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R. YEN  
E. McD  
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Best Regards  
Dave Peel

VOLUME 13 NUMBER 7

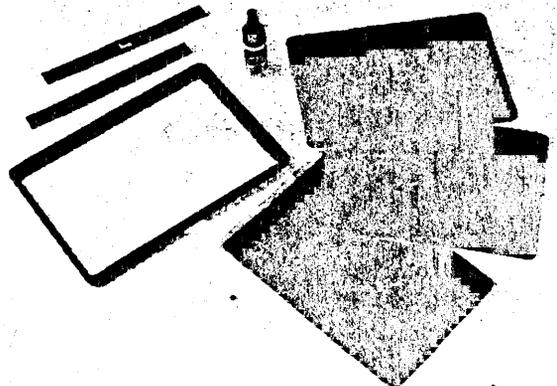
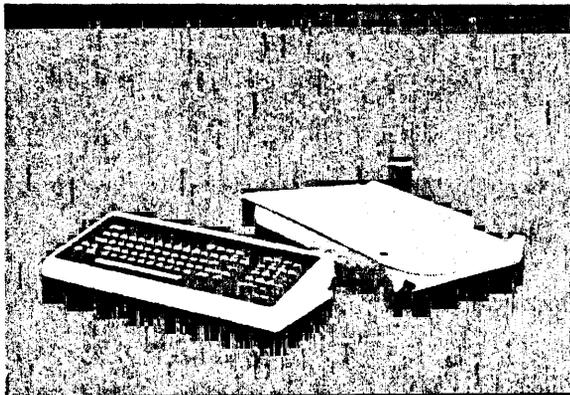
SEPTEMBER 28, 1981

Put. to Antares



**INTRODUCING  
THE VT101,  
VT102, and  
VT131**

will  
be  
white  
type



## PRODUCT MANAGEMENT

### TERMINALS ENGINEERING

Gary Keeler  
DTN: 223-4527 ML1-2/T29  
RCS: MM15

Dave Reed  
DTN: 246-2330 AK  
RCS: NGIA

### A LEADERSHIP PRODUCT BECOMES A LEADERSHIP FAMILY INTRODUCING THE VT101, VT102 AND VT131

The VT100 industry leadership terminal is now a leadership terminal family. Today the VT101, VT102 and VT131 terminals join the VT100 to give Digital a broad range of video terminals offering VT100 functionality with a variety of performance features and prices. The VT101, VT102 and VT131 complement and expand on the VT100 to give you a choice in video terminals to match each customer's requirements.

The VT101, VT102 and VT131 have the same award winning external design and size that have contributed to VT100 market acceptance. The new terminals have an internal design evolved from the VT100 which provides new performance features while maintaining VT100 reliability.

- o The VT101 offers basic VT100 functionality at a low \$15 BMC.
- o The VT102 is the ideal Digital systems terminal with built-in advanced video and printer port functionality plus communications and modem controls.
- o The VT131 has VT102 functionality plus block mode transmission for non-Digital systems.

## PRODUCT POSITIONING

### VT100 and the New Terminals

The VT100 offers upgrade flexibility with the advanced video, printer port and VT125 graphics options. The VT100 is ideal for customers who want future flexibility or who are OEM's who require the VT100's extra power and space.

The VT101, VT102 and VT131 are totally self-contained terminals with no functional upgrade options. They are non-expandable and do not have the VT100's extra power, space and OEM hooks. They are ideal for customers who do not foresee a need for functionality upgrades. The VT101, VT102, and VT131 are for customers who clearly understand the functionality they want in a video

terminal.

### VT101

The VT101 has the same functionality as a basic VT100 with no options. It is totally plug compatible with the basic VT100 and identifies itself to a host system as a VT100 with no options. In addition, the VT101 offers a local echo feature needed for non-DEC systems (such as IBM, HP, CDC) which do not echo back a character to the terminal after the character is typed.

Operator-oriented features on the VT101 terminal, including underline or reverse video character highlighting, double width/double size characters, 80 and 132-column lines, a detachable keyboard, smooth scrolling, a split screen, and composite video output, allow users to customize the video terminal to suit specific applicaiton needs. The VT101 has the lowest BMC (\$15) of all Digital terminals and is the terminal to sell to customers who definitely do not require additional functionality and need the lowest cost of ownership.

### VT102

The VT102 has the functionality of a basic VT100 plus the VT100 advanced video and printer port options built-in as standard features. In addition, the VT102 offers local echo and U.S. and European full and half duplex communications and modem controls. The VT102 works with many U.S. and European modems (see modem table in this article) and has been approved for connection to British and German modems and telephone systems. It is plug compatible with a VT100 with advanced video and printer port options but identifies itself to a host system as a VT102.

Many system product lines have chosen to put special emphasis on the VT102 as the best overall terminal for system customers who will not want to expand to VT125 graphics. The built-in VT102 advanced video features increase the user friendliness and user productivity of many video terminal applications. Digital's FMS and INDENT forms management software and EDT editor use advanced video functionality to maximum user advantage. The built-in printer port is a great convenience in video terminal applications requiring audit trails or where a user wants a hardcopy of screen data on demand. The VT102 printer port works with Digital's EIA LA34/38, LA35/36 and LA120 printing terminals. The VT102's communication features make the VT102 the best Digital video terminal for remote applications and timesharing systems.

The VT102 is available with either standard data processing keycaps or with DECWORD word processing keycaps. A word processing VT102 is the ideal video terminal for customers who wish to perform data processing and word processing on the same system.

### VT131

The VT131 terminal has the same functionality as the VT102 plus a local edit/block mode feature useful on non-Digital systems. On Digital systems the VT131 functions as a VT102. The VT131 unique block mode feature will not be supported by Digital operating systems. This VT131 feature is for use in the independent terminal marketplace. The VT131 will be marketed only by the Terminals Product Group. It is plug compatible with a VT100 with advanced video and printer port options but identifies itself to a host system as a

**TERMINALS COMPARISON TABLE**

| Model | Col x Lines                                     | Communications   | Editing Features  | Graphics 3    | Printer Port 4 | Application Software  | Europe   | EXP AND ABLE | MLP                | BMC   | Market   |
|-------|---|--|---|---------------|----------------|---|--|--------------|--------------------|---|--|
| VT102 | 80 x 24<br>132 x 24                             | <ul style="list-style-type: none"> <li>Local echo</li> <li>Full/Half duplex</li> <li>U.S. &amp; European modem controls</li> </ul> | STD <ul style="list-style-type: none"> <li>Advanced video option (AVO) 1</li> <li>Line insert/delete</li> <li>Character insert/delete</li> <li>Word processing variation (VT102W) supports DECword</li> </ul> |               | STD            | <ul style="list-style-type: none"> <li>Forms management system (FMS)</li> <li>Indent</li> <li>EDT</li> <li>DECword (VT102W)</li> </ul>      | <ul style="list-style-type: none"> <li>National power cord</li> <li>National character set option</li> <li>European modem controls</li> <li>French/German user manuals - FY82</li> </ul> | NO           | 2,400              | \$22  | System Users   |
| VT101 | 80 x 24<br>132 x 10                             | <ul style="list-style-type: none"> <li>Local echo</li> </ul>   |   |               | NO             | <ul style="list-style-type: none"> <li>FMS</li> <li>Indent</li> </ul>   | <ul style="list-style-type: none"> <li>National power cord</li> <li>National character set option</li> <li>French/German user manuals - FY82</li> </ul>                                  | NO           | 2,150              | \$15  | Price-sensitive customer requiring only basic VT100 functionality. VT101 has lowest BMC of all DEC terminals |
| VT100 | 80 x 24<br>132 x 10<br>132 x 24 with AVO Option |  | Options <ul style="list-style-type: none"> <li>AVO.</li> </ul>  | VT125 Option  | Option         | <ul style="list-style-type: none"> <li>FMS</li> <li>Indent</li> <li>EDT with AVO option</li> <li>WPS-8 (VT100W)</li> </ul>                  | <ul style="list-style-type: none"> <li>National character set option</li> </ul>  | YES          | 2,150 <sub>2</sub> | Basic \$18<br>+ AVO \$22<br>+ AVO + PP \$29 | System Users<br>OEMs requiring expansion space and power   |
| VT131 | 80 x 24<br>132 x 24                             | <ul style="list-style-type: none"> <li>Local echo</li> <li>Full/Half duplex</li> <li>U.S./European modem controls</li> </ul>       | STD <ul style="list-style-type: none"> <li>AVO.</li> <li>Line insert/delete</li> <li>Character insert/delete</li> <li>Local editing</li> </ul>  |               | STD            | <ul style="list-style-type: none"> <li>VT131 block mode has no DEC operating system support</li> <li>"VT102 mode," same as VT102</li> </ul> | <ul style="list-style-type: none"> <li>National power cord</li> <li>National character set option</li> <li>European modem controls</li> <li>French/German user manuals - FY82</li> </ul> | NO           | 2,450              | \$23  | TPG only<br>Block mode data entry for NON-DEC user<br>Character mode for DEC system user                     |
| VT132 | 80 x 24<br>132 x 10<br>132 x 24 with AVO option |  | STD <ul style="list-style-type: none"> <li>AVO.</li> <li>Line insert/delete</li> <li>Character insert/delete</li> <li>Local editing</li> </ul>  |               | Option         | VT132 block mode has no DEC operating system support<br>"VT100 mode," same as VT100   |  | YES          | 2,350              | \$26  | TPG only   |
| VT125 | 80 x 24<br>132 x 10<br>132 x 24 with AVO option |  | Options <ul style="list-style-type: none"> <li>AVO.</li> </ul>  | STD Bit Map   | STD 5          | Regis Graphics Library (RGL) DATARETRIEVE-32 in FY82  |  | YES          | 3,800              | Basic \$29<br>+ AVO \$33                    | Business, and Scientific, Graphics   |
| VT105 | 80 x 24<br>132 x 24 with AVO Option             |  | STD <ul style="list-style-type: none"> <li>AVO</li> </ul>   | STD Wave-Form | Option         | MINC  |  | YES          | 3,100              | Basic \$29<br>+ AVO \$33                    | LDP only   |

- Advanced Video Option provides: character highlights (bold, blink, underline, reverse), additional 10 lines with 132 column display, hooks for European character sets.
- AVO MLP is \$150; Printer Port MLP is \$225.
- All products have "line drawing" characters as standard.
- As an option, the printer port also adds local echo, line insert/delete, and character insert/delete to the VT100.
- Screen copy in graphic mode only.

VT131.

The following table compares the features of Digital's video terminals.

<terminals comparison table goes here>

### PRICE POSITIONING

The following table compares the MLP's and BMC's for each new product to a VT100 configured closely to the functionality of the new product.

|       | NEW PRODUCT |      | COMPARABLE VT100   |              |
|-------|-------------|------|--------------------|--------------|
|       | MLP         | BMC  | MLP                | BMC          |
| VT101 | \$2,150     | \$15 | \$2,150            | \$18         |
| VT102 | \$2,400     | \$22 | \$2,300<br>\$2,525 | \$22<br>\$29 |
| VT131 | \$2,450     | \$23 | \$2,350<br>\$2,575 | \$26<br>\$33 |

*Handwritten notes:*  
- A line connects the MLP values of VT101 and VT102.  
- Above the BMC column, it says "60% discount (QTY 500)".  
- Next to the NEW PRODUCT MLP header, it says "BUT".

### SOFTWARE SUPPORT

The VT101 and VT102 are functionally equivalent to the VT100 and will have the same software support as the VT100. The VT131 in block mode does not have corporate software support, its block mode features being designed for the non-Digital independent marketplace.

Commitments have been made to have support for the VT101 and VT102 for RSX, RSTS, VMS, FMS and INDENT in FY82.

The VT100 and VT52 printer port options, as well as the VT102 and VT131 built-in printer ports, do not have Digital software support. Printer ports can be used locally by terminal operators without software. Only host initiated printing functions have to be programmed by the user.

### VT102, IN DEPTH

The VT102 video terminal is the ideal Digital systems terminal which represents a new standard for systems users. The VT102 features full VT100 functionality plus local echo, built-in advanced video and printer port features, character and line insertion and deletion, and U.S./European full and half-duplex

communications and modem controls. The VT102 video terminal is a totally self-contained terminal and has no functional upgrade options.

The VT102 terminal works well with Digital's video terminal support software - FMS and INDENT forms management systems, EDT interactive text editor and DECWORD word processing. The operator-oriented features of the VT102 make it an ideal terminal for applications where operator efficiency is of prime importance.

#### ADVANCED VIDEO FEATURES

The advanced video features enhance the user friendliness of many VT102 terminal applications. Any character can be displayed in a selectable combination of blinking, underlining, bold and reverse video. These character attributes are used for formatting, prompting, exceptions, guidance, security control and alarm. A full screen of 24 lines of 80 or 132 column characters can be displayed and international character sets available for the VT102 from CSS can be used. FMS, INDENT, EDT and DECWORD make optimum use of advanced video features for greater user productivity.

#### PRINTER PORT FEATURE

The printer port feature enables hardcopy printing off the VT102 terminal and the sharing of one host communication line between a VT102 and a printer. Only one communication line is needed from the host to the VT102 and the hardcopy terminal. The printer port feature provides the serial connection to a dedicated printer for immediate printout of the video display by operator or host command. The VT102 terminal is priced \$125 less than the MLP of a VT100 with a printer port. The VT102 is the best buy for a customer who needs VT100 and printer port functionality.

The combination of video and hardcopy terminals in one workstation is becoming increasingly popular. A video terminal provides the fast interaction a user expects with a system. A printing terminal connected to the printer port provides immediate hardcopy from the screen at the operator's discretion, without interrupting the host. Hardcopy may be required for audit trails in financial applications, selective printouts from EMS, or journals for transaction processing, for example. Hardcopy of the screen may be obtained simply by pressing a button.

The following four print control functions are provided by the VT102 terminal:

- o Print screen (command locally from keyboard or remotely from host).
- o Auto print; line-at-a-time printing (command locally from keyboard or remotely from host).
- o Print line (command from host).

- o "Printer Controller" mode; data is passed directly to the printer without appearing on the screen (command from host).

The following are applicable Digital serial printers for use with the VT102 terminal:

| <u>Printers</u> | <u>Printer Option Recommended</u> | <u>Option Description</u>                  |
|-----------------|-----------------------------------|--|
| LA34-AA, DA, RA | LAX34-LL<br>or<br>LAX34-PL        | Paper Low Detection<br>Paper Out Detection |
| LA34-VA, WA     | (No Options Required)             |  |
| LA35 Family     | LAXX-KG (Required)<br>LAXX-LZ*    | EIA Interface<br>Paper Fault Detection     |
| LA36 Family     | LAXX-KG (Required)<br>LAXX-LZ*    | EIA Interface<br>Paper Fault Detection     |
| LA38 Family     | (No Options Required)             |  |
| LA120 Family    | (No Options Required)             |  |

\* Standard on CE and CJ models. Required on all other models. Order from Accessories & Supplies or TPG dealers.

Null Modem Cable to connect the printer to the VT102 for:

|             |  |
|-------------|--|
| LA34, LA120 | BC22A-10 or BC22A-25 (Null Modem Cable)    |
| LA38        | Cable provided (BC22A)                     |
| LA35, LA36  | Cable provided with LAXX-KG option (BC03M) |

#### MODEM CONTROL

The VT102 terminal can communicate in either full-duplex or half-duplex using one of five modem control selections.

Full-duplex communication allows characters to be transmitted in both directions at the same time. The VT102 features the following full-duplex

## Modem Support

### BELL MODEMS

|                            | Manual Originate Only | Manual Answer Only         | Manual Originate/Answer | Auto Answer                  | Auto Call with 801 ACU | Reverse Channel      |
|----------------------------|-----------------------|----------------------------|-------------------------|------------------------------|------------------------|----------------------|
| <b>PUBLIC SWITCHED</b>     |                       |                            |                         |                              |                        |                      |
| 300 BAUD, FDX, 2-W         | 113A<br>113C          | 113D                       | 103A<br>103J            | 103A<br>103J<br>113B<br>113D | 103A<br>103J<br>113C   | No<br>No<br>No<br>No |
| 1200 BAUD, HDX, 2-W        | —                     | —                          | 212A<br>202S            | 212A<br>202S                 | 212A<br>202S           | No<br>Yes            |
| 1200 BAUD, FDX, 2-W        | —                     | —                          | 212A                    | 212A                         | 212A                   | No                   |
| <b>DEDICATED LINE</b>      | Modem                 | Conditioning               | Reverse Channel         | Multipoint                   | Multiplexed            |                      |
| 300 BAUD, Async, FDX, 2-W  | 103F                  | Unconditioned 3002 Channel | No                      | No                           | No                     |                      |
| 1200 BAUD, Async, HDX, 2-W | 202T                  | Notes 1 & 2                | Yes                     | No                           | No                     |                      |
| 1200 BAUD, Async, FDX, 4-W | 202T                  | Note 2                     | No                      | No                           | No                     |                      |

#### Notes

1. Reverse channel: Up to 1200 BAUD on unconditioned or C2 conditioned 3002 channel.
2. Without reverse channel: Up to 1200 BAUD, unconditioned 3002 channel; between 1200 and 1800 BAUD, C2 conditioned 3002 channel.

### CCITT MODEMS

|   |                        |
|---|------------------------|
| <b>PUBLIC SWITCHED (2-wire only)</b>            |                        |
| 200/300 BAUD, Async, FDX                        | V.21 Modem (V.24/V.28) |
| Up to 1200 BAUD, Async, FDX                     | V.22 Modem (V.24/V.28) |
| RCV-600 or 1200 BAUD, XMT-Rev ch @ 75 BAUD, HDX | V.23 Modem (V.24/V.28) |
| 1200 BAUD, Async, HDX                           |                        |
| <b>DEDICATED LINE</b>                           |                        |
| 200/300 BAUD, Async, FDX, 2-W                   | V.21 Modem (V.24/V.28) |
| 1200 BAUD, Async, FDX, 4-W                      | V.23 Modem (V.24/V.28) |

modem controls.

1. FDX A - Full-duplex; no EIA modem control (data leads only). VT100/VT132 compatible mode.
2. FDX B - Full-duplex with EIA modem control.
3. FDX C - Asymmetric full-duplex with EIA modem control.

Half-duplex communication allows communication in both directions, one direction at a time. When operating in half duplex, characters typed on the keyboard are immediately displayed on the screen. The VT102 features the following half-duplex modem controls.

4. HDX A - Half-duplex supervisory mode.
5. HDX B - Half-duplex coded control.

#### MODEM SUPPORT

The VT102 supports the following modems or their equivalent.

<modem table goes here>

#### VT131 IN DEPTH

The VT131 video terminal is being marketed only by the Terminals Product Group. This terminal is a high functionality model which can be used on both Digital and non-Digital computer systems. The VT131 terminal is used in VT102 interactive mode on Digital operating systems and in block mode on non-Digital systems. The VT131 terminal features local echo, built-in advanced video and printer port, U.S./European full and half-duplex communications and modem controls, plus local edit/block mode transmission. The VT131 video terminal is totally self-contained and has no functional upgrade options.

The VT131 terminal is designed for the independent terminal marketplace. It fulfills the forms management requirements of this marketplace by including local editing, block mode, protected fields, and protected field/space suppression in addition to all VT100 terminal functions. It is human engineered to allow fast data entry, local data correction, and clean data transmission to the host. VT131 local edit and block mode features are not supported on Digital systems. On Digital operating systems, FMS and INDENT host software provide forms management.

## MODELS

| MODEL   | U.S./GIA  | U.K.  | CONTINENTAL EUROPE  | SWISS  |
|---|---|---|---|--|
| <b>VT101</b><br>EIA CRT terminal<br>Non-expandable<br>Base level  | <b>VT101-AA</b><br>(120V)<br><b>VT101-AB</b><br>(240V)<br>both have U.S. plug | <b>VT101-A2</b><br>includes<br>240V power cord<br>& U.K. plug | <b>VT101-A3</b><br>includes<br>220V power cord<br>& Cont. Eur. plug | <b>VT101-A4</b><br>includes<br>220V power cord<br>& Swiss plug |
| <b>VT102</b><br>EIA CRT terminal<br>Non-expandable<br>Built-in A.V.O.<br>& Printer Port                       | <b>VT102-AA</b><br>(120V)<br><b>VT102-AB</b><br>(240V)<br>both have U.S. plug | <b>VT102-A2</b><br>includes<br>240V power cord<br>& U.K. plug | <b>VT102-A3</b><br>includes<br>220V power cord<br>& Cont. Eur. plug | <b>VT102-A4</b><br>includes<br>220V power cord<br>& Swiss plug |
| with<br>Word processing<br>keys   | <b>VT102-WA</b><br>(120V)<br><b>VT102-WB</b><br>(240V)<br>both have U.S. plug | <b>VT102-W2</b><br>includes<br>240V power cord<br>& U.K. plug | <b>VT102-W3</b><br>includes<br>220V power cord<br>& Cont. Eur. plug | <b>VT102-W4</b><br>includes<br>220V power cord<br>& Swiss plug |
| <b>VT131 (TPG only)</b><br>EIA CRT terminal<br>Non-expandable<br>Buffered<br>Built-in A.V.O &<br>Printer Port | <b>VT131-AA</b><br>(120V)<br><b>VT131-AB</b><br>(240V)<br>both have U.S. plug | <b>VT131-A2</b><br>includes<br>240V power cord<br>& U.K. plug | <b>VT131-A3</b><br>includes<br>220V power cord<br>& Cont. Eur. plug | <b>VT131-A4</b><br>includes<br>220V power cord<br>& Swiss plug |

## COMPETITION

Manufacturers emulating the VT100 are generally building a product like the VT102 that includes advanced video features, usually the printer port, sometimes the VT131 block mode functionality, but not the full set of VT102/VT131 communications and modem handling capabilities.

The following is a representative sample of the competitive models and their list prices.

|                       |                                  |
|-----------------------|----------------------------------|
| Datamedia 80/1        | \$1,695                          |
| Datamedia 80/2        | \$1,495 (No AVO or Printer Port) |
| Direct VP800A         | \$2,250                          |
| Visual Technology 100 | \$1,995                          |
| C.ITOH VIT100         | \$1,995 (Printer Port +\$150)    |
| Datagraphix 132-1     | \$2,150 (Printer Port +\$150)    |
| Teleray 100           | \$1,795                          |

Digital's terminals have Digital quality, Digital reliability and Digital service plus Digital's commitment to the terminals business. The tremendous market acceptance and fine reputation of the VT100 will continue with the VT101, VT102 and VT131.

## ORDERING INFORMATION

VT101, VT102 and VT131 terminals can be ordered with a choice of U.S. and European power cords. In addition, the VT102 can be ordered with normal data processing keys or with DECWORD word processing keys. The following table summarizes available models.

<model table goes here>

NOTE: These models will not be sold in Australia or Japan because of power supply voltage range limitations. TPG is developing special VT101 and VT131 models to be sold only in Australia and Japan; expected availability is FY83. Until then, VT100's will be sold in these countries as Digital's main video product.

Options:  
VT1XX-CA

VT101/VT102/VT125/VT131 20mA Current Loop Option with  
BC05F-15 Cable.

#### CABLE RECOMMENDATIONS

Recommended cables are as follows:

1. For local connection of the VT101/VT102/VT131 to a line unit, order a BC03M or BC22A cable.
2. For connection of the VT101/VT102/VT131 to a modem, order a BC05D or BC22B cable.
3. For connection of the VT102/VT131 printer port to a printer, order a BC22A cable. If the printer is a LA35 or LA36, order a LAXX-KG option which includes a BC03M cable.

#### PRICING INFORMATION

Like the VT100, the following prices are End User Type T and OEM Type 1 discountable. Prices will appear in the Q2/FY82 DEC Standard Price List.

| <u>TERMINALS</u><br><u>(ALL MODELS)</u> | <u>DESCRIPTION</u>   | <u>MLP</u> | <u>P/L</u> | <u>BMC</u> | <u>ADD-ON</u><br><u>INSTALLATION</u> |
|---|--|------------|------------|------------|--------------------------------------|
| VT101                                   | EIA CRT terminal<br>Non-expandable<br>Base level                                 | \$2150     | XX         | \$15       | \$150                                |
| VT102                                   | EIA CRT terminal<br>Non-expandable<br>Built-in AVO<br>& Printer Port             | \$2400     | XX         | \$22       | \$150                                |
| VT131                                   | EIA CRT terminal<br>Non-expandable<br>Buffered<br>Built-in AVO &<br>Printer Port | \$2450     | TPG        | \$23       | \$150                                |
| VT1XX-CA                                | VT101/VT102/VT125/<br>VT131 20mA current<br>loop option with<br>BC05 F-15 cable  | \$140      | XX         | \$4        | \$132                                |

#### AVAILABILITY

The VT101, VT102 and VT131 are available now in limited quantities with volume quantities available starting in January. The VT101 and VT102 will be marketed by all system and OEM product lines with special emphasis on the VT102. The

Terminals Product Group will market the VT101 and VT131. Check with your product line for your product line's specific VT101 and VT102 phase-in plans.

## LITERATURE

The following documents are available from Printing and Circulation Services, Northboro.

### VT101

|                                  |             |
|----------------------------------|-------------|
| VT101 DATA SHEET                 | ED-21324-20 |
| VT101 USER GUIDE                 | EK-VT101-UG |
| VT101 PROGRAMMING REFERENCE CARD | EK-VT101-RC |
| VT101 VIDEO TERMINAL IPB         | EK-VT101-IP |

### VT102

|                                  |             |
|----------------------------------|-------------|
| VT102 DATA SHEET                 | ED-21325-20 |
| VT102 USER GUIDE                 | EK-VT102-UG |
| VT102 PROGRAMMING REFERENCE CARD | EK-VT102-RC |
| VT102 VIDEO TERMINAL IPB         | EK-VT102-IP |

### VT131

|                                  |             |
|----------------------------------|-------------|
| VT131 DATA SHEET                 | ED-21326-20 |
| VT131 USER GUIDE                 | EK-VT131-UG |
| VT131 PROGRAMMING REFERENCE CARD | EK-VT131-RC |
| VT131 VIDEO TERMINAL IPB         | EK-VT131-IP |

### VT101/VT102/VT131 FAMILY

|  |             |
|--|-------------|
| VT101 SERIES POCKET SERVICE GUIDE        | EK-VT101-PS |
| VT101 SERIES TECHNICAL MANUAL            | EK-VT101-TM |
| VT101 FAMILY FIELD MAINTENANCE PRINT SET | MP-01066    |

ACCESSORIES AND SUPPLIES GROUP

VT100 ANTI-GLARE PANEL KITS

Bill Choquette  
264-6786 RQ/N50  
RCS: RQXX

VT100 ANTI-GLARE PANEL KITS

Computer Supplies is pleased to announce a series of Anti-Glare Panel Kits for the VT100 family of video terminals. The Anti-Glare Panels are specifically designed, high quality glass filters that fit into the terminal bezel.

Product Description

The kits consist of a gray, green or bronze anti-glare panel, metal clips and a glass cleaning solution. The metal clips are installed into the VT100 bezel, allowing the Anti-Glare Panel to snap in easily.

Major Features

Reduces surface glare. A high-efficiency anti-reflection coating eliminates most unwanted screen images and improves character readability.

Enhances character contrast. Reduced glare and reflection is augmented by a neutral gray, green or bronze panel that increases character contrast. The increased contrast makes each character stand out clearly from the screen's background and reflections more subdued and the total visual image more distinct.

Fits easily to terminal screen. The Anti-Glare Panel Kits are easy to install and remove from the bezel of the VT100 family.

Summary

The VT100 Anti-Glare Filter Kits benefit the user through reduced reflections and glare, enhanced character contrast and greater screen readability. The Anti-Glare panels are easy to install and clean and are functional in any working environment. The VT100 Anti-Glare Panel Kits are a convenient, practical and economical solution to glare problems.

Ordering Information:

| OPTION # | DESCRIPTION                  | MLP     |
|----------|------------------------------|---------|
| VT1XX-FA | Gray Anti-Glare Panel Kits   | \$60.00 |
| VT1XX-FB | Green Anti-Glare Panel Kits  | \$60.00 |
| VT1XX-FC | Bronze Anti-Glare Panel Kits | \$60.00 |

Product Availability: November

ACCESSORIES AND SUPPLIES GROUP

VT100 TILT/SWIVEL BASE

Bill Choquette  
264-6786 RQ/N50  
RCS: RQXX

VT100 TILT/SWIVEL BASE

Computer Supplies is pleased to announce the VT100 Tilt/Swivel Base. Considerable research has gone into the development of this product, with emphasis on operator comfort, increased productivity and effortless operation.

Product Description

The Tilt/Swivel Base is being offered to satisfy the need to tilt and swivel the VT100 family of video terminals. The product consists of four injection molded plastic parts and a metal swivel which will snap together to form the Tilt/Swivel Base. To eliminate cable stress, the keyboard cable now plugs into the Tilt/Swivel Base and from the rear of the Tilt/Swivel Base into the terminal.

Major Features

Tilts up 15 degrees and down 7.5 degrees from a horizontal position. This meets the standing and sitting levels of 95% of all people. Also, the Tilt/Swivel Base can be angled to reduce glare.

Swivels 180 degrees. This allows two people to use the terminal simultaneously and allows the terminal to "follow" an operator anywhere in the work area.

Moves effortlessly on four rollers, gliding on silicone-impregnated detents to allow smooth and easy adjustment.

Reduces fatigue by allowing operator to change positions, to stand or sit, in order to get comfortable. This increases productivity.

Matches the VT100 family in color, style and fit. The height of the Tilt/Swivel base matches the keyboard height. This makes the Tilt/Swivel Base an aesthetically pleasing enhancement, not just an addition.

Summary

In summary, the Tilt/Swivel Base is simple, practical and productive. Its ability to reduce operator fatigue and make workspace more efficient, combined with its low cost and simplicity of operation, make the Tilt/Swivel Base a welcome enhancement to the VT100 family of video terminals.

Ordering Information:

| OPTION # | DESCRIPTION            | MLP     |
|----------|------------------------|---------|
| VT1XX-SA | VT100 Tilt/Swivel Base | \$89.00 |

Product Availability: November

COEM AND THE NEW VT100 SERIES TERMINALS

Don Murphy  
X5651 MK1-2/H32  
RCS: MK12

COEM has been anxiously awaiting this opportunity to announce the new VT101 and VT102 video terminals as new members of the VT100 family.

Positioning

These new products give us the best of both worlds in terms of meeting our customers needs. The products position as follows.

VT102

This new terminal offers the full VT100, + AVO + Printer Port functionality at a net price nearly equal to today's basic VT100.

VT101

This new terminal offers the same functionality as today's basic VT100 but at a more attractive net price.

VT100

The VT100 will still be the terminal for those customers who need the ability to add options at a later date or implement the VT125 graphics option.

Availability

Specific availability information will be communicated through normal channels. We are planning on the Q3 FY'82 time frame for initial shipments.

All Under The CAPTURE Program

Equally important as these new products is the inclusion of this equipment under the COEM CAPTURE Program. (see separate article in this issue)

The VT100 is the undisputed standard for interactive video terminals in the industry. The new 101 and 102 together with the CAPTURE Program now give you and your OEM's the prices necessary to CAPTURE the business.

CAPTURE Program Pricing

CAPTURE Program pricing for these new offerings has been mailed to all COEM account representatives under separate cover.

HAPPY SELLING

## COEM ANNOUNCES THE CAPTURE PROGRAM

C O M M E R C I A L O E M

Don Murphy  
X5651 MK1-2/H32  
RCS: MK12

As we all know, the interactive keyboard video terminal is the most important component of the commercial computer systems we offer.

The COEM Group has developed software packages such as DIBS, INDENT, and most recently DECType-300 and DECWORD/DP which promote the use of video terminals on Datasystems.

The COEM Group is now announcing its next effort in this area....

### The COEM CAPTURE Program

The CAPTURE Program permits a Commercial OEM to sign a unique terminals agreement to receive aggressive prices based on quantity. The CAPTURE prices are below the type I discount prices which will continue to be offered to our low-volume customers.

Benefits of the CAPTURE Program are:

- o More Competitive

The VT100 family has become a standard in the industry. CAPTURE now gives you the price leverage necessary to sell these industry leaders in quantity with the system.

- o Increased Business

The multi-user/multi-terminal aspect of our systems represents a high percentage of the sales and support effort. You can now CAPTURE the video terminal business that is related to the sales effort.

- o Improved Account Control

With the CAPTURE Program your account is no longer motivated to shop around for terminals or other options.

- o New OEM's

The new lower prices of the CAPTURE Program makes the Datasystem offerings even more attractive as you recruit new OEM's.

### Details

Details of the CAPTURE Program are being mailed to all COEM account representatives under separate cover.

### We Mean Business

With this announcement, we see the word CAPTURE taking on a new meaning: Commercial Applications Putting Terminal User Resources Everywhere. There is no question that it will happen; the CAPTURE Program will make sure that it happens to us.

HAPPY S F L I N G