

Branch Den Haag

Data Processing

Letter No. 66-260
August 22, 1966

IBM Type 421 and 444 Accounting and Computing Accounting Machines

Production Status

New production of types 421 and 444 is being terminated. The future source of supply for both types will be reconditioned units from CE Workshops. This reconditioning will be phased in the latter part of this year. Effective immediately, therefore, types 421 and 444 are on an "as available" status.

Although on an "as available" status, there are adequate returns of type 421 Accounting Machines to support anticipated requirements. This change in production status will provide flexibility in filling Accounting Machine orders since CE Workshops will be able to produce type 444's from available type 421's.



G. R. Williamson
Director of DP Marketing

Attachments [13]: [1] G.I. 61... [2 thru 11] Programming P1, P3, P7, P360.1
thru P360.7, P360.21, P360.27, P360/20.1... [12 and 13]
Machines 2020.1 and 2740

Distribution: All Areas



IBM CONFIDENTIAL until September 1, 1966

Sales Activity

Price Changes

Due to rising costs, we find it necessary to increase lease and purchase prices effective September 1, 1966, for the following machines:

Type	Model	Previous Prices		New Prices	
		Rental	Purchase	Rental	Purchase
24	1	\$ 40	\$2,000	\$ 42	\$2,100
	2	35	1,800	37	1,900
	5	95	4,450	97	4,550
	6	90	4,250	92	4,350
26	1	60	3,475	62	3,575
	2	55	3,275	57	3,375
	5	115	5,925	117	6,025
	6	110	5,725	112	5,825
	21	95	4,500	97	4,600
29	A11	44	2,250	47	2,400
	A12	49	2,450	52	2,600
	A21	64	3,400	67	3,550
	A22	69	3,600	72	3,750
	B11	50	2,575	56	2,900
	B12	55	2,775	61	3,100
	B21	70	3,725	76	4,050
	B22	75	3,925	81	4,250
	C22	104	5,725	No Change	
	56	1	50	2,200	52
2		45	1,925	47	2,000
59	1	61	3,250	67	3,575
	2	66	3,450	72	3,775
1092	1	35	1,400	45	1,800
	2	40	1,600	50	2,000
1093	1	30	1,200	40	1,600
	2	35	1,400	45	1,800

The new lease prices for installed and on-order customers will be effective December 1, 1966, in accordance with the 3-months' advance notice provision of our Agreement for IBM Machine Service. Purchase prices covered by our Agreement for Purchase of IBM Machines signed by the customer and received by IBM prior to September 1, 1966, will be honored in accordance with the Agreement clause which relates to increase in established prices; i.e., if September 1, 1966 falls within twelve months of the scheduled shipping date, the previous price will apply; if not within twelve months of the scheduled shipping date, the new price will apply. New purchase orders, including purchase of installed units, will be at the new prices. Maintenance prices on the above are not affected.

Although a 29 Model B (with left zero insertion feature) cannot be field converted to the corresponding Model A, customers with Model B's installed prior to December 1, 1966, will be permitted to downgrade these units to the lower rental Model A. Installed Model B units cannot be field downgraded after December 1, 1966. Downgrading will be accomplished by inactivating the left-zero-insertion function. In such cases, IBM reserves the right to substitute a Model A Unit when available for the inactivated Model B Unit at no charge to the customer.

Rental or purchase customers with 29 Model B Units on order may convert to Model A, provided authorization is received at the plant 60 days prior to shipment.

All outstanding proposals affected by this announcement must be updated immediately to reflect the revised prices.

All affected customers with these machines installed or on order must be advised in writing on September 1, 1966, of the price adjustments. A copy of the customer notification bulletin is attached to this letter.

Any government institutions which have a fiscal period contract with us is dependent on the specific terms of each contract relative to the rental increases. However, a customer notification must be sent by September 1, 1966.

Cancel: DP Letter No. 66-247

Attachments: [7] [1] Notice to our Customers ... [2 thru 7] Machines 11-24/26, 27-29, 46-56, 521-523, 602 and 1092-1093

Distribution: All Areas

Summary of actions which may be taken by the customer:

<u>Customer Options</u>	<u>Date Written Authorization is Required</u>
- Retain installed unit at revised price.	- November 1, 1966 (letter from customer)
- Change model of installed 29 machine prior to effective date of price increase December 1, 1966).	- 30 days prior to change (MES submitted not later than November 1, 1966, and ordered from source plant using B/M #5416987.
- Discontinue installed machine. Normal provisions for replaced equipment remain in effect.	- 30 days prior to discontinuance (removal form)
- Retain on-order lease unit at revised price.	- November 1, 1966, for on-order units scheduled to be installed December 1966-January 1967 (letter from customer).
- Change model of on-order machine. All model changes for machines within the frozen zone must be individually negotiated.	- Alteration notices 60 days prior to shipment (received at the plant).
- Cancel on-order machine.	- Cancellation notices immediately.

IBM 521 Punching Unit and IBM 604 Calculating Punch

Purchase Price Reductions

Purchase prices for the following machines are being reduced, effective September 1, 1966, as follows:

<u>Type</u>	<u>Model</u>	<u>Previous Purchase Price</u>	<u>New Purchase Price</u>
521	1	\$ 6,900	\$ 4,400
604	1	19,000	11,700
	S21	16,000	11,600

These purchase price changes are to be implemented according to the following policy:

Purchase New Agreement or Purchase Option Agreement

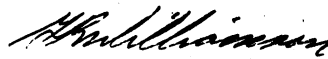
1. A customer having a Purchase Option or Purchase New Agreement covering a machine not yet installed will benefit from any price reduction in accordance with standard policies covering Purchase and Purchase Option Agreements.
2. These price changes do not affect the purchase prices calculated under the former purchase of installed policy for all rental equipment installed on October 1, 1965.

New Option to Purchase Program

The reduced prices apply to equipment purchased under the automatic purchase option policy announced in DP Letter 65-272.

The countries who usually generate alteration notices will send them to the affected branch offices. Branch offices who normally prepare alteration notices will send them to the country.

See the World Trade DP Sales Compensation Plan, page 7, paragraph D.3., for details on how to handle Quota Points resulting from these price changes.



G. R. Williamson
Director of DP Marketing

NOTICE TO OUR CUSTOMERS

PRICE CHANGES

Lease and purchase prices for machines types listed below are being increased as follows:

<u>Type</u>	<u>Model</u>	<u>Previous Prices</u>		<u>New Prices</u>	
		<u>Rental</u>	<u>Purchase</u>	<u>Rental</u>	<u>Purchase</u>

(Here list customer's affected units, indicating currency in which quotations are normally made.)

Lease Customers

In accordance with the ninety-day notice provision of our lease agreement with you, the new prices will be effective December 1, 1966.

* [Upon written request, your installed 29 Card Punch, Model B, may be converted to a lower rental Model A (without left zero insertion feature) provided this is accomplished by December 1, 1966.
If you have a 29 Card Punch Model B on order, IBM will change this unit to a Model A, provided we have your authorization sixty days prior to scheduled shipment.

Purchase Customers

Purchase prices covered by our Agreements for Purchase of IBM Machines which were signed by you and received by IBM prior to September 1, 1966, will be honored in accordance with the Agreement clause which relates to increase in established prices. Purchase orders negotiated September 1, 1966, or later, will be at the new prices.

Your IBM Sales Representative will be available to answer any questions you may have.

* Applicable only for 29 Model B lease customers.

September 1, 1966

66-261

NOTICE TO OUR CUSTOMERS

PRICE CHANGES

Lease and purchase prices for machines types listed below are being increased as follows:

<u>Type</u>	<u>Model</u>	<u>Previous Prices</u>		<u>New Prices</u>	
		<u>Rental</u>	<u>Purchase</u>	<u>Rental</u>	<u>Purchase</u>

(Here list customer's affected units, indicating currency in which quotations are normally made.)

Lease Customers

In accordance with the ninety-day notice provision of our lease agreement with you, the new prices will be effective December 1, 1966.

* [Upon written request, your installed 29 Card Punch, Model B, may be converted to a lower rental Model A (without left zero insertion feature) provided this is accomplished by December 1, 1966.
If you have a 29 Card Punch Model B on order, IBM will change this unit to a Model A, provided we have your authorization sixty days prior to scheduled shipment.

Purchase Customers

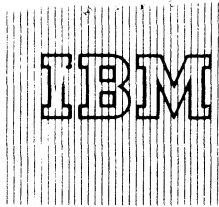
Purchase prices covered by our Agreements for Purchase of IBM Machines which were signed by you and received by IBM prior to September 1, 1966, will be honored in accordance with the Agreement clause which relates to increase in established prices. Purchase orders negotiated September 1, 1966, or later, will be at the new prices.

Your IBM Sales Representative will be available to answer any questions you may have.

* Applicable only for 29 Model B lease customers.

September 1, 1966

66-261



IBM World Trade Data Processing

Letter No. 66-262
August 26, 1966

Product Announcement

1130 Computing System

New Communications Capability

A new special feature -- Synchronous Communications Adapter, #7690 -- makes the 1130 a powerful remote processor.

Housed in the 1131, it permits the 1130 to communicate, point to point, with System/360 Models 20, 30, 40, 44, 50, 65, 67, and 75; or the 1009, 1013, 7702, 7711 data transmission units or another similarly equipped 1130 Computing System.

If you have customers or prospects who need local stand-alone computing power and access to a centrally located System/360, with its greater speed, storage, and language ability, this new communications capability for the 1130 is designed for them. Be sure to note the details of the programming support given below. With Paper Tape Input/Output and a file, the Synchronous Communications Adapter also makes the 1130 a powerful communication message concentrator with editing, error detection and correction, and logging possibilities.

The new adapter can be field installed. First customer shipments begin in April. Prices are: Rental \$ 235, Purchase \$ 10,575. Complete details are in the attached sales manual pages.

Highlights

- Communication is over common carrier leased lines, or privately owned facilities.
- Speeds are at 600, 1200, 2000, or 2400 baud.
- Priority interrupt mode permits overlapped operation with I/O units.
- Line control, data transfer, and code conversion are under program control.
- Can transmit scientific and commercial data.

Programming Systems Support

The following support, requiring a minimum of 4K 1130 core storage, will be provided:

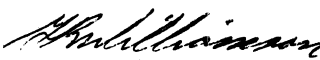
- Interrupt Service Subroutine ... with all functions to operate the Adapter in STR mode.
- Code Conversion Routines ... for converting 4 of 8 codes to and from Card Code and EBCDIC.
- Alternate Routine for the 1132 Printer ... a fast scan routine that permits the printer and Adapter to work concurrently.

These routines will fully meet the customer's basic programming requirements, and will be available for first customer shipment.

The STR mode of the 1130 Synchronous Communications Adapter is program supported in BOS/360 and BPS/360 for System/360 Models 30, 40, 44, 50, 65, 67, and 75 with a 2701 Data Adapter Unit equipped with a Synchronous Data Adapter - Type 1 (#7696) via IOCS for STR. No Type 1 programming support is planned for the 2701 SDA-1 Adapter in TOS/360, DOS/360, or OS/360.

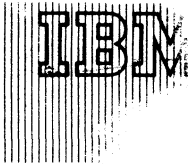
Only those 1130 systems with the Synchronous Communications Adapter which communicate with a System/360 Models 30, 40, 44, 50, 65, 67, and 75 are subject to Systems Assurance review.

A Technical Newsletter (N26-0143) describing the Adapter and a manual on the programming support (IBM 1130 Synchronous Communications Adapter Subroutines, C26-3706) are available. Advance copies have been shipped. Additional copies are available from the IBM Distribution Center, Mechanicsburg, Pa.


G. R. Williamson
Director of DP Marketing

Attachments [3]: [1] Programming 9 ... [2] Systems 1130 ... [3] Machines 1131

Distribution: All Areas



Den Haag

Data Processing

Letter No. 66-265
August 31, 1966

Product Announcement

IBM 1080 Data Acquisition System

A New System for the Analytical Lab

Introducing IBM 1080 ... a versatile off-line system designed to handle the data gathering needs of the modern laboratory with ease and efficiency. Fast, accurate, and reliable, the 1080 is ideally suited for the job of collecting and identifying test data in the clinical lab. It automatically collects analog and digital information from the wide variety of instruments used in today's labs and punches the results into cards or paper tape... ready for further processing. By greatly reducing paper work, the 1080 helps free professional personnel for more creative jobs.

"Positive specimen identification" -- an outstanding feature of the 1080 system -- is a new technique that assures a positive match between test results and identification. The patient's identifying card stays with the sample throughout the processing cycle.

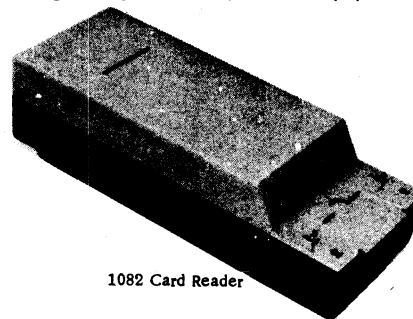
An economical first-step towards larger, completely automated systems, the capabilities of the 1080 are consistent with current medical and pharmaceutical lab procedures, providing a more disciplined and productive approach to the processing problems of the laboratory.

Key System Components

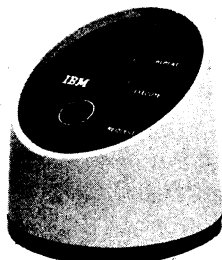
A wide choice of components and special features, highlighted by modular packaging, give the 1080 the flexibility to meet almost any data recording requirement in the laboratory. Here are its major components (see the back of this letter for available special features).

IBM 1081 DAS Control, Model 2... the heart of the system, it has the ability to handle 100 I/O addresses, and includes operator and control panels, a scan request circuit, ADC, analog storage modules, card and paper tape punch adapter, and the digital and multicharacter input channel.

1082 Card Reader... a small unit that can be either table or wall mounted, it reads individual 80-column cards as input to the system. With a reading speed of approximately 10 columns per second, the 1082 is used for serial reading of alphanumeric data from standard IBM punched cards fed one at a time by an operator. Scan is automatically initiated by insertion of the card in the feed slot. The 1082 provides positive automatic indication of unsuccessful input scan recording.



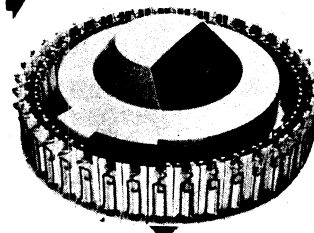
1082 Card Reader



1083 Remote Control

IBM 1083 Remote Control... a desk top unit used to activate the scan request circuit from any part of the lab. It contains a request button, and execute and repeat lamps.

IBM 1084 Sampler Reader... consists of a stub card reader, an operator panel, timer assembly, and appropriate control circuits. The 1084 is designed to be located in the center of a Technicon Turntable, which can hold up to 40 test tubes with their associated identifying card stubs. The turntable is indexed at intervals selected by the operator. Each specimen is presented to the



1084 Sampler Reader

sipper (not shown) for withdrawal of a sample, which is subsequently processed by the Technicon AutoAnalyzer*. The 1084 reads the identifying card attached to the test tube and sends its specimen identification data to the 1081. The AutoAnalyzer* also sends its specimen data to the 1081. Identifying data and specimen data are then punched in either cards or paper tape, thus providing positive specimen identification.

IBM 1057 Card Punch, Model 3, or 1058 Printing Card Punch, Model 3 ... used for card output.

IBM 1055 Paper Tape Punch ... under control of the 1081, this unit records test data in computer readable form.

There's still more to the 1080 story. Read the back of this letter for additional announcement information, including available publications support, and the attached sales manual pages for complete prices and details.

* Registered trademark of the Technicon Instruments Corporation

G. R. Williamson
G. R. Williamson
Director of DP Marketing

Attachments [4]: [1] Systems 1080 ... [2 & 3] Machines 1054-1055, 1056-1058, and 1081

Distribution: All Areas

Side 1 of 2

Additional Announcement Details

Sales Highlights

The 1080 Data Acquisition System can open the door to future computer sales in the medical and pharmaceutical marketplace. Sell these outstanding 1080 features:

- Data security ... the system incorporates a high degree of checking -- imperative in medical labs where data is pertinent to a patient's well being.
- Positive specimen identification ... once the patient's card stub is attached to the sample, there is no need to separate them during processing.
- Asynchronous scan control ... the 1080 can accept multiple independent requests from many sources.
- SLT circuits ... for maximum reliability in a variety of environments.
- Flexible input interface ... the 1080 efficiently handles any combination of digital or analog input, including card reading.

Publications Support

Copies of a promotional brochure, "IBM 1080 Data Acquisition System," 520-1238, can be ordered from the IBM Distribution Center, Mechanicsburg.

Availability of the following publications will be announced in a forthcoming Publications Release Letter:

<u>Subject</u>	<u>Form Number</u>
1080 General Information Manual	E20-0176
Proposal Insert - 1080 System	221-0444
IBM 1080 Analytical Systems Summary	(To be announced)
SRL IBM 1080 DAS Functional Characteristics	A26-3661
SRL IBM 1080 DAS Installation Manual-Physical Planning	A26-3684
SRL Bibliography	(To be announced)
Cable Order Form	(To be announced)
Template	X26-5532
Address Assignment Chart	X26-5533
Input Assignment Chart	X26-5534
Analog Input Signal Chart	X26-5535
Digital Input Signal Chart	X26-5536

A slide presentation and narrative are also available. Contact your Product Marketing Department.

Special Features

The following special features are available to increase the flexibility of the 1080 system. All are field installable on the 1081.

- Multiplexing Module, #5254 ... a group of ten input points for customer analog or digital inputs.
- Range Select, #5960 ... provides the capability to read signals in three additional analog input ranges.
- Sampler Reader Adapter, #6350 ... for attachment of 1084 to system.
- Scan Program Extension, #6373, #6374 ... additional control panel programming capability.
- Analog Storage Module, #1196 ... provides circuitry to recognize and store signals from the Technicon AutoAnalyzer.*
- Analog Storage Expander, #1195 ... provides for attachment of additional analog storage modules beyond the basic two.
- Expanded Capability, #3816 ... prerequisite for a third Analog Storage Expander.

Delivery Schedule

First limited shipments to customers are scheduled for May 1967. Delivery will be confirmed 45 days following receipt of order.

Educational Allowance

The 1080 System and its components are not eligible for an Educational Allowance.

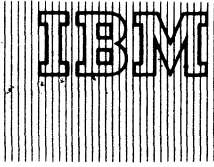
Supplies

A stub card and elastic strap for use with the 1080 system will be marketed by the Information Records Division.

DP Orders and Movements Codes

The following DP Orders and Movements Codes are to be used when ordering the above equipment:

<u>Product Line</u>	<u>Product Category</u>
6	50



Product Announcements

IBM System/360 (A)

Auto Poll Feature for 2702

A new feature, Auto Poll, #1319, operates in conjunction with IBM Terminal Control - Type I (#4615) and/or IBM Terminal Control - Type II (#4616). It allows continuous polling of remote IBM terminals attached to a 2702 without causing a program interruption after each negative response. As a result, efficiency of programs run concurrently with I/O polling operations will be increased. For example, use of Auto Poll reduces program interference to less than 0.2% per line when a 1030 system is attached to a model 30.

Auto Poll rents for \$50 and sells for \$2,400. For 2702s to be used with a System/360, model 30, 40, 50, 65 and 75, delivery will begin September 1966. First customer shipments for attachment to models 44 and 67 will be in December 1966.

Units currently on order can be changed to include the Auto Poll feature provided Alteration Notices are received at the plant 90 days prior to the scheduled shipping date. MES shipments will begin 30 days after initial plant shipments, depending on the model of System/360, as stated above.

Programming Support

Initial shipments of the Auto Poll feature will precede programming availability. Support of this feature, for System/360 models 30, 40, 50, 65 and 75, is scheduled for release under DOS/360 July 1967. Therefore, early installation of this feature must be for those customers who expect to do their own programming.

1301 Models 21 and 22 and 7631 Model 4 (B)

Change in Status

Effective immediately, orders will be accepted for the 1301 Models 21 and 22 and the 7631 Model 4 on an "as available basis." Orders currently in the backlog for these units will be filled.


2310 Disk Storage (C)

A "Specify" Change

To facilitate 2310 Disk Storage order processing for the 1800 Data Acquisition and Control System, the Data Channel Priority "Specify" numbers have been changed for the first drive. For first drive Data Channel Priority, specify #9161 thru #9169 for priority 1 thru 9.

Action Required

Submit Alteration Notices for 2310 orders specifying the new numbers.


G. R. Williamson
Director of DP Marketing

Attachments [6]: Machines 548, 1411.1, 1412, 1442.1, 2702.1 and 2702.3

Distribution: All Areas

CONTENTS

IBM System/360...Auto Poll Feature for 2702...
programming support. (A)

1301 Models 21 and 22 and 7631 Model 4 ... change
in status. (B)

2310 Disk Storage ... a "specify" change ... action
required. (C)

Published by DP Sales Publishing Services, WTHQ

IBM World Trade Corporation

821 United Nations Plaza
New York, New York 10017
Murray Hill 6-4000 (code 212)
Cable address: Inbusworld

January 16, 1967

Subject: 2280 and 2282 Programming Support

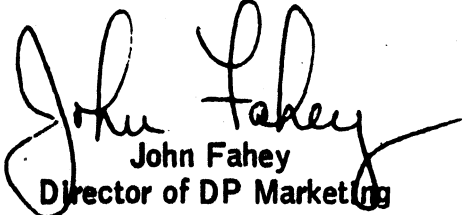
Reference: DP Letter 66-272

Referenced announcement letter stated:

"2280, 2281, 2282 -- Outstanding commitments for the 2280 and 2282 will be honored on a purchase only basis (rental units that cannot be converted to purchase must be cancelled), provided: the order is reconfirmed by the customer before January 1, 1967; the order is received by the Area Orders and Schedules Department on or before January 5, 1967; the customer accepts delivery no later than December 31, 1967."

Programming support for these units is described on the back of this letter. It will not be announced in a P Letter.

If you have a customer who purchased a 2280 or 2282 under the provisions of the referenced announcement letter, he should be advised of the availability of the Type I support.


John Fahey
Director of DP Marketing

Distribution: Area, Regional, and Country DP Sales Managers

2280 Film Recorder
2282 Film Recorder/Scanner

IBM will provide programming support for customers who purchase the 2280 Film Recorder or 2282 Film Recorder/Scanner, under Operating System/360, Option 2 and the Primary Control Program.

Part of the film unit support portion of Basic Graphic Programming Services, which was announced September 1965 and later withdrawn, will now be available April 15, 1967. It will include the following:

- Assembly language macro instructions to generate object codes for 2280/2282 Orders.

- Data handling aids to manage graphic data in main storage for transfer to and from the 2840 Display Control Buffer.

- Input/Output macro instructions to provide a Graphic Access Method (GAM).

- Control program modules to accomplish error handling functions.

- Buffer management facility to allocate, control and protect sections of the 2840 Buffer.

Prior announced film unit support specifically excluded is:

- Scanning routines to facilitate retrieval of information directly from 35 mm film.

- An alphameric printout routine to output alphameric information directly on 35 mm film.

Support not to be provided for film units under Basic Graphic Programming Services, is as follows:

- Library routines (called problem oriented routines) to dynamically generate necessary graphic orders to display:

- Alphameric characters

- Rectangular grids (linear, semi-log, or log-log).

- Polar coordinate grids (linear or semi-log).

- Circles and circular areas.

- Plotted graphic data.

- Attention handling functions

SRLs on Graphic Programming Services for IBM 2280 and 2282 - ALPHA are available since November 20, 1966 and Graphic Programming Services for IBM 2280 and 2282 - BETA on April 15, 1967.

Letter No. 66-279
October 10, 1966Product Announcement7300, 7605, and 7631 Models 3 and 5Withdrawals

- Effective immediately, the above products and their associated features are withdrawn from the product line.

Orders will no longer be accepted for these items. Orders presently in the backlog will be honored as long as the customer does not defer his scheduled delivery date.

7770/7772 Audio Response Units

We are pleased to announce a new Vocabulary Marketing Policy for the Audio Response Units.

Vocabulary Marketing Policy

1. American English

Customers were formerly restricted to selection of vocabulary from an IBM generated list of words.

7770 customers will now be given a free choice of American English words up to the number of words on order.

7772 customers will be supplied with a larger basic library of about 1000 frequently used words. Beyond this, they may, without charge, specify 10 additional words. More words beyond these 10 will be made available at a single use charge of \$10 each.

2. Other Languages

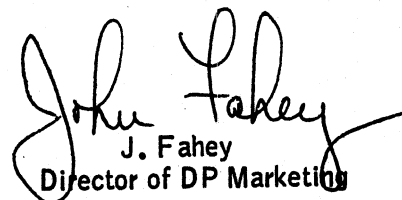
Languages other than American English should be requested by RSDP.

Primary Character Timeout

To comply with common carrier recommendations, the 7770 is adding a 32-second timeout on the first character of an inquiry; the 7772 has a 5-second timeout.

7772 Line Expanded Features

MAC is reduced \$150 on 7772 six and eight line versions by elimination of the I/O Frame feature, #4468. Distinct feature codes and prices have been established for the three I/O Line Expanders on the 7772. The features are: #4467 for third and fourth lines, #4675 for fifth and sixth lines, and #4676 for seventh and eighth lines. Each line expander rents for \$250, and sells for \$12,000.


J. Fahey
Director of DP Marketing

Attachments [14]: [1 thru 14] Machines 7102, 7104, 7108-7111, 7150-7292, 7320-7330, 7340-7502, 7602-7606, 7621-7631, 7702-7711, 7741, 7741.3, 7770, 7772, 7900-7904 and 7908-7909

Distribution:

All Areas

FOR INTERNAL USE ONLY

CONTENTS

7300, 7605, and 7631 Models 3 and 5... with-
drawals. (A)

7770/7772 Audio Response Units... Vocabulary
Marketing Policy... Primary Character Time-
out... 7772 Line Expanded Features. (B)

Product Announcement

IBM System/360 Model 20

Cable Adapter

A no-charge Cable Adapter (#9099) feature is required on the following input/output units when attached to a 2020 which has a serial number less than XX-20,000:

2501
2560
2520
1442-5
2203

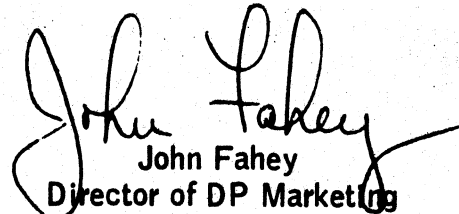
Cables used with this adapter are different than those supplied without the adapter. The adapter and appropriate cables have been (and will be) included with initial systems shipments which have processors with serial numbers below XX-20,000.

The adapter must be specified on the affected I/O units when ordered for field addition to a system whose 2020 is below serial number XX-20,000. The System/360 Model 20 Cable Order Form (120-1078) is being revised and will be released shortly.

An MES will be available (except for 2203) for the field removal and/or Field Installation of the cable adapter feature in the field. Thus, a 1442, 2501, 2520 or 2560 which is equipped with the adapter can be field modified for use with a 2020 serial number XX-20,000 or above.

The exceptions to this are as follows:

1. 1442-5 which has a serial number 53-50,000 to 53-59,999 can only be attached to a 2020 which has a serial number less than XX-20,000.
2. 2203 Single Feed Carriage, serial number 52-10,000 to 52-19,999 and 2203 Dual Feed Carriage, serial number 52-30,000 to 52-39,999, can be attached only to a 2020 which has a serial number less than XX-20,000. The cable adapter feature cannot be removed in the field.
3. 2203 Single Feed Carriage, serial number 52-20,000 to 52-29,999 and 2203 Dual Feed Carriage, serial number 52-40,000 to 52-49,999, are attachable only to a 2020 with a serial number above XX-20,000.


John Fahey
Director of DP Marketing

Attachments [12]: [1] General Information 19... [2 thru 6] Systems 1240.1, 1240.3, 1440.1, 1440.3 and 7080.1... [7 thru 12] Machines 1403.1, 1403.3, 1404-1405, 1414.1, 1414.3 and 2150-2203

Distribution: All Areas

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Letter No. 66-295
December 27, 1966

Miscellaneous Announcement

IBM 3977 MODEMS

Revised sales manual pages for the IBM 3977 modems are attached to this letter. They should clarify any misunderstandings that may exist concerning this product.

The quality of data transmission depends on:

- The quality of the modems used.
- The quality of the communications channel; In the United States, telephone-line quality is graded. Of the three available qualities -- 4A, 4B, and 4C -- 4C represents the highest quality. A modem is said to permit a given speed of transmission provided that the communication line is, for instance, of at least 4B quality.

Because World Trade telephone channels are not normally qualified in this manner, the 3977 model 2 was developed and is now announced. It is designed to handle transmission speeds of up to 2,400 bauds without further qualification of the communication line to be used.

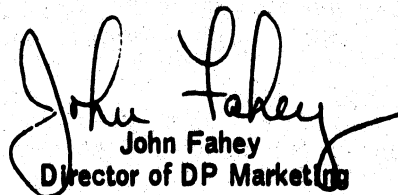
The one quality that is at present considered as standard by PTT's in World Trade is equivalent to U.S. 4B. This is stated in a recommendation by the CCITT (Comite Consultatif International Telegraphique et Telephonique). In their recommendation M89, the CCITT specifies the equivalent of U.S. 4B quality as a standard for international data transmission. As a standard for national data transmission, this quality may or may not be accepted by the PTT in your country. In many cases, the PTT's are able to deliver a better quality than the recommended 4B. In other cases -- especially where multidrop circuits are concerned -- this quality may not be achievable.

In the attached revised sales manual pages, we have defined the quality of the 3977 modem as a function of the quality of the line over which it is to be used. Additional guidance in the termination of line quality and line testing policy and procedures are being prepared and will soon be published.

An extensive study and enhancement program for the 3977 has led to the implementation of major engineering changes and, consequently, an appreciable improvement in the quality and performance of the 3977 model 2. The attached pages contain a more accurate and careful description of the 3977 capabilities than was previously available.

Field Installation:

Those 3977 model 2 modems that are now in the field can be updated. The Bill of Material for field installation will be available starting December 1966 from the Montpellier plant. Field installation should be scheduled locally in accordance with CE procedures.


John Fahey
Director of DP Marketing

Attachments [25]: [1 thru 14] Programming, 3, 11, 360.15, 360.19 thru 360.27, 360.31, 360.35, 1401.5, 9013, 9015 and 9017... [15 and 16] Systems 360/20.1 and 7040/7044.1... [17 thru 25] Machines 2020.1, 2030.1, 2030.3, 2050, 2065, 2067, 2301-2303, 2848 and 3945-3975

Cancel: Remove following Sales Manual Programming Pages: P19, 23, 25, 27, 305.1, 705.1, 7000.1

Distribution: All Areas



Letter No. 66-296
December 30, 1966

Product Announcement

IBM 1800 Data Acquisition and Control System

Improved Delivery

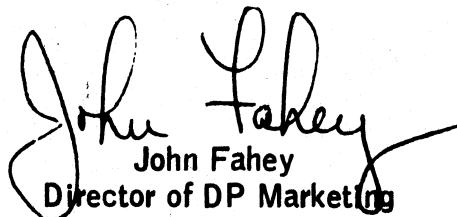
Customer acceptance of the 1800 Data Acquisition and Control System has highlighted the need for a shorter delivery for the system. Effective January 1, 1967, the 1800 will be on a 12-month delivery schedule. This improved delivery schedule will enable you to boost your 1967 sales record. The confirmation of specific delivery dates for standard non-RSDP 1800 systems will continue to be through your Area Orders and Schedules Department in accordance with the present practice. RSDP's may, as in the past, lengthen the delivery schedule based upon their complexity.

Administrative Procedure

The IBM 1800 System was specifically designed for Process Control and Data Acquisition applications. Proposing the 1800 System at this time for other applications, such as message switching, may be the best possible customer solution in particular instances. However, any commitment or proposal to utilize the 1800 for other applications must be submitted to the Industry Marketing Director, WTHQ, for approval prior to submission to the customer. There can be no exceptions made to this prior review.

This does not change the procedure as stated in DP Letter 66-248:

"If there is any doubt about the eligibility of an application for use with the 1800 System, the Country Sales Manager is required to submit the case to the Industry Marketing Director, WTHQ, for approval prior to submission of the proposal to the customer."



John Fahey
Director of DP Marketing

Attachments [18]: [1 thru 7] Systems 360.3, 360.5, 360/67.1 thru 360/67.5, 1460.1, 1460.3... [8 thru 18] Machines 2040, 2044, 2250-2282, 2365, 2415, 2501-2520, 2540-2671, 2802-2804, 2820-2821, 2841, and 3944

Distribution: All Areas

IBM

IBM World Trade Data Processing

Letter No. 66-298
December 30, 1966

Education Announcement

Programmed Instruction for System/360 Model 20Report Program Generator Coding

This course covers the RPG rules used to process data in card files on Model 20 systems having the Multi-Function Card Machine. The average student needs about 14 hours of study.

Coding examples, rules for coding, and "self tests" are included. The student is taught to document printed reports on a Printer Spacing Chart. The kinds of problems presented include Summary Punching, Matching Records, Table Lookup, Stacker Selection, and Sequence Checking.

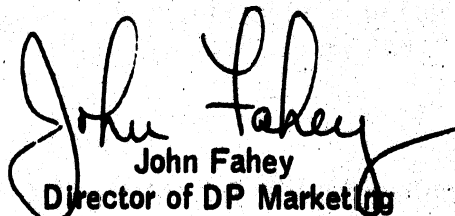
The course is designed for operating supervisors and programmers. It does not include installation topics or data processing concepts. Therefore, it should be used in conjunction with, but not as a replacement for the Model 20 Installation Programming Course.

These Programmed Instruction materials can be used as follows:

1. Supplemental education materials for the full ten-day Model 20 Installation Programming Course (S3620-55).
2. By qualified IBMers who need to learn System/360 Model 20 RPG.
3. By customers with computer programming and installation experience who need to know RPG.

(Caution: A follow-up class or branch office workshop is necessary to evaluate the student's learning and to teach more RPG topics according to the student's needs.)

For more information and complete material requirements, contact your Country Education Manager.



John Fahey
Director of DP Marketing

Distribution: All Areas

- Prices *

<u>Density</u>	<u>Part Numbers</u>	<u>Quantity</u>		
		<u>10-99</u>	<u>100-499</u>	<u>500-999</u>
556 BPI	7207188	\$7.00	\$6.75	\$6.50
800 BPI	7207189	7.25	7.00	6.75
556 BPI TST	7032749	- +	- +	- +
800 BPI TST	7207190	8.00	7.75	7.50
3200 BPI TST	7207191	8.50	8.25	8.00

Minimum shipment quantity: 10 reels

Mini-Reel Identification Labels: Mini-Reel identification labels are also available at \$5.00* per box of 150, P/N 7027218

Sources of Supply

The Mini-Reel and Mini-Reel supplies are available from the South Harrow, Boeblingen and Minneapolis Tape Centers. The normal delivery schedules apply as these items are now in stock. (Note: 556TST only available from Germany and the United Kingdom; 7 track only available from U. S.)

Effective immediately, the 200 foot, 5 1/4" grey plastic reel is withdrawn from the product line.

Charles H. Shuff
Charles H. Shuff
Director
Information Records Division

*Note: U. S. prices for information purposes only

+ Not available in U. S.; therefore prices are not shown.