San Antonio
Telxon 718 Hand Held Terminal	Order Entry System employing hand held terminals for entry into 1800 & 3800 processors.	ASSEMBLER	Y	John Winn Hugh Wardlaw Memphis
Gas Boys Gas Pumps	Automated gas pump measurement and accounting system from credit check to billing statements.	DS1500	Y	Jack Arnold Fort Worth
Gas Boys Gas Pumps	Automated gas measurement and accounting.	DS5	Y	Fred Massett New Orleans

Device Mfg/Type	Application	Software	Currently Used	Contact Branch
3M Model 5500 Mark Sense Reader	Used in processing job applications.	DS5	Y	Tom Joffrion San Antonio
Decision Data 8010 & CS780 Card Reader/ Punch	Used to read and punch cards at 4800 BPS.	MTE55 3780	Y	Wally Perkins Hugh Wardlaw Memphis
Data Terminal Systems 520 Cash Register	Inventory and price control.	DATASHARE, ASSEMBLER, MULTILINK	Y	Brown, Nordahl, Herrington & Co. (Rep) Dave Brown Portland
Data Terminal 571-Cash Register	Down-line load new prices & pull sales reports from register.	MTE55/3780	Y	Datacore (Rep) Ellis Hillinger Seattle
NCR 280 POS Terminals	Central service bureau polls remote POS terminals for transmission into IBM 370 Mainframe.	ML3780	Y	Bill Snedeker Cindy Semrau Chicago
Perry Data Systems PDS 9400 Point of Sale Cash Register	Jewelry store accounting.	DATASHARE	Y	Mark Roberts Tulsa
Perry Data Systems PDS 9460 + Validator Cash Register and Printer	Property tax collection and courthouse record indexing.	DOS DS6/ RMS DATASHARE	Y	Infotran Corp. (OEM) Don Fisher Columbia
Spillman Data Systems DT110 Cash Drawer	Cash drawer.	DATASHARE	Y	Spillman Data Systems (OEM) Chet Curtis Oakland
Amer. Monitor KDA Body Fluid Monitor	Data from KDA submitted to DATASHARE as part of a lab procedure tracking system.	DATASHARE/ POLLINK	Y	John Winn Hugh Wardlaw Memphis
Coulter Diagnostic S-Plus Blood Analysis Device	Blood analysis & breakdown results displayed on screen & written to disk.	DS6	Y	Vince Ayo Henry Foster Tampa
Coulter S/SSR Blood Test Equipment	Blood monitor tracking.	DATASHARE/ POLLINK	Y	John Winn Hugh Wardlaw Memphis
Technicon Instruments LIS & SMAII Chemical Analysis Equip	Data from analysis equipment tracked through DATASHARE as part of lab procedure.	DATASHARE/ POLLINK	Y	John Winn Hugh Wardlaw Memphis
DOCUTELL TT 2300 Automatic Teller Machine	Automatic banking facility allows cash withdrawals, deposits, transfers, & account balance information.	CUSTOM DESIGNED	Y	Jules Roy San Antonio
Compugraphics 7700 Photo-typesetter	Print WP documents in publishable format.	MTE55/3780	Y	Bill Cook Hank Kibit Detroit
Compugraphics 7700 Photo-typesetter	Print WP documents in publishable format.	MTE55/3780	Y	Bill Cook Hank Kibit Detroit
Compugraphics MCS 20 Typesetter	Typesetting.	UNITRM18	Y	Baron Data (OEM) Chet Curtis Oakland
A&M Int'l 2800 COMPEDIT Typesetter	Typesetting device interfaced to DATASHARE.	DS6	Y	George Lارايا New Jersey
CPT 8525 Word Processor	Transfer of data file to 6600.	DATASHARE	Y	Bob Garrison Ellis Hillinger Seattle
Lanier Word Processor	Used as limited RMS workstation or Datastation.	RMS DATASHARE	Y	Graham McKinley Denver
Lexitron VT 1303 Word Processor	Pull WP file to DPT, sort and return.	UNITRM18 UNITRM15		Bob Jarrett Tulsa
Masstron M3001 Scale Instrument	Work in process and inventory control.	DATABUS	Y	Bob Cowan Rich St. Cyn Detroit

Device Mfg/Type	Application	Software	Currently Used	Contact Branch
Toledo Digital Scales Product Scales	Print bill of lading, schedule, orders, packing production, & ship manifest for produce chicken.	DATASHARE 5 & DS6	Y	Ben Swayze Thomas Joffron (S.A., TX) New Orleans
Apple Computer APPLE 2+	Interface into the graphics capabilities & Visicalc to pass data.	DS	Y	Greg Walsh Roger Flory Des Moines
DEC PDP8 Mini-Computer	Transmit data from PDP8 to ARC; 3600 picks up print file, converts to DS.	ASSEMBLER SNAP3	Y	Ben Swayze Leonard Mosley New Orleans
IBM Personal Computer 512K	Off site data transfer to home office.	UNITRM18	Y	Rue Morgan Bob Jarrett Bartlesville, OK
Intel 80/20-4 Micro-Processor	Intel is used to store data about bus fare collections for later transfer to DATAPOINT 6600.	DATASHARE	Y	Ron Davis Norfolk
Tandy TRS80 MOD II	Purchase order subsystem.	DS6/RMS & DOS	Y	Jack Arnold Fort Worth
TI TI 745 & TI746	On line statistics demonstration for actuarial consultants.	DATASHARE 5, VER 1.2	N	Thomas Joffron San Antonio
ADDS Terminal	Phone operator's interface used because of color scheme.	DS	Y	Frederick Grossman Stamford
Columbia 7.9 MB Cartridge Disk	Record data at the oil well head.	DB/POLLINK	Y	Bob Jarrett Tulsa
Heathkit LSI 11 Diskette System	Convert diskettes DATAPOINT format to from IBM format.	DATABUS	Y	Enda Eames Tom Joffron San Antonio
Caere 760 Wand Reader	Scans attendance stubs to produce certificates.	DATASHARE	Y	Henko Systems (Rep) Susan Schneider Des Plaines
Calcomp Plotter Talos Digital 907 Controller Plotter	Wrote DATASHARE interface program to output to plotter and digitisers.	DATASHARE	Y	Bob Jarrett Tulsa
Data Products V-132C 600 LPM Printer	System printer uses 9442 interface.	DOS	Y	Bob Ponath Jim Benes Rep Account
DEC LA-34-AA 30 CPS Printer	Order Entry Printer has own port to separate printing from data entry.	DATABUS	Y	Sue Scallon Chicago
Diablo 630 Serial Printer	Diablo is used as a system printer connected to the I/O Bus via a parallel to serial converter.	DOS, IEOS	Y	Ron Davis Norfolk
EPSON MX80, MX100 Printers	Serial printer attached to 8200 terminals for general print jobs.	DATABUS	Y	Enda Eames Tom Joffron San Antonio
EXTEL AH11 Runder Matrix Printer	Message unspooler	S5/DS6	Y	Gamma Systems (Rep) Henry Foster Tampa
GE Terminus 200 200 CPS Printer	Print picking tickets.	DATABUS	Y	Professional Data Services (Rep) Bob Johnson Nashville
GE 510 Printer	High speed Printing.	RMS IEOS	Y	Fred Masset New Orleans
Floridata OSP/130	Print directories; enlarged print, 3-pass printing.	DS	Y	Frederick Grossman Stamford
HP 7220C Plotter	Graftalk software on DPT 1550.	CP/M-DPT	Y	Stewart Smith San Antonio
IBM 6770 LASER Printer	Using 3800s under ARC to drive the laser printer through modem eliminators.	MTE55 (2770)	Y	Randy Word Fort Worth

Device Mfg/Type	Application	Software	Currently Used	Contact Branch
IBM 6670-Info Distributor Laser Printer	Print WP & DP documents. Printer is interfaced through 3800 with parallel to serial converter.	MULTILINK	Y	Ron Davis Norfolk
MPI 150G Dot Matrix Printer	Local printer/enlarged letter printing.	RMS/DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
NEC 5510 SPINWRITER Serial Printer	Used as a system printer connected to the I/O Bus via a parallel to serial converter.	DOS, IEOS	Y	Ron Davis Norfolk
NEC Spinwriter 5520 Printer	General word processing printing.	DOS.H	Y	Entech Engineering (Rep) Randy Bond Knoxville
Okidata 83A Printer	Print phone system records.	DS	Y	Frederick Grossman Stamford
Perkin Elmer 310 Quality Printer	Mortgage loan tracking system.	DS5/DS6	Y	Henry Foster Tampa
Printronix 300 Printer and QMS M300 Parallel Interface Board	Print labels for product and stencils for product's carton.	DATABUS	Y	Kelley Starr Jane Stahowiak Milwaukee
Printronix 300 300 LPM Printer	Bar coded inventory control.	DATASHARE	Y	Gerry Patterson Jane Stahowiak Milwaukee
Qume LQ Printer	Print letter quality documents.	DS	Y	Frederick Grossman Stamford
Tally 160 CPS Printer	Inexpensive serial printer.	DATASHARE/DOS/RMS	Y	Stu McDougall Hank Kibbit Detroit
Tally 1612 Matrix Printer	Label printing for pharmacy and lab.	DS5/DS6	Y	Vince Ayo Henry Foster Tampa
3M Whisper Writer 40CPS Thermal Printer	Inexpensive serial system printer.	DOS	N	Stu McDougall Hank Kibbit Detroit
TI 810 Printer running under RMS	Four TI printers on parallel I/O bus on 6600.	RMS	Y	Jim Hiel Randy Word Fort Worth
Votrax Type-n-Talk	Text to speech synthesizer (used with Caere wand reader).	DATASHARE	Y	Henko Systems (Rep) Susan Schneider Des Plaines
Burroughs L8000 Posting Machine	Manual posting transmitted to 4630 thru multiport.	DS6/MLTC3500	N	John Mayo Randy Bond Nashville
IBM Selectric II Typewriter	File dump to typewriter required letter quality of typewriter without cost of printer.	SNAP 3/DOS.D	Y	Jim Barlow Salt Lake
IBM Selectric 2 Typewriter and ESCON ETI	Print IEOS output.	DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
Decision Data 8010 Card Reader/Punch	Used to read and punch cards.	MTE55	Y	Kelley Starr Jane Stahowiak Milwaukee
IBM 3270 Color Graphics	DATAPOINT CBG camera hung off 327X Color Graphics.	N/A	Y	Bob Jarrett Tulsa
MFE Corp. 5450 Cassette Terminal	Banking-Data received from bank on cassette tape. Processed by 1500 then transmitted to local mainframe.	UNITRM15	N	David Walta Oklahoma City
UNIVAC 9080	Overnight data processing.	DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
Visual Systems Microfilm Retrieval Products	Aim Application records & manages database of microfilm descriptions.	DATASHARE	Y	Stu McDougall Hank Kibbit Detroit

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DATAPOINT Marketing News is the monthly newsletter for DATAPOINT employees in the fields of marketing, sales and support. Our goal is to convey vital marketing and product information throughout the organization.

Editor: Betty Tucker
 Alison Swartz