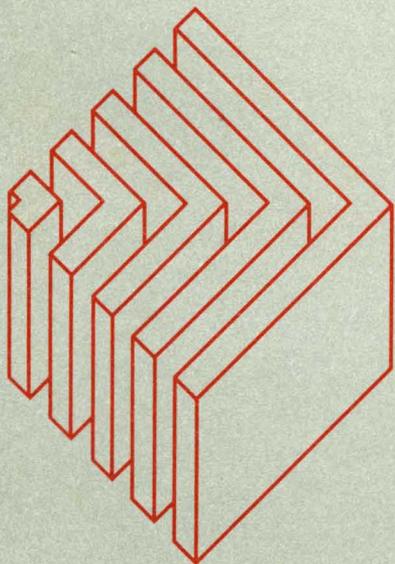


IBM



The IBM Displaywriter System

Advanced electronic capabilities to
help your office become more efficient...
more productive





You can tailor an IBM Displaywriter System to meet various office requirements

No two offices are alike. Although they may share similarities, they're all different. Especially yours.

That's why IBM designed the Displaywriter as a flexible, modular, multifunction system. Various capabilities and equipment options are available to meet various needs.

A software-based system for flexibility and growth

A key benefit of the Displaywriter is that it offers you a range of software packages and memory capacities. This way, you can select the right combination of capabilities for your office. No more, no less.

Displaywriter capabilities come to you on ready-to-use IBM licensed program diskettes. Not all licensed programs have all the features described in this brochure. However, the chart on the last page illustrates which capabilities are available with the various licensed programs and Textpacks. You only pay for the package of capabilities you select. And you can upgrade or change your software diskettes as your needs change. That's your assurance of a highly productive, cost-efficient system well into the future.

Select the capabilities you need

This brochure will introduce you to the many capabilities and benefits that the Displaywriter can bring to your office.

Basic editing and text processing capabilities are available with all Textpacks. Also, you can select a full range of capabilities including: a higher level of text processing, spelling, arithmetic and statistical aids, automated records processing, communications and more.

An IBM Marketing Representative will be happy to give you more information about each of these capabilities and help you select the licensed programs that are right for you.

Simplified aids designed for fast, easy, text processing

Day-to-day productivity challenges

For a typical organization, text processing tasks can be as expensive as they are time consuming. Getting information to the typist is one thing. Getting it out on time and at minimum cost is another. We all make mistakes. And frequently entire pages are retyped and reproofed for the sake of just a few errors or changes.

The Displaywriter is a fast, efficient alternative. It offers many text processing capabilities to help speed up and simplify day-to-day assignments.

Typing can be made easy with the Displaywriter

Typists using Displaywriters can store standard or customized formats on diskettes for fast recall and use, eliminating many setup steps. This can help save considerable time and effort.

Throughout the typing process, the Displaywriter screen shows menus, messages and prompts to guide typists through their tasks. Typists can also bypass menus and quickly proceed with the work to be done. The screen also displays text as it is being typed. So typists can make revisions, additions or deletions quickly and easily.

Finished documents at rough-draft speed

Many automated capabilities on the Displaywriter enable typists to type at rough-draft speed. Automatic carrier return lets the typist work without concern for line and page endings. And once typing is completed, the Displaywriter can automatically check spelling, hyphenate and paginate the typed material. In addition, any Displaywriter printer can play out one page of a document while a typist continues working on another page.

Incidental typing like notes or messages which do not need to be displayed, can be typed using the Displaywriter's key-to-print feature. This feature enables information to be typed without storing it on a diskette, or displaying it on the screen.

The Displaywriter can underscore a word, a group of words, or several sentences.

It helps typists to move sentences and paragraphs from one part of a page to another. Or to an entirely different page.

The Displaywriter can also center or indent text. And provide automatic decimal and comma alignment during tabular typing.

PRODUCTIVITY *Center and underscore* *FIRST DRAFT Growth through Technology*

Increases in productivity, or the amount which a person can produce in a certain period of time, tell us about ^{a person's} man's ability to apply technology to "ease his burden of work." A chemical company reports, in its own study, that in 1947 a person could produce in one hour 20 units of output. In 1962 that figure increased to 57 units of output in one hour. *In other words, the productivity almost tripled.*

Insert ¶ Using technology to change the means of production is one way to increase productivity. Increasing the volume of production with the same methods is another way. Some combination of both ways may also increase productivity.

The Federal Government is the main contributor of financial support for research and development, while private industry conducts the bulk of the work.

The resulting flow of dollars have important effects on the following:

1. National economic growth,
2. Regional economic development, and
3. Community prosperity.

Center 1/2 Spacing

Using scientific research and development is another important way to ^{increase} productivity. Thus we provide financial support for exploring new products or processes of production, modifying existing products, and expanding general knowledge. Research and development expenditures are investments for the future.

Number all pages starting with page 2

Substantially reduced revision time

When typists revise documents, they can recall stored material and type only the changes. Not entire pages. Or complete documents. This can produce substantial savings in the time it takes to get professional-quality documents back to their authors.

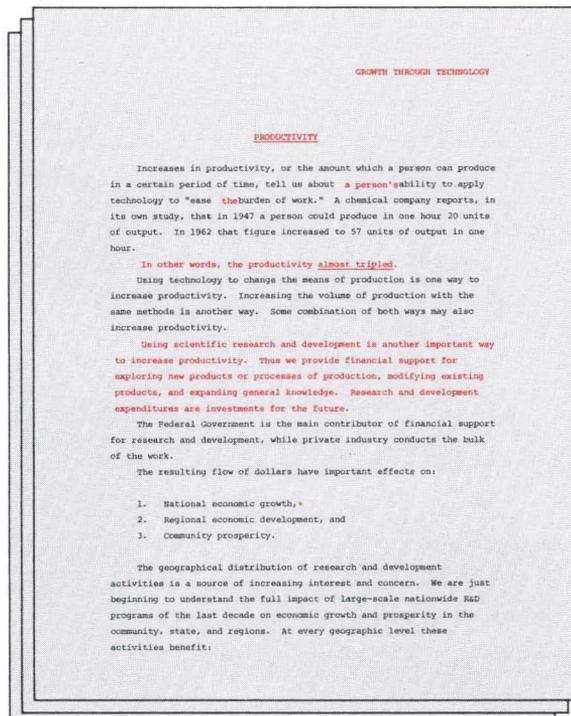
The Displaywriter allows the typist to easily add, delete or change individual characters, lines, paragraphs or complete documents.

It can automatically adjust line and page lengths, when revisions make text longer or shorter.

A typist can have a variety of vertical spacing arrangements for all or part of a document. And change type styles quickly and easily.

It can automatically print repeated information, like titles and page numbers, at the top or the bottom of a page. For a few pages. Or an entire document.

The typist can use many automated Displaywriter capabilities. To make the necessary changes. To automatically adjust the page length. And to quickly and easily produce a document with a professional-quality appearance.



Advanced text processing capabilities simplify many tedious typing assignments

In addition to the standard text processing capabilities, a number of advanced text processing capabilities may help your typists to produce difficult and tedious assignments faster and easier. Assignments like long documents, standard letters, and various forms.

Time-saving aids for longer typewritten documents

Long, multipage documents and manuscripts can be quickly revised with a global capability that can automatically find, delete and replace three phrases of up to 60 characters each at one time, throughout a document.

The Displaywriter can automatically alternate the printing position of headers and footers—such as document names, page numbers, dates and similar information—on the left or right side of a page.

Document assembly with minimal time and effort

The Displaywriter is designed to minimize the time and effort spent in gathering previously stored information for a new document. With document assembly, you can:

- draw text segments from many different sources to make document assembly faster and easier
- change formats from job to job, or within a job for wide flexibility
- reduce the need for proofing and rechecking, since the stored text is likely to have been checked and approved

REQUEST FOR STORED MATERIAL	
Document	<u>Service Agreement</u>
Segments	<u>H1 November 1, 1977</u>
and	<u>The Apple Valley Bank</u>
Variable	
Information	<u>H6 2, H9 3 60,000</u>
	<u>H11 4, 3</u>
	<u>H12 First</u>
	<u>November, 1977</u>
	<u>Apple Valley Bank</u>

SERVICE AGREEMENT
This agreement made on this date November 1, 1977 between the Fifth National Bank, a national banking association with offices in Tulsa, Tulsa County, Oklahoma (hereinafter called First National) and The Apple Valley Bank, a banking association with offices in the state of Oklahoma (hereinafter called Applicant Bank). Witnesseth: Whereas, International Credit Card Incorporated (ICCI), a non-stock Delaware membership corporation, administers a credit card program utilizing the service marks CREDIT CARD and Red, White, and Blue Bands Design. The program is governed by the certificate of incorporation, by-laws and operating regulations of ICCI, copies of all of which have been furnished by Fifth National to Applicant Bank. Fifth National is a Class A member of ICCI. Applicant Bank desired to become a Class B member of ICCI under the sponsorship of Fifth National, and desires to enter into a written service agreement with Fifth National relating to CREDIT CARD functions to be performed by it. Now, therefore, it is agreed by and between Fifth National and Applicant Bank as follows: (2) Applicant Bank hereby agrees to indemnify and protect Fifth National against and to hold Fifth National harmless from any liability, claim, demand, cause of action, or expense, whether or not valid, which may be asserted arising out of any action or default of Applicant Blue Bands Design. The program is governed by the certificate of incorporation, by-laws and operating regulations of ICCI, copies of all of which have been furnished by Fifth National to Applicant Bank. Fifth National is a Class A member of ICCI. Applicant Bank desired to become a Class B member of ICCI under the sponsorship of Fifth National, and desires to enter into a written service agreement with

Automated footnoting capability makes creating and revising footnotes easier

The Smart opinion then indicated that an acceleration clause would not be usurious unless it contained language "affirmatively providing for retention of unearned interest" upon acceleration.

That conclusion is in accord with long-standing Texas case law. In *Welfare v. Turner Trust Co.*, 85 S.W. 2d 1067 (Tex. Civ. App. --Eastland 1925, writ refused), for example, the court exhaustively

The Displaywriter also provides an automated footnoting capability which allows footnotes to be typed immediately after their reference points. The Displaywriter System can place footnotes on the same page as their reference points even after paragraphs are added, deleted or moved. And, footnotes can be renumbered automatically.

Footnote is typed following its reference point.

The Smart opinion then indicated that an acceleration clause would not be usurious unless it contained language "affirmatively providing for retention of unearned interest" upon acceleration.^{3/} That requirement was found to be satisfied in the Smart case by contract language which expressly provided that interest will not be refunded." Unlike the contract in Smart, however, the notes before this Court contain no corresponding language which expressly forbids the abatement or rebate of unearned interest.^{4/}

^{3/} That conclusion is in accord with long-standing Texas case law. In *Welfare v. Turner Trust Co.*, 85 S.W. 2d 1067 (Tex. Civ. App.--Eastland 1925, writ refused), for example, the Court exhaustively analyzed Texas law and concluded that even contracts accelerating the "whole of the indebtedness" and "the entire indebtedness" would not be deemed to contemplate the collection of unearned interest.

^{4/} Petitioner's Application made a somewhat half-hearted attempt to argue that a portion of the acceleration clause ("the whole of this note") does affirmatively provide for the collection of unearned interest. Yet, Petitioner himself concedes that other acceleration language ("the indebtedness secured hereby") is not usurious. Any real distinction between such clauses is extremely thin at best. Jones Credit submits that the purposes of the usury statute is not served by predicating usury findings on such hair-splitting, especially

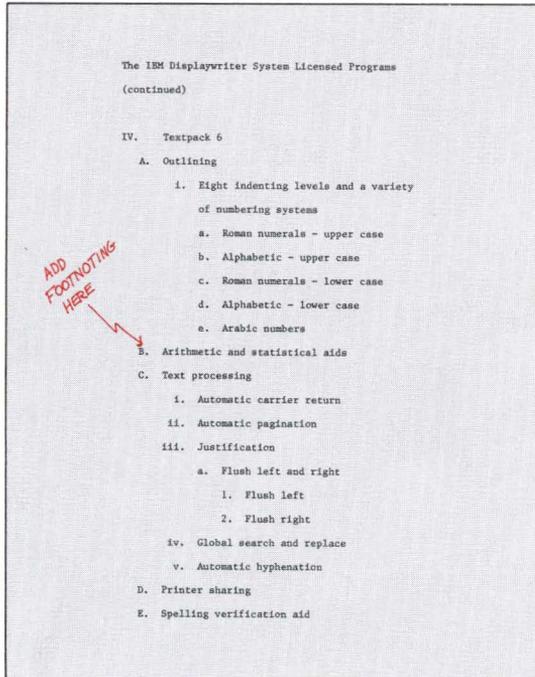
Footnotes are automatically printed at the bottom of the same page as their reference point.

Petitioner's basic approach to this issue, however, would reverse that principle so recently reemphasized in Smart. According to Petitioner, the promissory notes before the court are to be deemed usurious because they do not affirmatively provide for a rebate of unearned interest.

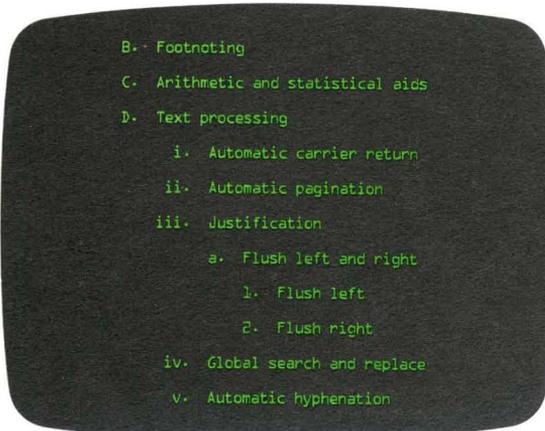
where the result is to impose severe windfall penalties. Moreover, the clear majority of Texas case law holds that the challenged language does not contemplate collection of unearned interest. See, e.g., *Davis v. King Life Ins.*, 135 S.W. 2d 588 (Tex. Civ. App.--Texarkana 1929, writ refused) (clause allowing accelerated maturity of "all sums herein agreed to be paid shall become due and payable" held not usurious) (emphasis added); *Best Life Ins. Co. v. Stanley*, 84 S.W. 2d 1084 (Tex. Civ. App.-- El Paso 1925, no writ) (provision allowing acceleration after default of "the whole thereof, principle, interest, and attorney's fees" held not to contemplate collection of unearned interest), see other cases cited at pp. 13-14 of Respondent's Brief; see also, cases cited at 58 Tex. Jur. 2d *Usury* 126 (1964); 66 A.L.R. 3d 650, 683.

Footnotes that need to be continued are automatically carried over to the next page.

Automated outlining capability offers you a choice of outlining formats



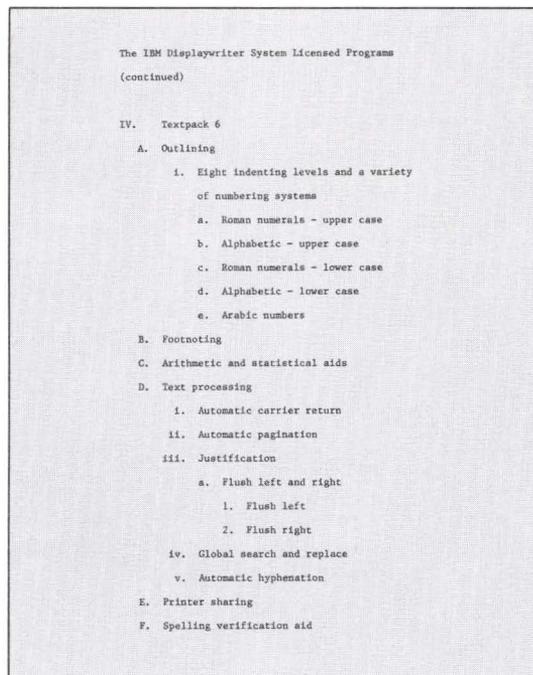
An addition to the outline is requested by the author.



Revision is made and the outline is automatically renumbered as soon as the document is paginated.

Automated outlining, another Displaywriter capability, allows you to select a numbering system and then to enter, revise, add or delete information without renumbering or adjusting each segment manually.

Automated outlining offers you a choice of numbering systems: Roman numeral upper and lower case, alphabetic upper and lower case, integer, decimal numbering or no numbering.



Document is printed showing outline in correct sequence.

Spelling verification aids to help increase spelling accuracy and reduce proofreading time

General spelling verification aid

Typists can use the Displaywriter spelling verification aid to check the spelling accuracy of approximately 50,000 commonly used words.

Customized spelling verification aid

You can also arrange for the Displaywriter to check the spelling accuracy of up to 500 words unique to your industry or profession. It's a great way to assist typists in avoiding spelling errors in even the most complex and specialized documents ... before they are committed to paper.

Multilingual spelling checks

Another optional program helps to check the spelling of approximately 150,000 words in French, Spanish, Italian and several other languages.

Fast, automatic spelling check

After a document is completed, your typists can activate the spelling verification aid to check one page at a time, or an entire document. It automatically checks the words typed against those in the spelling aid at the rate of approximately 1,000 words a minute.

Incorrectly spelled and unmatched words will be highlighted on the Displaywriter screen. These displays will tell the typists which words may have to be checked.

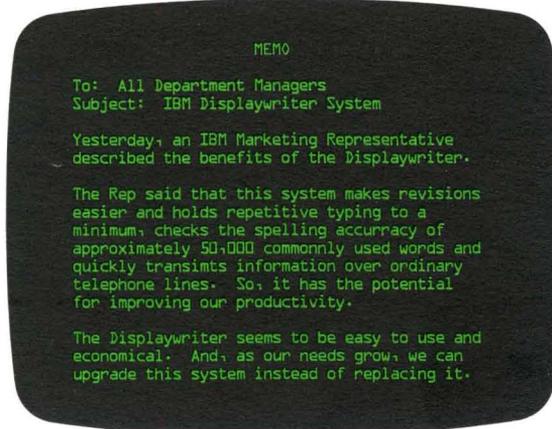
Reduced proofreading time

Because the spelling verification aid helps you find misspelled words quickly, you may reduce proofreading time.

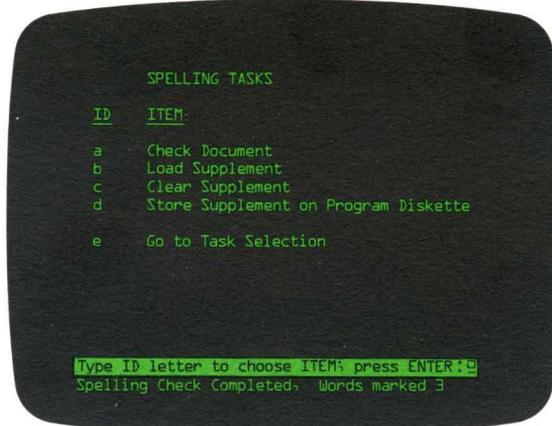
Automatic hyphenation

Automatic hyphenation is still another Displaywriter feature that encourages typing at rough-draft speeds, without slowing down for margins.

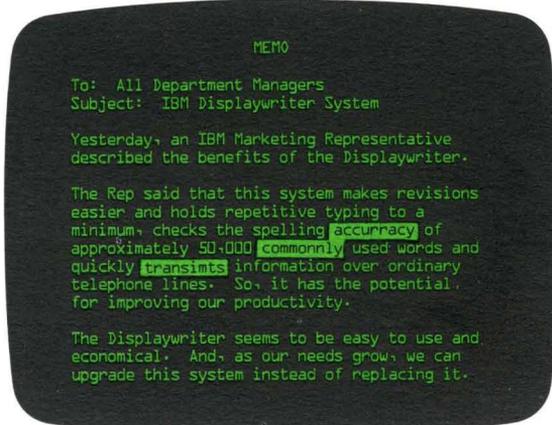
After completing a document, the typist can use this function to automatically provide the correct hyphenation for words that would otherwise exceed the right margin. This saves the time of looking up proper line breaks throughout a document.



Incorrectly spelled and unmatched words appear in a memo.



The Displaywriter's screen informs the typist of three incorrectly spelled words.



The Displaywriter has highlighted the words that may require correction.

MEMO

To: All Department Managers
Subject: IBM Displaywriter System

Yesterday, an IBM Marketing Representative described the benefits of the Displaywriter.

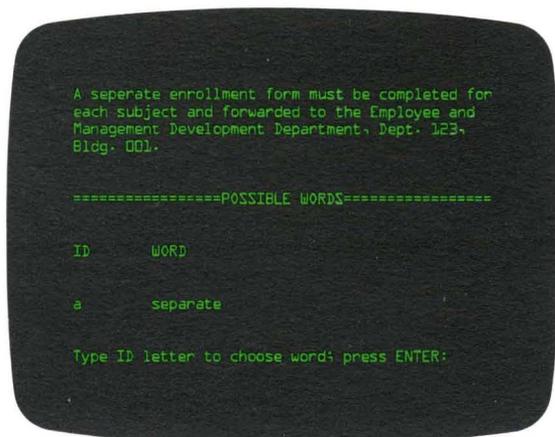
The Rep said that this system makes revisions easier and holds repetitive typing to a minimum, checks the spelling accuracy of approximately 50,000 commonly used words and quickly transmits information over ordinary telephone lines. So, it has the potential for improving our productivity.

The Displaywriter seems to be easy to use and economical. And, as our needs grow, we can upgrade this system instead of replacing it.

The finished document indicates that the words displayed on the screen have been corrected.

Electronic Spelling Dictionary

With this option, the spelling capabilities of the Displaywriter have been greatly expanded. Besides identifying a word which may be misspelled, this program can display that word spelled correctly. If more than one word can be derived from the misspelled word, up to seven words can be displayed from which you can choose the appropriate one.



The misspelled word is highlighted on the screen and the typist can select and insert the correct word automatically.

Fast, accurate mathematical calculations and widely varied statistical typing aids

Four-function mathematical aids

Your typists can use the Displaywriter to add, subtract, multiply and divide and to check the accuracy of handwritten calculations.

This capability can help to reduce proofreading time and improve mathematical accuracy.

Enhanced mathematical capabilities

The Displaywriter also offers other sophisticated mathematical aids for a wide range of applications. The typist can have columns or rows totalled automatically.

What's more, the typist can compute averages or percentages... automatically. And the Displaywriter can also automatically recognize and adjust to negative numbers.

Numerical tables with a fixed sequence of calculations can be prepared quickly and easily. The typist simply types the first row or column of numbers and the required calculations. On subsequent columns or rows, the Displaywriter allows the typist to repeat that sequence of calculations automatically. This way, the Displaywriter can

1980 *Change to 1981*
DEPARTMENT BUDGET

	1979	1980 Actual	1981 Plan
Salaries	\$116,540.00	\$133,000.00	\$140,000.00
Travel	4,006.18	4,675.00	5,280.00
Telephone	665.89	700.00	758.21
Stationery	294.38	250.00	149.40
Printing	1,050.00	785.00	925.00
Meetings	1,657.87	1,850.00	2,121.50
Subscriptions	.00	84.30	89.40
Miscellaneous	567.80	650.00	780.00
TOTAL	\$124,782.12	\$141,994.30	\$150,103.51

Handwritten notes: "Delete" around 1979 column, "Move" around 1980 Actual column, "Delete" around 1981 Plan column, "Add 1982 Plan" and "Change to Actual" with arrows pointing to the 1981 Plan column.

1981
DEPARTMENT BUDGET

DO ALL MATH

	1980 Plan	1980 Actual	Variance
Salaries	\$140,000.00	\$133,000.00	
Travel	5,280.00	4,675.00	
Telephone	758.21	700.00	
Stationery	149.40	250.00	
Printing	925.00	785.00	
Meetings	2,121.50	1,850.00	
Subscriptions	89.40	84.30	
Miscellaneous	780.00	650.00	
TOTAL			

Handwritten note: "DO ALL MATH" in a circle above the table.

1981
DEPARTMENT BUDGET

	1980	1981 Actual	1982 Plan
Salaries	\$133,000.00	\$140,000.00	\$158,000.00
Travel	4,675.00	5,280.00	5,690.00
Telephone	700.00	758.21	840.30
Stationery	250.00	149.40	149.40
Printing	785.00	925.00	1,050.00
Meetings	1,850.00	2,121.50	3,526.00
Subscriptions	84.30	89.40	101.50
Miscellaneous	650.00	780.00	902.00
TOTAL	\$141,994.30	\$150,103.51	\$170,251.20

1981
DEPARTMENT BUDGET

	1980 Plan	1980 Actual	Variance
Salaries	\$140,000.00	\$133,000.00	\$ 7,000.00
Travel	5,280.00	4,675.00	605.00
Telephone	758.21	700.00	58.21
Stationery	149.40	250.00	100.60
Printing	925.00	785.00	140.00
Meetings	2,121.50	1,850.00	271.50
Subscriptions	89.40	84.30	5.10
Miscellaneous	780.00	650.00	130.00
TOTAL	\$150,103.51	\$141,994.30	\$ 8,109.21

Statistical typing revision enhancement

verify the accuracy of all your handwritten calculations.

Convenience and speed for statistical typing

The Displaywriter can automatically assign equal space between columns, position them on the screen and set the appropriate tabs.

The flexibility of the Displaywriter for column layout can help save a typist's time and energy. And enhance statistical typing productivity.

A faster way to update reports

On a conventional keyboard, the task of replacing the 1980 column with 1981 figures requires retyping the entire page. With the Displaywriter, the typist deletes the unwanted column, types only the new figures, verifies the sum of the new figures and has the new page printed out.

And when the numbers are due to be updated, the entire page is recalled from its diskette storage space. This way, the typist has the potential to finish an assignment much faster.

Flexible mathematical checking

As the examples below indicate, typists can use the Displaywriter to total the columns of figures and determine the amounts of variance in the right-hand column.

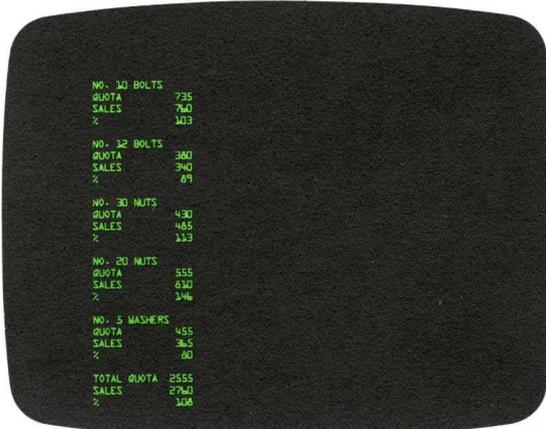
Typists can check any of the four arithmetic functions either vertically or horizontally with the Displaywriter. This flexibility, along with easy-to-understand prompts, helps typists turn out more accurate statistical documents. And helps turn them out more quickly.

The Displaywriter provides increased capabilities for statistical typing. Any single column can be temporarily moved closer to its line heading so that revisions can be done quickly and accurately.

Repetitive keystrokes, such as format or math instructions, can be stored and recalled for the next job requiring the same instructions.

When revisions must be made in a column far from its line headings, proper alignment can be difficult.

NATIONAL SUMMARY		SALES REPORT (000's)											
		(A) = TOTAL ACTIVE AND INACTIVE PEOPLE YEAR TO DATE						(B) = AVERAGE ACTIVE PERSONS, CURRENT MONTH					
		0 to 1 YR		1 to 2 YRS		2 to 3 YRS		3 to 5 YRS		5 to 10 YRS		OVER 10 YRS	
		(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)
1000		600	800	380	600	720	600	475	875	700	610	550	
#10 BOLTS	QUOTA	500	10.0	750	11.0	900	10.5	590	10.5	860	11.0	765	11.5
	SALES	500	11.0	700	12.5	880	12.0	580	13.2	890	12.5	760	15.0
	%	100	110.0	93	114.0	98	114.0	98	125.0	103	114.0	107	130.0
#12 BOLTS	QUOTA	235	5.5	335	6.0	450	6.5	290	6.5	455	7.0	390	7.5
	SALES	175	4.1	285	5.5	390	5.5	230	4.3	450	5.0	370	5.6
	%	75	75.0	85	92.0	87	87.0	86	66.0	99	71.0	89	75.0
#30 NUTS	QUOTA	195	4.8	288	5.0	410	5.0	295	5.8	460	6.0	430	7.5
	SALES	200	6.5	288	7.0	415	7.0	294	9.2	500	8.8	485	12.4
	%	103	135.0	100	140.0	101	140.0	99	159.0	109	147.0	107	165.0
#20 NUTS	QUOTA	405	.9	560	.8	675	.8	420	.7	600	.6	592	5.5
	SALES	360	.8	670	.7	950	1.2	610	.5	800	.5	800	5.5
	%	138	89.0	155	88.0	141	150.0	145	71.0	133	83.0	134	106.0
#5 WASHERS	QUOTA	265	5.5	385	6.0	530	6.8	375	7.1	580	7.8	455	7.9
	SALES	195	7.2	385	6.1	405	6.2	285	6.9	445	10.3	365	10.7
	%	74	129.0	78	102.0	76	121.0	76	139.0	77	132.0	80	135.0
TOTAL QUOTA		1600	26.7	2319	28.8	2965	29.6	1970	30.6	2855	32.4	2765	35.4
TOTAL SALES		1630	29.6	2444	31.8	3040	33.5	2019	37.1	2083	37.1	2707	41.2
%		102	111.0	105	119.0	103	113.0	103	121.0	104	115	108	125.0



Columns can be moved closer to their line headings so that revisions can be easily made.

The Displaywriter is a records processing system

With the Displaywriter, building and maintaining a file can be easy and efficient. Your staff can electronically access any record, in any of your stored files, with a few simple instructions.

Broad applications

Basic file information is only typed once. Once your file information is stored on diskettes, the Displaywriter can be instructed to produce a variety of management reports, lists, forms, and personalized letters, like the ones shown here. There should be much less need for repetitive typing, manually searching through files, and manual calculations.

Records processing speed

Typists using the Displaywriter can perform the major records management functions right at the keyboard. As a result, they can use a few, simple keystrokes to retrieve, revise and distribute the kind of critical, timely information that serves as the foundation of important management reports. Reports that form the basis of informed decision making.

Generate a variety of management reports and lists from one, comprehensive master file

Typists can use the Displaywriter to automatically help assemble, revise and use the comprehensive customer file shown below to produce timely, accurate management reports and lists.

The sample customer file below has many fields, represented by its headings—Company Name, Address, City, etc. The Displaywriter can be used to call up and use as many as 100 fields. Or as few as one.

The Displaywriter allows typists to use familiar terms as field headings for fast, easy reference. There's no need to stop to look up or interpret coded file headings.

With a communications option, typists can also use the Displaywriter to retrieve information from an appropriately programmed IBM computer's data base and deliver it in usable form to other compatible IBM work stations. Economically and quickly.

With just a few keystrokes, typists can insert, remove, revise or rearrange file information to keep it up to date. And to produce alphabetized and/or summarized lists of customers, industry reports and marketing letters like the sample documents shown here.

Rec ID	Customer Name	Address	City	St	Zip	Contact	Date	Amount	Rep	Ind
1	Dareco Supply Co.	1407 8th St.	Phoenix	AZ	85730	Mr. Donald Smith	01/05/81	10500	Jones	Med
2	Global Industries	913 Dowd St.	Tucson	AZ	85719	Ms. Patricia Ross	01/05/81	28000	Ortiz	Mfg
3	Farrington Co.	642 Peach Dr.	Pomona	CA	77890	Mr. Timothy Sainz	01/08/81	42500	Jones	Mfg
4	Universal Industry	90 Elm St.	Pomona	CA	77689	Mr. Thomas Boyd	01/09/81	19975	Hull	Mfg

Comprehensive customer file

With your key files stored on diskette, the Displaywriter can be instructed to search hundreds of records at electronic speeds.

CUSTOMER LIST			
CUSTOMER	CONTACT	AMOUNT	REPRESENTATIVE
Cactus Hardware	Mr. Manuel Shull	\$18,900	Jones
City College	Mr. Robert Ries	\$67,300	Jones
City Services	Ms. Suzanne Strayer	\$89,900	Curtis
Clinical Supply	Mr. Donald Higgins	\$17,450	Hull
Community College	Ms. Sharon Smith	\$235,980	Ortiz
Dareco Supply Co.	Mr. Donald Smith	\$10,500	Jones
Farmers Association	Mr. John Gaus	\$200,550	Hull
Farrington Co.	Mr. Timothy Sainz	\$42,500	Jones
Global Industries	Ms. Patricia Rose	\$28,000	Ortiz
Hospital Supply	Ms. Donna Ikeda	\$51,790	Ortiz
Johnson Mfg. Co.	Mr. Samuel Salor	\$125,890	Hull
Mayan Construction	Ms. Betty Smith	\$110,700	Ortiz
Ranchers Inc.	Ms. Brenda Hebert	\$130,890	Hull
Rural Implements	Ms. Judy Exline	\$26,000	Hull
State Pipe Co.	Mr. Keith Cronin	\$60,000	Curtis
State University	Ms. Pamela Ramage	\$54,900	Ortiz
Thompson Const. Co.	Ms. Betsy McKane	\$64,350	Jones
Tool Setting Co.	Ms. Leslie Garland	\$32,780	Curtis
Universal Industry	Mr. Thomas Boyd	\$19,975	Hull
Wrench Inc.	Ms. Lupita Arino	\$32,000	Curtis
TOTAL		\$1,420,355	

Alphabetized, summarized list of customers

Basic file information can be selectively accessed and manipulated to create a wide variety of lists, reports and letters. Lists such as this can be produced alphabetically, by industry type, by dollar volume, by geography or by many other criteria.

REVENUE ANALYSIS BY INDUSTRY				
YEAR-TO-DATE 1981				
INDUSTRY	CUSTOMER	AMOUNT	TOTAL	I TOTAL
Bld	Mayan Construction	\$110,700	\$175,050	12
	Thompson Const. Co.	\$64,350		
Ed	City College	\$67,300	\$358,180	25
	Community College	\$235,980		
	State University	\$54,900		
Frm	Farmers Association	\$200,550	\$357,440	25
	Rural Implements	\$26,000		
Med	Clinical Supply	\$17,450	\$79,740	6
	Dareco Supply Co.	\$10,500		
	Hospital Supply	\$51,790		
Mfg	Cactus Hardware	\$18,900	\$449,945	32
	City Services	\$89,900		
	Farrington Co.	\$42,500		
	Global Industries	\$28,000		
	Johnson Mfg. Co.	\$125,890		
	State Pipe Co.	\$60,000		
	Tool Setting Co.	\$32,780		
	Universal Industry	\$19,975		
	Wrench Inc.	\$32,000		
	YEAR-TO-DATE TOTAL			
LARGEST AMOUNT		\$235,980		
AVERAGE AMOUNT		\$71,018		
NUMBER OF CUSTOMERS		20		

Report by dollar volumes

Typists can use the Displaywriter to isolate information by categories, i.e. comparing revenue. Comparisons might very well confirm the accuracy of—or signal the need for a change in—a specific marketing strategy.

Tool Setting Co.
1240 9th St.
Phoenix, AZ 85702

Attention: Ms. Leslie Garland
Subject: Power Plants
Dear Ms. Garland:

At the request of our Mr. Curtis, we are sending you descriptive literature and distributor prices covering the above product lines.

Upon receipt of this information we hope that we shall be favored with a trial order against which we will be pleased to send you our invoice.

Sincerely yours,

Louis Brown
Sales Coordinator

JPD/ce

Personalized letters

Although they are personalized, letters such as this can be produced automatically by merging selected names and addresses from your master file with a standard letter.

REVENUE ANALYSIS BY STATE				
STATE	INDUSTRY	REP	REP TOTAL	INDUSTRY TOTAL
AZ	Ed	Jones	\$ 67,300	\$122,200
		Ortiz	\$ 54,900	
	Frm	Hull	\$156,890	\$156,890
	Med	Hull	\$ 17,450	\$ 27,950
		Jones	\$ 10,500	
	Mfg	Curtis	\$124,780	\$278,670
		Ortiz	\$ 28,000	
		Hull	\$125,890	
	STATE TOTAL			\$585,710
CA	Bld	Jones	\$ 64,350	\$175,050
		Ortiz	\$110,700	
	Ed	Ortiz	\$235,980	\$235,980
	Frm	Hull	\$200,550	\$200,550
	Med	Ortiz	\$ 51,790	\$ 51,790
	Mfg	Curtis	\$132,400	\$171,275
		Jones	\$ 18,900	
Hull		\$ 19,975		
STATE TOTAL			\$834,645	

REPORT SUMMARY				
NUMBER OF CUSTOMERS			20	
YEAR-TO-DATE TOTAL			\$1,420,355	

Mathematical aids for statistical reports

- calculate averages, percentages and totals
- align columns, decimal points or commas
- insert plus or minus signs and dollar symbols
- store statistical report formats for easy updates

Rapid Displaywriter electronic communications to another part of your building or thousands of miles away

The Displaywriter can continue to make productivity contributions, even after your material has been typed. Optional electronic communications features can help move information throughout a building, across town, or thousands of miles away.

This capability allows you to transmit your information quickly over ordinary telephone lines. It's a good way to reduce your dependence on slow-moving internal or external mails.

Displaywriters can communicate with other Displaywriters and with suitably programmed IBM computers. This eliminates the need for retyping information at the sending, or receiving end of the message.

Binary synchronous communications

This form of communications allows you to transmit and receive information at high speeds to and from compatible IBM Office System 6 equipment, compatible IBM mag card typewriters, the IBM 6670, the IBM 5520, and other compatible IBM equipment.

Asynchronous communications

Displaywriters can emulate certain types of teletypewriter devices and codes. They also permit transmission to some teletypewriter equipment, to suitably programmed IBM computers and to the IBM Communicating Mag Card "Selectric" Typewriter. Retyping of documents received from a teletypewriter network may not be necessary when a high-quality Displaywriter printer is used.

3270 data stream compatibility

The flexible Displaywriter also offers 3270 data stream compatibility by emulating certain IBM 3270 display terminals and functions. With this capability, you can communicate with a suitably programmed IBM host computer in an SNA/SDLC network. This gives you real-time, on-line access to central computer data bases for such host-interactive data processing functions as inquiry, update and data entry. With this option the Displaywriter brings you data processing capabilities as well as word processing.

Typists using Displaywriter Printwheel Printers can print 15 characters to the inch and can condense oversize computer sheets on 8½ x 11" paper.

Positive security

Displaywriter communications features will work with the optional IBM 3845 Data Encryption Device. Messages can be encrypted to help protect the privacy of your communications.

An additional security option is a keylock, which helps restrict access to the system to authorized users only.



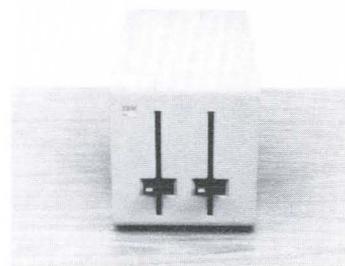
Select from a range of modular components



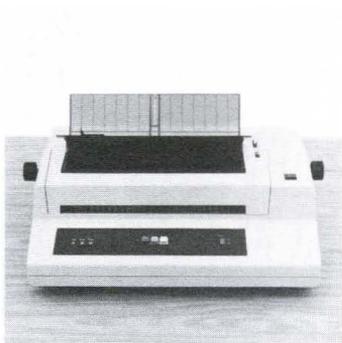
Display Station/25-line screen



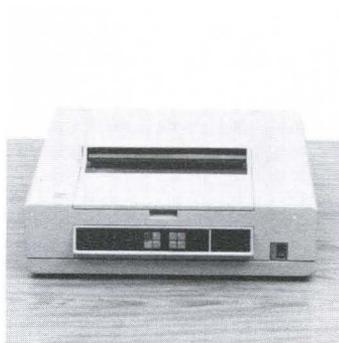
Display Station/66-line screen



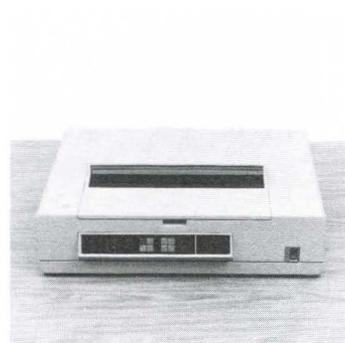
Diskette Unit



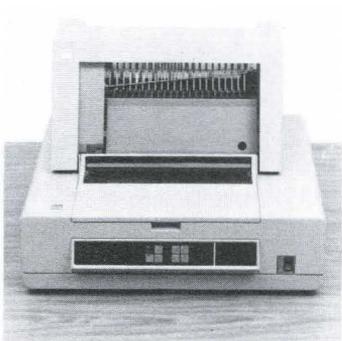
"Selectric" Element Printer



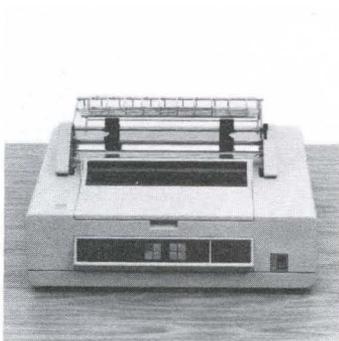
Printwheel Printer



Wide Carriage Printwheel Printer



Sheet-Feed Paper Handler



Tractor-Feed Paper Handler



Displaywriter Mag Card Unit

Select the software capabilities that will best meet your needs

	Textpacks				Optional Licensed Programs							
	Textpack E	Textpack 2	Textpack 4	Textpack 6	Asynchronous Communications	Magnetic Card Conversion	Languagepack	Binary Synchronous Communications	Languagepack II	3270 SNA/SDLC Data Stream Compatibility	Reportpack	
Prerequisites												
Minimum Memory Size	128K	192K	256K	320K	192K	192K	192K	256K	256K	256K	256K	
Minimum Textpack	--	--	--	--	2	2	2	2	4	4	4	
Capabilities												
Text Processing	●	●	●	●								
66-Line Screen	●	●	●	●								
Spelling Verification Aid		●	●	●								
Printer Sharing and Trail Printing		●	●	●								
High-density (2-D) Diskettes		●	●	●								
Advanced Text Processing			●	●								
Four-function Math			●	●								
Automatic Column Layout			●	●								
Menu Bypass			●	●								
Advanced Statistical Typing Aids				●								
Footnoting				●								
Outlining & Section Numbering				●								
Electronic Spelling Dictionary				●								
Communications					●			●		●		
Processing Magnetic Cards						●						
Spelling Aid (Eleven Languages)							●		●			
Records Processing											●	

This quick-reference chart identifies some of the capabilities available on IBM Licensed Program diskettes and the prerequisites needed to make them work

on your Displaywriter. These capabilities may vary with each of the required Textpacks. Please ask your marketing representative for additional details.

To order supplies, call IBM DIRECT, toll free, 800-631-5582. In New Jersey, call 800-352-4960. In Alaska and Hawaii, call 800-526-2484.

Photographs show IBM Displaywriter System engineering design models. Changes may be incorporated on production models. Displays on screens were simulated. The sample documents are comparable to documents which could be produced by an IBM Printwheel Printer.

Names of individuals, companies and organizations are fictitious. Any similarities to actual names are coincidental.

References in this publication to IBM products or services do not imply that IBM intends to make them available outside the United States.



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