

IBM CONFIDENTIAL until February 1, 1967

Sales Activity

System/360 and 1130 Computing System

Price Changes

Rental prices for most of the units, features, and RSDP's of System/360 and the 1130 Computing System will be increased by some countries effective May 1, 1967, in accordance with the three-month notice provision of the IBM rental agreement.

In selected countries purchase price changes will also be announced.

Announcement date and price changes have been provided to individual countries.

Administrative Provisions for Countries Implementing Price Changes on February 1

- All customers affected by this price change are to be notified by a letter signed by the Branch Manager and mailed on January 27, 1967. Text of the suggested customer letter is attached.
- Salesmen are expected to cover the price changes with all their affected customers, not later than February 10, 1967 including those with equipment on order.
- Outstanding bids and proposals must be modified immediately to reflect the price changes.
- Questions and answers are attached which will assist you in understanding how this announcement may affect your customers.

DP Sales Compensation Plan

Paragraph D-3 of the Sales Plan applies to this price change.

1. Installed prior to February 1, 1967. No additional sell or install quota points will be credited.
2. On order, February 1, 1967. (Orders placed by customers prior to February 1, 1967.)
 - (a) No additional sell quota points will be credited now or at time of installation.
 - (b) If credited orders are cancelled, superseded, displaced, diverted to a new location or changed to an uncredited status prior to May 1, 1967, the selling quota points will be debited at the previous rate.
 - (c) If credited orders are cancelled, superseded, displaced, diverted to a new location or changed to an uncredited status on or after May 1, 1967, the selling quota points will be debited at the new rate.
3. Installed after February 1, 1967. If installed on or after February 1, 1967, NIRA will be credited at the new rate. Replace debits on or after February 1, 1967 will also be at the new rate.
4. Orders. Selling quota points for orders dated by the customer after February 1, 1967 will be entered at the new rate.
5. Discontinued or Replaced.
 - (a) The selling points for equipment designated for discontinuance or replacement prior to February 1, 1967 will not be affected by the price change. If such equipment is ordered retained, the selling points will be credited at the new rate.
 - (b) Selling quota points for equipment ordered removed after February 1, 1967 will be debited at the previous rate if the rental stop date is on or before May 1, 1967. After May 1, 1967, the selling quota points will be debited at the revised rate.

In either of the above, installing quota points will be debited at the previous rate if rental stops on or before May 1, 1967. After May 1, 1967, the installing quota point will be debited at the revised rate.

Attachments: [3]: [1] Customer Letter, [2] Questions and Answers, [3] Price List

Distribution: All Areas

New World Trade Base Price List

Attached is a complete list of affected machines and features showing the old and new World Trade point values. Also attached is a revised price list for RSDP's affected by this announcement. Updated Sales Manual pages will follow.


John Fahey
Director of DP Marketing



Letter No. 67-202
January 16, 1967

Product Announcement

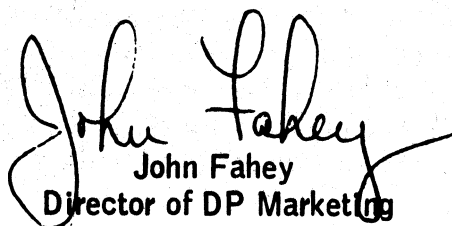
IBM System/360 Model 50

Minimum Configuration

System/360 Model 50 can use a 2400 Series Magnetic Tape Unit, a 7340 Hyper-tape Drive, or a 2311 Disk Storage Drive attached to a selector channel as the required minimum input unit. The 2311 Disk Storage Drive is to be used to satisfy this requirement only if none of the above magnetic tape units is attached to a selector channel in the system. In this case #9460 must be specified on the 2050 order.

Action Required

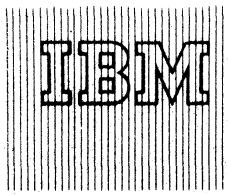
All orders for the System/360 Model 50 should be reviewed. If the above tape drives are not on order and the 2311 is to be the minimum input unit, an Alteration Notice must be submitted specifying #9460 for the 2050.


John Fahey
Director of DP Marketing

Attachments [4]: [1] System 360.1... [2] Machines 2050... [3 and 4] SPL 1 and 3

Distribution: All Areas

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Sales Activity

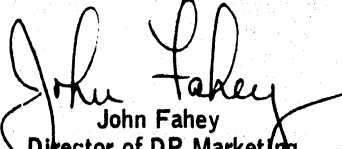
DP Letters of Intent

IBM World Trade will accept an order from a customer or prospect on the basis of a DP Letter of Intent only when unusual or extenuating circumstances warrant doing so. Normally, a Letter of Intent serves as a prelude to a signed agreement in order to ensure a foreseeable delivery date while a further detailed study is being made of the system desired.

Effective immediately, the use of the DP Letter of Intent is to be governed by the following:

1. Only orders for 1410 and 7000 series equipment, and IBM System/360 Model 40 and above may be covered by a DP Letter of Intent. Orders for other DP equipment must be accompanied by a regular signed agreement.
2. Orders for the above systems covered by a DP Letter of Intent are not to be placed with a plant without prior approval of the Area General Manager. If approved, quota credit may also be given with the prior approval of the Area General Manager. All Letter of Intent orders are to be clearly marked "DP Letter of Intent," and all plant backlog statistics should differentiate regular DP orders from DP Letter of Intent orders.
3. When a Letter of Intent is accepted, the Branch Manager is to write a letter of confirmation to the customer acknowledging the Letter of Intent and stating that a regular signed agreement must be delivered to IBM within six months of the date of the DP Letter of Intent. Prior to the expiration of the six month limit, if a firm contract has not been signed, the Branch Manager is to write to the customer advising him that if a contract is not signed by the specified date, the delivery commitment previously made will no longer be valid. If the agreement is not received within this time period, the order is to be cancelled and all quota points, and any financial remuneration, previously credited are to be debited. In the event the period of negotiation with the customer or prospect is prolonged past the expiration of the six-month period, consideration may be given at that time to the establishment of a later delivery date, and the customer or prospect so informed. Any extension past the original six-month period must receive Area concurrence. The new extension must have a cut-off date and requires Area review if a further extension is requested.
4. The six-month period covered in paragraph 3 above is renewable for an additional six months in those cases involving Government agencies where a confirmation of a planned government program associated with the Letter of Intent is awaiting legislative approval.
5. In order not to affect the delivery schedule, the customer must sign an agreement prior to the Manufacturing lead-time required to deliver the system specified in the Letter of Intent.
6. Monthly, each country will produce a list of all Letter of Intent orders for review by Country Management to effectively control the Letter of Intent policy.
7. When a firm contract is signed, quota points should be taken (unless previously credited by Area Managers approval) and the country and appropriate plant notified accordingly so all records will reflect the current order status.

Printed on the back is a model of the DP Letter of Intent format which illustrates the type of information this letter should contain.


John Fahey
Director of DP Marketing

Suggested Format of DP Letter of Intent

January 24, 1967

(Local IBM Address)

Gentlemen:

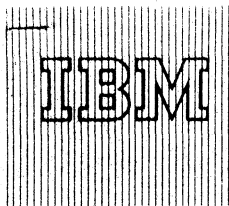
This is to advise you that we want to order one IBM System/360 with the following specifications:

(show specifications)

Our plans for the use of this equipment require delivery during the first quarter 1968. Please let us know if delivery can be made during this time period.

It is our intention to execute, within six months from the date of this letter, your Agreement for IBM Machine Service for the lease of this equipment. However, because we have not yet completed our studies relative to the use of your equipment, and because we need additional time for our management to review the proposed plan, we ask that consideration be given to accepting our order on the basis of this letter.

Very truly yours,



Sales Activity

Realistic Netting

On all future displace/replace orders for equipment (except peakload), it will be necessary for the Branch Manager to write a letter of confirmation to the customer acknowledging the order and confirming which, if any, of the presently on order or installed equipment will be displaced or replaced as a result of the new order. A second letter is to be written when the replacing equipment enters the frozen zone confirming the then estimated replacements that will occur. Copies of these letters will be filed with the order in the Branch Office and with the Country Orders and Schedules Group and Country Controller.

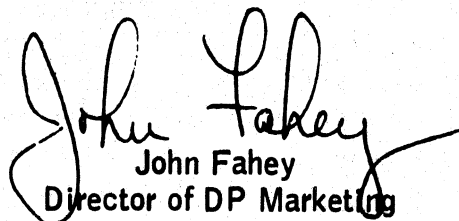
DP Sales Manager Letter #105 emphasizes the importance of accurately reporting both the time of replacement and the amount of equipment to be replaced in connection with the receipt of orders for replacement equipment.

In addition to the above, effective immediately, all provisions of the Systems Assurance Policy as stated in the General Information Section of the Sales Manual and the System/360 Proposal Review (Instruction Letter 65-80 dated November 5, 1965) are to be carefully followed. The Systems Assurance procedure calls for approval before the customer's order or modification may be processed. Part of the SA review requires a detailed analysis of the system configuration. Such an analysis automatically includes a careful stating of the net result of the overall transaction.

The Systems/360 Proposal Review procedure requires that such a review be held prior to the crediting of the sales points and that the Branch Manager certify that such a review has been held.

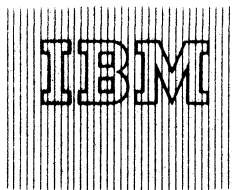
A copy of the Proposal Review Report is to be filed with the order in the Branch Office. If the proposal requires Systems Assurance, a copy of the SA approval is also to be filed with the order in the Branch Office.

Attached are suggested letters which can be used as outlined above.


John Fahey
Director of DP Marketing

Attachments [2]: [1] Suggested Letter Confirming Equipment Ordered and Expected Displacements/Replacements... [2] Suggested Letter to Customer Prior to the On Order Equipment Entering the Frozen Zone

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-207
January 27, 1967

Product Announcement

IBM 2703 Transmission Control Unit

2703 Redesign

A redesign of a number of currently announced 2703 Features has resulted in new feature designations which will simplify the configuring of the 2703. In addition, the number of voice grade lines attachable to the 2703 via the IBM Line Set 2 has been increased from 24 to 32.

Administrative Provisions, Rental and Purchase Prices

All 2703 customers must be notified promptly of the redesign, which will result in revised prices on a feature by feature basis. (See feature revisions on other side. Note changes in other 2703 feature numbers.) Affected customers must be given appropriate written notice of the price changes in accordance with the terms of their IBM Agreement. For existing purchase customers who are within the price protection period, a 2703 with equivalent line attachment capabilities will be supplied at the price established by that agreement.

Additional attachment capabilities requested by the customer are subject to the revised prices. Alteration Notices submitted by the branch office must be identified with "Rental Revision, No Quota Points" in the body of the form.

To maintain the scheduled shipment date for on-order machines, Alteration Notices with specification form (120-1491-0) must be submitted at least 180 days prior to scheduled shipping dates. The System/360 communication cable order form (120-1507) should be submitted for all machines at least 180 days prior to the customer shipment date.

DP Sales Compensation Plan

As provided in the Sales Plan, there will be no quota credit, or debit, due to the redesign of the 2703.

Programming

Present programming support is unaffected.

RSDP's

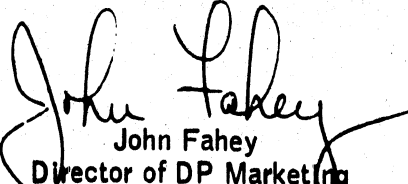
Previously approved 2703 RSDP's must be resubmitted.

Delivery

DP Letter No. 65-291 announced that the IBM 2703 would be available on a revised schedule beginning for first customer shipment in December 1967. This applies to 50 cycle machines.

Publications

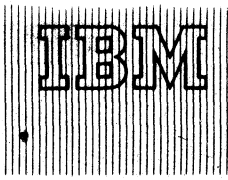
2703 Transmission Control, New Start-Stop Feature and Feature Restructure TNL #N27-3010...
2703 Transmission Control Unit #A27-2703-0 will be available. Consult your Weekly Publications Release letters for date of availability. Advance copies of System/360 Physical Planning #C22-6820 and Planning and Installation of Data Communications System A24-3425 have been shipped. Additional copies are available from the IBM Distribution Center, Mechanicsburg.


John Fahey
Director of DP Marketing

Distribution: All Areas

2703 Features

Previous	Revised
for 8 IBM 4.75 mile modems Half Duplex Line Group 1 (4540) IBM Line Set 1 (4628)	IBM Line Set 1 A (4686)
for 8 IBM 8-mile modems Half Duplex Line Group 2 (4521) IBM Line Set 2 (4629)	IBM Line Set 2 (4688)
Terminal Controls IBM Terminal Control Type 4 (4617)	IBM Terminal Control Type 1 (4696) 2741 Break (8055)



Product Announcement

Binary Synchronous Communications and the IBM 2780 Data Transmission Terminal

A New Communications Procedure

To meet the demanding requirements of today's Tele-Processing market, IBM has introduced a new flexible communications method for exchanging data over private and common-carrier lines. Known as Binary Synchronous Communications (BSC), this new method employs devices with BSC capabilities, including a new product -- the IBM 2780 Data Transmission Terminal; "common language" codes to facilitate communication between devices; and a data line control procedure that improves the throughput over previous transmission methods.

Devices with BSC Capabilities

The IBM 2701 Data Adapter Unit and 2703 Transmission Control Unit, both presently in the product line for attaching remote and local input/output units, now have adapters which enable them to operate in the BSC mode. The 2701, with a Synchronous Data Adapter Type II, can attain speeds up to 230,400 bits per second (BPS), while the 2703, with a Synchronous Base I adapter, is now capable of 2400 BPS, an increase of 1800 BPS over the previous speed. Additionally, the 2703 now can have up to 24 lines attached to it with the facility of mixing the line speeds to meet individual terminal and application requirements.

The 2780 operates at speeds up to 2400 BPS using the BSC capability for card input/output and printer output. Four models are available: Printer/Card Reader (Model 1), Printer/Card Reader Punch (Model 2), Printer (Model 3), and Card Reader Punch (Model 4). One of three codes (see description below) may be chosen for terminal operation. Basic functions such as buffering, transmission checking, automatic re-transmission, off-line listing and audible alarm provide the customer with a terminal geared to data applications in all industries. Special features, such as multiple record transmission and printer horizontal format control, offer the flexibility required to tailor a terminal to specific needs. Printing speeds range up to 300 lines per minute; card-reading to 400 cards per minute, and card-punching 270 per minute.

"Common Language" Codes

An eight-level coding structure makes possible the handling of various transmission codes within the range of System/360's 256-character set.

System/360s can exchange data in the System/360 format without program translation or editing.

The Six-Bit Transcode is a new IBM standard code developed for the 2780 and available also for the 2701 and 2703.

Extended Binary Coded Decimal Interchange Code (EBCDIC) and American Standard Code for Information Interchange (ASCII) are part of the BSC capability available with all devices.

With special features, transmission may be in packed decimal, fixed/floating point numbers, machine language programs and other binary data.

Configurations

The 2701 and 2703, used with System/360 Models 30, 40, 50, 65, or 75, can communicate with other similar configurations or directly with the 2780. The 2780s can communicate directly with each other.

Delivery Schedules

<u>Machine</u>	<u>First Customer Shipment</u>
2701 - SDA - II	3rd Quarter 1967
2703 - Synchronous Features	1st Quarter 1968
2780 Data Transmission Terminal*	
Model 1	January 1968
Model 2	January 1968
Model 3	January 1968
Model 4	May 1968
6-Bit Transcode	January 1968 (Models 1, 2, and 3)
	August 1968 (Model 4)
EBCDIC	March 1968
ASCII	December 1968
Selective Character Set	January 1968
120 Character Print Line	January 1968
144 Character Print Line	January 1968
Multiple Record Transmission	March 1968
Synchronous Clock	January 1968
Printer Horizontal Format Control	March 1968
Automatic Turnaround	March 1968
EBCDIC Transparency	March 1968

*On-order 1978 RSDPs for delivery beyond November 1967 should be re-examined in the light of this announcement. Conversion of these orders to 2780s will require cancellation of the on-order 1978s, and new DP Machine Orders for the substitute 2780s, stating "Conversion of 1978 RSDP, Order Reference No. _____" on the face of the corresponding 2780 order. For on-order 1978s being converted to 2780s, countries should obtain delivery schedules through normal procedures.

Attachment: Price List
Distribution: All Areas

RSDPs

RSDPs will be accepted 120 days after announcement with response time dependent upon complexity. Delivery will be a minimum of 120 days after first customer shipment for the BSC capabilities with actual date dependent upon the complexity of the job.

Field Installation Availability

2701 SDA Type II and Associated Features
2703 Synchronous Features
(Initial BSC capability cannot be field installed on a 2703. Once the machine is installed however, additional BSC capability may be field installed).

July 1967
December 1967

2780 Data Transmission Terminal

(per First Customer Shipment dates above)

Publications Support

The following support publications will be available in the near future. Actual availability* will be announced in the DP Weekly Publications Release Letter and advance copies will be distributed at that time:

General Information - Binary Synchronous Communications (SRL); 2701 Synchronous Data Adapter Type II (TNL); IBM 2703 Binary Synchronous Communications Features (TNL); IBM 2780 Data Transmission Terminal-Component Description (SRL); IBM System/360, DOS/BTAM, SRL #C30-5001; IBM 2701 Specification Form, #120-1379-2; IBM 2703 Specification Form #120-1491-0; IBM System/360 Communications Cable Order Form #120-1507-0; IBM System/360 Installation Manual-Physical Planning (TNL); IBM 2780 Data Transmission Terminal-Physical Planning (SRL).

*(From IBM Distribution Center, Mechanicsburg.)

Field Installation Status Change

Effective with this announcement, the 2701 SDA Type 1 (#7695 or 7696) will be, plant installable only. Current backlog orders for field installation of this feature will be honored on their currently assigned shipping schedules.

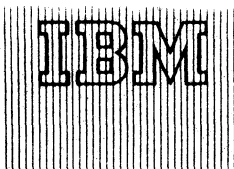
Sales Compensation Plan

Normal selling and installing quota points will be credited for the 2780. Out-of-territory orders will be handled in accordance with either Paragraph E, 5 or Schedule C. Add Group 79 to Schedule C for 500 out-of-territory quota points.


John Fahey
Director of DP Marketing

Price List - 2780 Models and BSC Features

<u>Description</u>	<u>Feature</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>	<u>FIC</u>
<u>2701 Data Adapter Unit</u>					
Dual Code	3455	\$ 40	\$ 1,300	\$.50	PCR
Dual Communication Interface	3464	45	1,800	.50	PCR
Synchronous Clock (600 bps)	2931	45	1,800	.50	PCR
Synchronous Clock (1200 bps)	7692	45	1,800	.50	PCR
Synchronous Clock (2000 bps)	2932	45	1,800	.50	PCR
Synchronous Clock (2400 bps)	7693	45	1,800	.50	PCR
Synchronous Data Adapter-Type II	7698	335	15,075	19.00	PCR
Transparency	8029	80	3,600	.50	PCR
<u>2703 Transmission Control</u>					
Synchronous Attachment	7702	525	21,000	14.00	PCR
Synchronous Base-Type I, First	7703	160	6,400	6.00	PCR
Synchronous Base-Type I, Second	7704	160	6,400	6.00	PCR
Synchronous Clock	7705	65	2,600	2.50	PCR
Synchronous Line Set	7710	420	16,800	6.50	PCR
Synchronous Line Speed Option (600/1200/2400 bps)	7711	15	600	.50	PCR
Synchronous Line Speed Option (2000 bps)	2933	15	600	.50	PCR
Synchronous Terminal Control, EBCDIC	7715	105	4,200	3.00	PCR
Synchronous Terminal Control, ASCII	7716	105	4,200	3.00	PCR
Synchronous Terminal Control, 6-bit Transcode	7717	105	4,200	3.00	PCR
<u>2780 Data Transmission Terminal</u>					
(Rental Plan: B, Maintenance Group: B; Educational Allowance: None; Purchase Option: 35%; Per Call: 2)	Mdl. 1	925	40,700	215.00	PCR
	Mdl. 2	1,025	45,100	260.00	PCR
	Mdl. 3	775	34,100	200.00	PCR
	Mdl. 4	725	31,900	180.00	PCR
Automatic Turnaround	1350	10	440	1.00	PCR
Multiple Record Transmission	5010	15	660	2.00	PCR
Printer Horizontal Format Control	5800	30	925	1.00	PCR
Print Line - 120 characters	5820	90	3,960	6.00	PCR
Print Line - 144 characters	5821	45	1,980	3.00	PCR
Selective Character Set	6400	25	1,100	3.50	PCR
Synchronous Clock	7705	25	1,100	1.00	PCR
Transparency - EBCDIC	8030	15	660	.50	PCR



Sales Activity

IBM System/360 Model 67

Time Sharing System (TSS)

Since the release of the IBM System/360 Model 67 and the TSS Product announcement of September 1966, we have been engaged in a thorough analysis of the entire TSS/360 project. Although substantial resources have been and will continue to be committed, we have encountered technical difficulties which have made it necessary to delay certain availability dates and to alter descriptions of TSS follow-on functions. Accordingly, the following announcement is made:

Controlled Marketing

All Model 67 proposals must first have the approval of Area management prior to submission to a customer or prospect.

TSS Release 1 and 2

The relationship has been changed between the two categories of TSS Release 1 and TSS Release 2. No additional functions beyond Release 1 are planned for Release 2. Instead, Release 2 will serve only to provide improvements to Release 1 in the areas of performance, human factors, and reliability and serviceability.

TSS Functional Extensions

All follow-on functions beyond the initial release (Release 1) are withdrawn at this time. This primarily includes conversational PL/1, COBOL, Sort/Merge, graphics support, remote job entry, checkpoint restart, IBM 2321 and 2260 support.

In order to construct a Time Sharing System which will be effective in a production environment, we believe that we must have a firm technical base from which we can accurately project performance.

Release 1 is now being integrated and entering system test. The results from these laboratory tests are providing measurements which will allow for an orderly progression of technical problem solutions. We will continue utilizing these measurements to provide improvements for the system.

We will evaluate the market requirements for additional functions in the system only after we are certain that we have a firm technical solution which provides appropriate performance in a production environment.

New Release Dates

TSS Release 1 will be completed with a release date of October 15, 1967. TSS Release 2 is targeted for release in mid-1968, the precise date dependent upon satisfactory technical progress made with Release 1.

Earlier versions of Release 1 will be available to selected accounts by June 1, 1967.

Use of the initial release should be limited to experimental, developmental, or instructional use until such time as the TSS programming system has been proven acceptable for production purposes.

Customers must request, in writing, the release of the programming system to them. Further details on this release procedure will follow in the near future.

Configuration Restrictions

The third and fourth CPU's, within the 67 Model 2, are withdrawn. This limits the number of 2846 Channel Controllers to a maximum of two per system (one for each CPU). Models 5 and 6 of the 2167 Configuration Unit also are withdrawn.

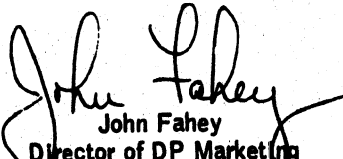
Support for the 2250 Model 1 as an operator display console is withdrawn.

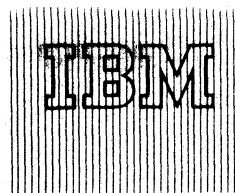
Field Conversion

Field conversion of the 2067 Model 1 and 2 and the 2365 Model 1 and 2 is no longer permissible. Those planning to convert should instead order Model 2. For purchase customers, conversion must be done through RSDP procedures.

Customer Notification

All customers affected by this announcement must be informed immediately.


John Fahey
Director of DP Marketing



Product Announcement

IBM 2711 Line Adapter Unit

Redesign of Unit

The new 2711 Line Adapter Unit has been restructured in a modular fashion and can now handle four communication lines, instead of three as previously announced.

Now, any mix of IBM Leased Line Adapters, Shared Line Adapters, or Limited Distance Line Adapters, Type 2, can be housed in the basic 2711. A new special feature, Line Adapter Module, #4794, provides an additional four adapters. Up to seven of these modules can be installed, permitting a maximum of thirty-two IBM Line Adapters in any mix per 2711. The feature rents for \$10 and sells for \$480.

With the announcement of the Line Adapter Module feature, Line Set I, #4816; Line Set II, #4817; and Line Set III, #4818, are withdrawn from production.

The 2711 is the only means for utilizing IBM Shared and Leased Line Adapters with the 2702 and 2703 for operation with correspondingly equipped 1030/1050/1060 systems or 2740/2741 terminals. The IBM Limited Distance Line Adapter, Type 2, can be installed in the 2711 for use with 1030/1050/1060/1070 systems or 2740/2741 terminals when the feature cannot be installed within the 2702 and 2703.

Restrictions

IBM Line Adapters are announced for use on privately owned facilities only. The lines must conform to the specifications and restrictions defined in SRL-A24-3435. For use on common carrier facilities, arrangements must be made as defined under "Special Situations" of the WTC Sales Manual, G.I. Section, page 3, Tele-Processing Marketing practices.

Publications Support

Advance copies of the 2711 Line Adapter Unit SRL Manual, #A27-2704-1 and of TNL N22-0241-0 modifying the IBM System/360 Installation Manual, #C22-6820-5, updating 2711 cable requirements, have been shipped. Additional copies, as well as 2711 Line Assignment, Form #120-1468 are available from the IBM Distribution Center, Mechanicsburg.

Programming Support

Additional programming is not required for any of the items in this announcement.

DP Sales Compensation Plan

As provided in the Sales Plan, there will be no quota point credit, or debit, due to the redesign of the 2711.

Attachment: Machines 2711

Distribution: All Areas

Delivery

First customer shipments of the 50 cycle 2711 Line Adapter Unit and its features will begin April 1967. Shipments of the 60 cycle 2711 have started.

Administrative Provisions

All 2711 customers must be promptly notified of the changes.

For existing purchase customers whose 2711 orders are within the price protection period of an IBM purchase agreement, a 2711 with equivalent line attachment capabilities of the on-order 2711 will be supplied at the price established by that agreement. Additional attachment capabilities, requested by the customer and exceeding those allowed by the new design, are subject to the revised prices.

The 3-months' advance notice provision of our Agreement for IBM Machine Service applies to all lease customers whose 2711 orders reflect a price change.

An Alteration Notice, 2711 Line Assignment Form, #120-1468, and System/360 Cable Order Form, #120-1080-2, will be required for each 2711 currently on order to properly reflect this announcement. The new 2711 cable requirements will be incorporated into the next revision of the System/360 Cable Order Form #120-1080. Until then, the 2711 cable data should be typed on #120-1080 based on the cable information provided by Area Installation Planning Engineers. For on-order machines scheduled for shipment June 1967 or earlier, the necessary papers must be received at the plant immediately... after June 1967, the papers must be at the plant 120 days before shipment.

Previously approved RSDPs for the 2711 must be resubmitted.


John Fahey
Director of DP Marketing

IBM**IBM World Trade Data Processing**Letter No. 67-211
February 3, 1967**Product Announcement****IBM 2401, 2402 and 2403 Magnetic Tape Units****Withdrawal of Field Conversion for 2401-2402**

Field conversion of 2401-2402 Models 1, 2, and 3 (800 bpi) to Models 4, 5, and 6 (1600 bpi) requires extensive time and special test equipment which makes it technically not feasible to do in customers offices.

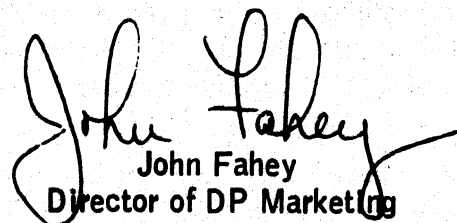
All outstanding MES orders for field conversion of 2401-2402 Models 1, 2 and 3 to Models 4, 5 and 6 must be cancelled. New orders must be submitted by lease customers for 2401 Models 4, 5, or 6 replacement machines.

Purchase customers may submit RSDP's immediately for conversion of these models. This conversion will not be performed at the customer's installation but at an IBM location yet to be designated. RSDP's may only be submitted by purchase customers who have installed or on-order 2401-2402, Models 1, 2 or 3 by February 5, 1967 and a control unit installed at time of conversion capable of handling 1600 bpi tape.

Only the 2403 Models 4, 5, or 6, or a 2803-2804 Model 2 can control 1600 bpi tape. No field conversion of an 800 bpi control unit to a 1600 bpi control unit is possible.

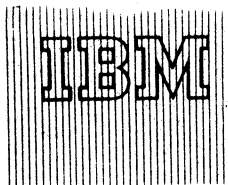
MYLAR* Tape Restriction (2401, 2402, 2403)

We are no longer recommending the use of MYLAR Tape on the 2401-2402-2403 Models 4, 5, and 6. "MICRO-CLEAN" Tape is recommended for use on 1600 bpi Tape Drives. The MYLAR Tape Trade-in policy as announced in IRD Letter No. 66-816 is applicable.


John Fahey
Director of DP Marketing

* du Pont's registered trademark for its polyester film.

Distribution: All Areas



Product Announcements

1442 Card Reader Model 3

Change in Production Status

Effective immediately, new production of the IBM 1442 Card Reader Model 3 is terminated.

Future orders for this machine will be accepted on an "as available" basis only. Current backlog orders that specify new manufacture will be honored, provided no schedule deferment is initiated by the customer. Any customer initiated deferment of current backlog orders may subject the order to loss of its new manufacture status.

IBM Optical Character Readers

1230 Optical Mark Scoring Reader

The Card Punch Attachment (#1620) is a prerequisite for ID Field Checking (#4609). Amended sales manual pages are attached.

Action Required -- branch offices should review all orders for #4609 on the 1230. If #1620 has not been ordered, the customer must be advised and applicable Alteration Notices must be submitted.

1231 Optical Mark Page Reader

Color accent panels are available on the 1231 model N1. Amended sales manual pages are attached.

Action Required -- branch offices should submit Alteration Notices for all on-order 1231 model N1s specifying #9041 for red, #9042 for yellow, #9403 for blue, or #9045 for gray.

IBM 1316 Disk Packs

Testing

Customers converting 1316 Disk Packs from current systems data formats to System/360 data formats may utilize any of their unused pre-installation test time at an IBM Datacenter.

Such use is limited to the 30-day period following installation of a System/360 where either or both systems are disk oriented only.

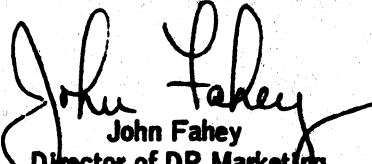
IBM 2841 Storage Control -- Restrictions

Additional Storage (#1024)

This feature cannot be installed on a 2841 if Two Channel Switch (#8100) is installed.

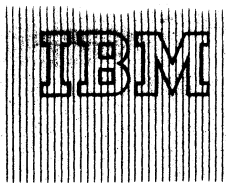
File Scan (#4385)

This feature is not effective for any 2303 Drum Storage(s) attached to the 2841.


John Fahey
Director of DP Marketing

Attachments[13]: [1 thru 10] Programming 9, 360.1 thru 360.7, 360.49 and 1130.3 thru 1130.9... [11 thru 13] Machines 1230, 1442.1 and 1442.3

Distribution: All Areas



Product Announcements

IBM 357 Data Collection System (A)

360 Clock Read-out Control Limitation

A 360 Clock Read-out Control and 361 Read-out Clock will provide time for up to thirty-five 24/26 output punches in a 357 system. However, simultaneous time output by more than ten punches will exceed the power supply capacity of the 360. Therefore, for applications such as "attendance recording," a 360 and 361 should be ordered for each group of ten output punches that may simultaneously call for time output.

<u>CONTENTS</u>	
<u>IBM 357 Data Collection System...</u>	360 Clock Read-out Control Limitation (A)
<u>IBM 1080 Data Acquisition System...</u>	Change in Maintenance Group and Per Call Classification (B)
<u>IBM System/360...</u>	1231 Optical Mark Page Reader (C)
<u>IBM 1316 and 2316 Disk Packs and 2315 Disk Cartridge</u>	... Purchase Contracts (D)
<u>IBM 1282 Optical Reader Card Punch...</u>	Farrington 7B Font Recognition (E)

IBM 1080 Data Acquisition System (B)

Change in Maintenance Group and Per Call Classification

The 1084 Sampler Reader is placed in Maintenance Group "C".
The 1081, 1082, 1083, and 1084 are changed from Per Call "1" to Per Call "2".

IBM System/360 (C)

1231 Optical Mark Page Reader

A maximum of four 1231 N1s can be attached to a System/360 Model 30, 40, 50, or 65.

Program support for operation of up to four 1231 Model N1s on-line with a System/360 is provided under BPS/360 Input/Output 1231-N1 program, 360P-10-060, currently available (see P66-566).

IBM 1316 and 2316 Disk Packs and 2315 Disk Cartridge (D)

Purchase Contracts

Additional 1316s, 2315s, and 2316s may be ordered by customer letter or purchase order referencing his original purchase agreement. Effective immediately, all purchases of 50 or more of these units will require customer signature of a new Agreement for Purchase of IBM Machines.

Attachments [4]: [1 and 2] Systems 357.1 and 1080... [3 and 4] Machines 357-358 and 1081

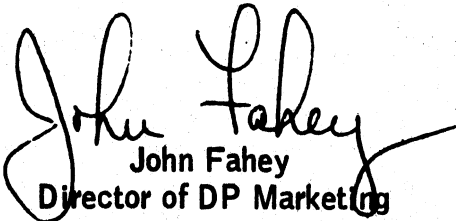
Distribution: All Areas

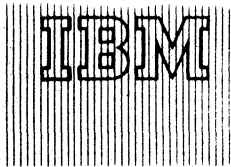
IBM 1282 Optical Reader Card Punch (E)

Farrington 7B Font Recognition

This feature has been available in one of three versions. #3950 -- without Bar Code or Alpha Blanking... #3951 -- with Alpha Blanking... #3952 -- with Bar Code Blanking. The latter two versions have been converted into a single feature providing both functions. Thus #3952 will now provide Farrington 7B Font Recognition with both Alpha Blanking and Bar Code Blanking at the same price. Amended sales manual pages will be issued.

Action Required -- this change was effective with 1282s serial no. 10075 and above. Field bills of material are being sent to update all affected installed machines. All present orders specifying #3951 or #3952 will be filled with the new #3952. No Alteration Notices are required.


John Fahey
Director of DP Marketing



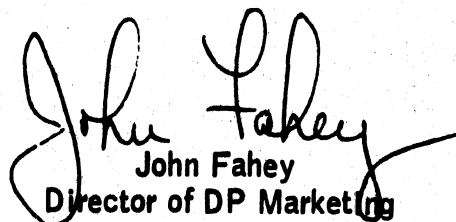
Miscellaneous Announcement

2315 Disk Cartridge

Replacement of Damaged 2315 Disk Cartridges

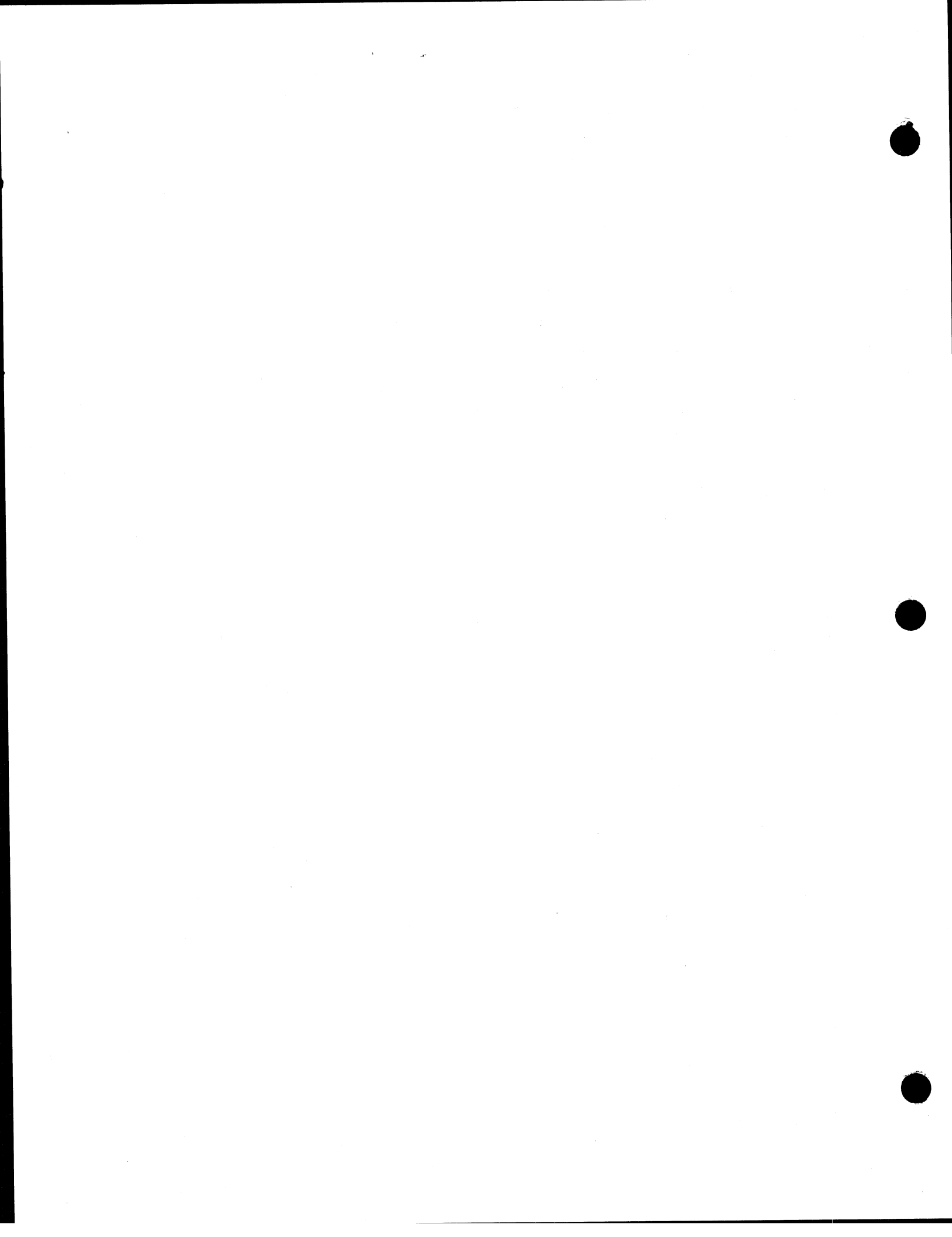
IBM will replace a 2315, without charge, if Branch Office Customer Engineering determines damage to be IBM's responsibility. A replacement cartridge should be ordered from the normal source of supply.

If damage to a 2315 is caused by circumstances deemed to be the customers responsibility, the customer must purchase a new 2315.


John Fahey
Director of DP Marketing

Attachments [2]: [1 and 2] Programming 360/44.1 and 360/44.3

Distribution: All Areas



IBM

IBM World Trade Data Processing

Letter No. 67-215
February 13, 1967

Product Announcements

IBM 1301 Disk StorageChange in Production Status

New production of the IBM 1301 Disk Storage, Models 1, 2, 11, and 12 is terminated, effective immediately.

Future orders for these machines will be accepted on an "as available" basis. Current backlog orders that specify new manufacture will be honored as presently scheduled, provided no schedule deferment is initiated by the customer. Any customer-initiated deferment of current backlog orders may subject the order to loss of its newly manufactured status.

IBM System/360 Model 20Number of Bytes Accessed In a Storage Cycle

Storage cycle access for the Model 20 is incorrectly stated in the sales manual. The main storage cycle is 3.6 microseconds. Access is to one byte. Internal data flow is half-byte. Instruction times have not changed. Sales manual pages will follow.

Internal performance is governed by varying combinations of main storage and read-only storage cycles.

RSDP's for Accounting Machines - Types 632 and 6400

Effective immediately, RSDP's for the above machines should be directed to the Special Equipment Engineering location responsible for other DP RSDP's. Prior to this, RSDP's for these machine types had been sent directly to Lexington for processing.

IBM 2311 Disk Storage DrivesModels 11 and 12

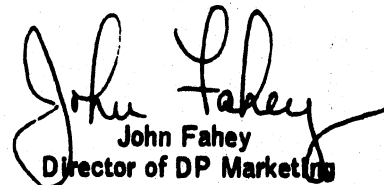
Orders for 2311 Models 11 and 12 must indicate the drive number -- #9131 for first drive, or #9132 for second drive.

Action required -- ordering locations must submit Alteration Notices immediately for all on-order 2311 Models 11 and 12, specifying the appropriate drive number code.

RSDPsRestricted Machines

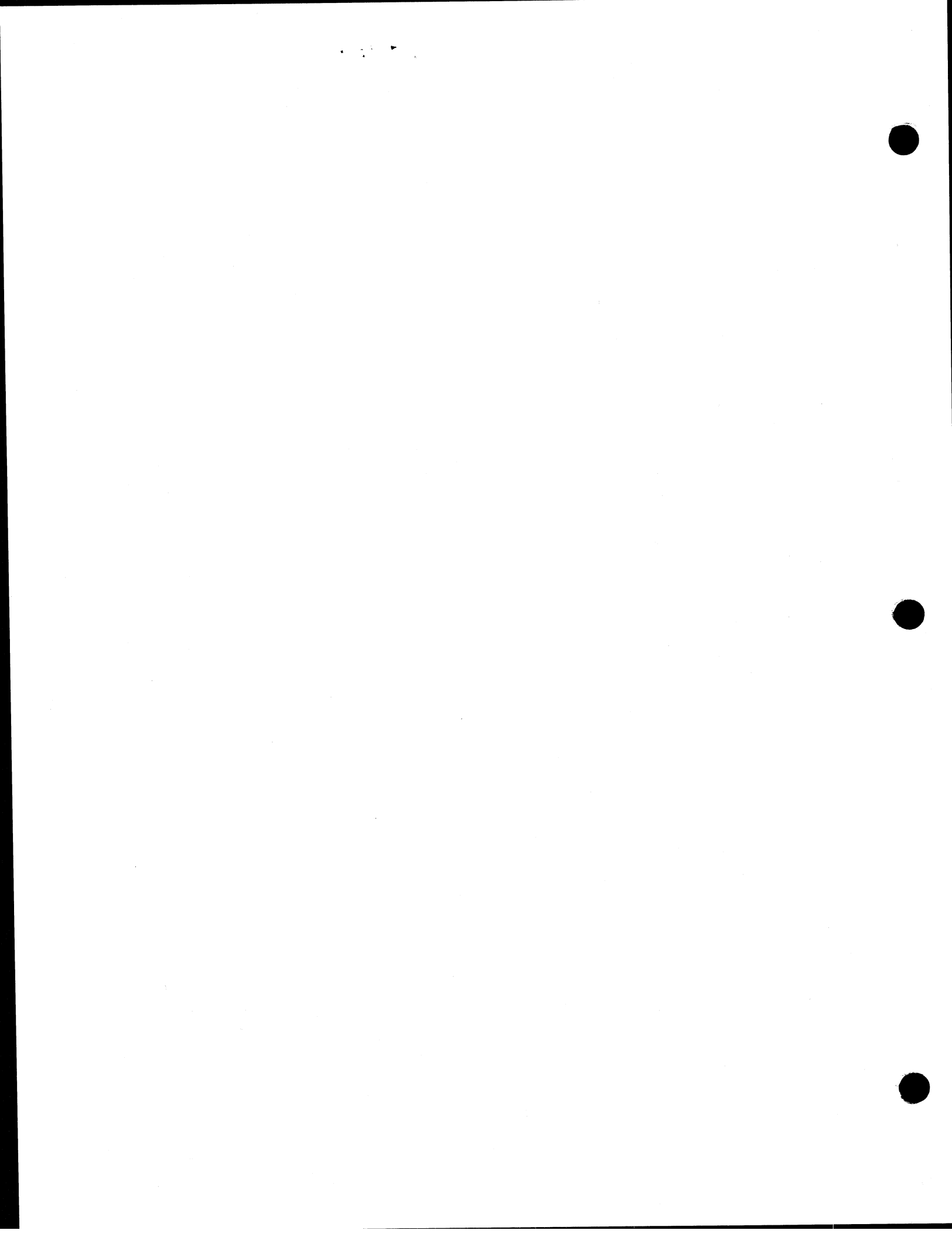
Letter No. 66-224 explained the restrictions on new RSDPs for machines on which new RSDPs would not be accepted.

Attached G.I. page 8, lists all the restricted machines in this category including the machines now being added with this letter.


John Fahey
Director of DP Marketing

Attachments [9]: [1 thru 3] General Information 7, 19 and 41... [4 and 5] Systems 360/44.1 and 360/44.3... [6 thru 8] Machines 1301-1302, 2820-2821, and 7772... [9] Type Catalog 81

Distribution: All Areas





IBM World Trade Data Processing

Letter No. 67-216
February 17, 1967

Product Announcement

IBM 2314 Direct Access Storage Facility

Sales Manual Page Revision

The method of ordering a 2314 has been completely revised and new DP Machine Orders are required for each 2314 to be ordered as well as for those already on order.

For each 2314 already on order, countries must immediately enter on the system plant of control, DP Machine Orders for one 2312 Model 1 and two 2313s Model 1.

All future customer orders for 2314s must be ordered similarly. Note that the 2312 and 2313 machine types and their associated feature codes are to be specified at "no charge" and are to be used only for IBM internal ordering and control purposes. The 2312 and 2313 machine types should never appear on any customer agreement.

If a 2844 attachment (#7949) is specified for the 2314, prerequisite features must be specified on the corresponding 2312 and 2313s.

See attached revised 2314 Sales Manual page for all details.

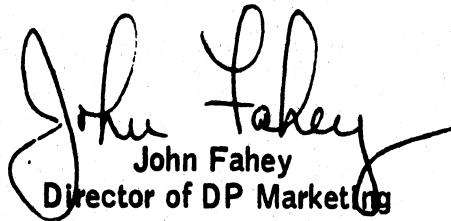
IBM 2415 Magnetic Tape Unit and Control

Sales Manual Page Revision

DP Letter 66-286 distributed a revised 2415 Sales Manual page with several new specifications requiring action for all on order machines. The following clarifies additional ordering instructions required for this change:

For each 2415 already on order, countries must immediately enter on the system plant of control, DP Machine Orders for 2416s in models and quantities as specified in the 2415 Sales Manual page.

All future customer orders for 2415s must be ordered similarly. Note that the 2416 and its associated feature codes are to be specified "no charge" and are to be used only for IBM internal ordering and control purposes. The 2416 machine type should never appear on any customer agreement.


John Fahey
Director of DP Marketing

Attachments [8]: [1] Programming 360.47... [2 thru 8] Machines 2314-2321, 2701.1, 2701.3, 2703.1, 2703.3, 2780 and 2841

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-217
March 13, 1967

Product Announcement

Purchase Contracts

Disk Packs and Cartridges

Customer orders for the purchase of 1316 and 2316 Disk Packs and 2315 Disk Cartridges require the signing of an IBM Purchase Agreement. This is consistent with the IBM procedure for purchase option orders and purchase of installed equipment. (Cancel Item D, DP Letter 67-213.)

IBM 2780 Data Transmission Terminal

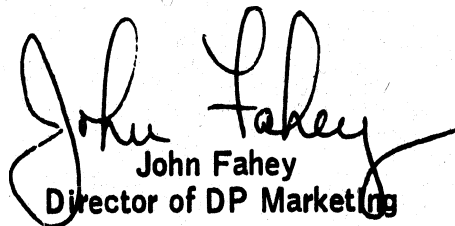
Plant of Manufacture

The 2780 Data Transmission Terminal announced in DP Letter 67-208 will be available from Italy for 50 cycle voltage requirements and Rochester for 60 cycle.

DP Orders and Movements Codes

The following DP Orders and Movements Codes are used when ordering the 2780:

<u>Machine Type</u>	<u>Product Line</u>	<u>Product Category</u>
2780	7	59, 91, 92, 93 and 95


John Fahey
Director of DP Marketing

Attachments [15]: [1 thru 3] General Information 7, 9 and 71... [4] Systems 360/20.1... [5 thru 15] Machines 1241.1, 1419.1, 2020.1, 2044, 2150-2203, 2301-2303, 2314-2321, 2401-2404, 2501-2520, 2540-2671, and 2701.3

Distribution: All Areas





[Redacted]

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Letter No. 67-218
March 15, 1967

Product Announcement

IBM 2260 Display Station

New Model

A new product, the IBM 2260 Display Station Model 2, is announced for use with the IBM 2848 Display Control Unit Models 1 and 2. The new machine, for System/360 Models 30 through 75, offers the same real-time access to computer information on a television-like screen as the 2260 Model 1, but, in addition, utilizes a new cathode ray tube with a longer life. This tube contains a phosphor which, combined with a 60-cycle per second refresh rate, produces a flicker-free, blue-white character.

As in the Model 1, the nominal character size is .20 inches high by .13 inches wide with expansion possibility of up to .23 inches high by .18 inches wide.

Field Changes for 2260 Model 1

The 2260 Model 2 replaces the 2260 Model 1 when used with the 2848 Display Control Models 1 and 2. All 2260 Model 1s currently installed on these two display control models will be field converted to 2260 Model 2s via Engineering Change #708418 D as required. All installed 2848 Models 1 and 2 must undergo field Engineering Change #709292 before attachment of the new 2260 Model 2.

Field change packages for those 2260 Model 1s currently installed on 2848 Model 1s and 2s are now available.

The 2260 Model 1 is now for use only with the 2848 Display Control Model 3.

Visual Display Model Req'd	2848 Control Unit Model	Maximum Number Attachable 2260s	Display Cap. (in characters)	System/360 Model Range
2260 Model 2	Model 1	24	240	30 thru 75
2260 Model 2	Model 2	16	480	30 thru 75
2260 Model 1	Model 3	8	960	30 thru 75

All on-order 2260 Model 1s for use with 2848 Models 1 and 2 must be converted to 2260 Model 2s. Alteration Notices changing 2260 Model 1s to Model 2s must be submitted immediately.

Rental and Purchase Prices

Rental, purchase and maintenance prices are the same for the 2260 Model 2 as those announced for the Model 1. Rental: \$31. Purchase: \$1,000.

Optional Features

All optional features previously announced for the 2260 Model 1 are now also available on the Model 2.

RSDPs

RSDPs will be accepted immediately with response time depending on complexity.

Programming Support

No change or extension to the currently announced 2260/2848 programming support is necessary.

Delivery

First customer shipments of the 2260 Model 2 will be in May 1967. Source of Supply - Kingston.

DP Orders and Movements Codes

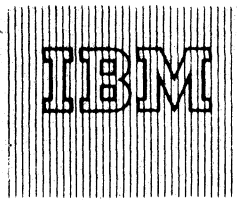
The following DP Orders and Movements Codes are used when ordering this equipment:

Machine Type	Model	Product Line	Product Category
2260	002	7	59, 60, 89, 91, 92, 93 and 95

John Fahey
John Fahey
Director of DP Marketing

Attachments [2]: Machines 2250 - 2282 and 2848
Distribution: All Areas

[Handwritten mark]



Product Announcement

World Trade Foreign Language Features for the 2848 Display Control, the
2260 Display Station and the 1053 Model 4 Printer

The following features on the 2260, 2848, and 1053 Model 4 are now available:

- French Language Feature
- German Language Feature
- United Kingdom Language Feature
- Print Elements for the 1053 Model 4 to support these language changes

French #2928, German #2929, and United Kingdom Language Feature #2927

Description: These features are optional, no-charge features which provide certain unique characters or symbols in place of certain standard 2260/2848 symbols.

Specifically:

1. The French Character Set provides the French Franc Symbol in place of the Graphic \$.
2. The German Character Set provides the German Characters Ä, Ö, and Ü in place of the Graphic #, @ and \$.
3. The United Kingdom Character Set provides the British Pound symbol in place of the Graphic \$.

In addition, all appropriate indicators, switches and labels are translated into the particular language corresponding with the character set. The matching Character Set Feature must be ordered on the 2848 if a foreign language keyboard option is selected on the 2260 or if a country-peculiar printer ball option is selected for the 1053 Model 4.

These features are available only on units with 50-cycle power.

These features are not field installable.

Alteration Notices should be submitted immediately to add this feature to all on-order units which may require it.

Availability:

First customer shipment of these features on 2848's and 2260's to the appropriate systems plant will be three months following the receipt of Alteration Notices to add this feature to units currently on order.

First customer shipment of these features on 1053 Model 4's will be dependent on initial shipments of the 50 cycle voltage options for that unit. The plant of manufacture (Raleigh) requires 5 months from the receipt of firm orders to the shipment of 50 cycle 1053 Model 4's to the appropriate systems plant.

Attachments [4]: [1 thru 3] Machines 1053, 2260 and 2848...[4] Type Catalog 3

Distribution: All Areas

Side 1 of 2

French #2998, German #2999, and United Kingdom Printing Element #2997

Description: These printing elements provide country-peculiar characters or symbols in place of certain standard 2260 graphic symbols. In addition, the Check Symbol, EOM Symbol, and Start Symbol will be represented by the graphics as used on the 2260.

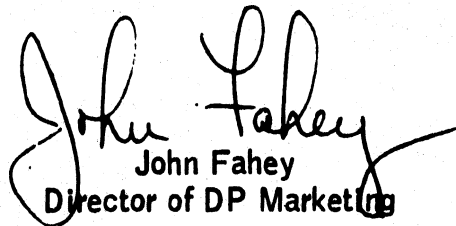
Availability:

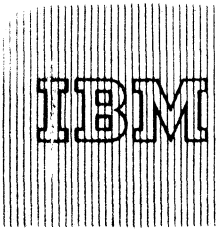
First customer shipments will be dependent on the availability of the appropriate language features as stated above.

For all of the above features there is no change or extension required to the already announced 2260/2848 programming support. None of the above features however will be supported by TSS Programming Systems.

RSDPs concerning the above features will be accepted immediately. Response time will depend on complexity.

Appropriate sales manual pages are attached.


John Fahey
Director of DP Marketing



Data Processing

Letter No. 67-219
March 21, 1967

Product Announcements

2844 Auxiliary Storage Control (Model 1)
7302 Core Storage (Model 3)

Program Testing Allowances

Program testing allowances have been established for:

2844 Auxiliary Storage Control (Model 1)	8 hours
7302 Core Storage (Model 3)	10 hours

IBM 1282 Optical Reader Card Punch

Extended Memory

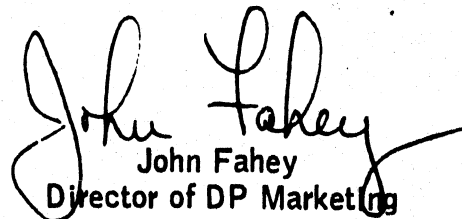
A new no-charge optional feature, Extended Memory (#9145) is available for the 1282. The new feature provides improved single-pass performance for applications which read and punch a 5-digit variable wheel amount field and an imprinted account number field. Should a rescan be necessary in such applications, a successfully read field (either of the two fields above) is stored for punching when the other field is picked on a rescan cycle.

The feature is available for plant or field installation immediately. Allow 60 days lead time for Alteration Notices and MESSs.

IBM System/360 Models 65 and 75

Systems Assurance

Effective immediately, all proposals for the System/360 Models 65 and 75 are subject to Systems Assurance review. Previously, proposals for these System/360 Models were subject to review only if they included certain features or machine units as defined in the Systems Assurance Designated List (Sales Manual, GI 1).


John Fahey
Director of DP Marketing

Attachments [6]: [1] GI 19... [2 thru 6] Machines 1031, 1033-1034, 1230, 1282 and 1311-1316

Distribution: All Areas

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IBM

IBM World Trade Data Processing

Letter No. 67-221
March 28, 1967**Miscellaneous Announcement****Field Installation Time - (FIT)**

Field Installation Time (FIT) information will no longer be provided in the sales manual.

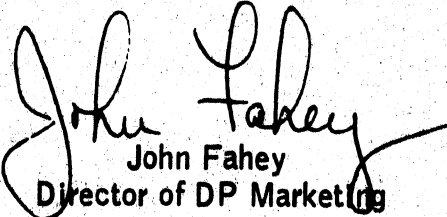
The only source for this information is now the Field Installation Time Bulletins obtainable from country Customer Engineering Management. This provides a highly accurate quotation of FIT's for a feature or device.

Consult your country CE Management, when a customer orders a feature or device for field installation, to ascertain if additional prerequisite features and/or devices are required to maintain latest engineering change (E/C) levels and to establish an estimate of the time required to make these changes.

All salesmen or SEs should consult the FIT bulletin prior to quoting times to a customer.

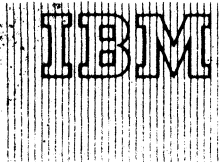
2703 Synchronous Features**Field Installation Availability**

Availability of the 2703 Synchronous Features for field installation will be 1st Quarter 1968 instead of December 1967, as stipulated in Letter 67-208.


John Fahey
Director of DP Marketing

Attachment: GI 61

Distribution: All Areas



Product Announcement

IBM 1287 Optical Reader

A technological improvement to the IBM 1287 Optical Reader now enables it to read machine-printed documents faster at no price increase to the customer.

The most significant improvement is a 22 percent overall throughput increase -- including document handling -- in the scanning of 10-character line journal rolls and adding machine tapes by the 1287 Model 2.

Generally, data created by typewriters, adding machines, cash registers, and high-speed printers can move through the machine faster with the throughput speed depending on the amount of data on the document.

Throughput for specific configurations may be calculated from formulae contained in the attached Sales Manual pages. Reading speed of handprinted and mark-read data remains the same.



IBM 1287	Type of Document	New Speed	Previous Speed
Model 2	Journal roll and adding machine tapes (10-character)	3,296 LPM*	2,290 LPM
Models 1 and 2	Typical turnaround document (3" [76.2 mm] stub, 20 char.)	750 DPM**	600 DPM
Models 1 and 2	Anystore (contains hand-printed data)	100 DPM	100 DPM

*Lines Per Minute

**Documents Per Minute

Making possible the increased reading speed is the 1287's ability to recognize stylized printed numbers by curve following only the first character in each data field. The remaining characters are read with the faster bar scanning technique. Hand-printed characters continue to be read by the curve following method. For details on this machine improvement, see Technical Newsletter #N21-0079. Advance copies have been distributed and additional copies are available from the IBM Distribution Center, Mechanicsburg.

Administrative Provisions

This change will be incorporated in all 1287s at initial shipment.

Systems Assurance

On-order 1287s will not require throughput recalculation since the Program for Evaluation of Rejects and Substitutions (PERS) will automatically provide them. All new orders, however, will require use of the new throughput formulae.

Special Features

A reproduction of the NOF type font readable by the 1287 appears on the attached 1287 machine pages along with the RSDPs required for reading NCR class 53 NOF.

Programming Support

No change is required.

Program Test Time

8 hours.

John Fahey
John Fahey
Director of DP Marketing

Attachments [6]: [1 and 2] General Information Index and 65...[3 thru 6] Machines 1282, 1287, 1419.1 and 2250-2260

Distribution: All Areas

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Letter No. 67-223
March 31, 1967

Sales Activity

IBM 632 and 6400 Systems

AM Transfer to DP Division

The assignment of AM sales representatives and products to the DP Division, effective January 1, 1967, requires changes in reporting procedures.

DP Sales Compensation Plan

Effective January 1, 1967, the former AM sales representatives were assigned New Business Marketing territories and should be compensated in accordance with the provisions of the DP Sales Compensation Plan as per the January, 1967 reprint. Any commission debit balance in the sales representative's AM commission account as of December 31, 1966 should be automatically transferred to his DP commission account on January 1, 1967, and should be recovered in the normal manner. If any adjustments to the New Business sales representative's commission account, resulting from transactions in the AM territory, are not known until 1967, they will be debited or credited to the DP commission account in the same monetary amount as they would have been to the sales representative's AM commission account. However, any quota point chargebacks during 1967 for cancellations, discontinuances, etc., of orders and equipment in former AM territories should be handled under the DP Sales Compensation Plan as though these chargebacks were regular DP orders and products (except as noted in the following section).

Orders for 6405s and 6420s qualify as requisite DP equipment and may entitle sales representatives to New Name Account bonuses if received on or after January 1, 1967. Any orders received prior to January 1, 1967, do not qualify for New Name Account quota point credit or cash bonuses. Any cancellations or discontinuances of these accounts (ordered prior to January 1, 1967) should not result in a debit of New Name Account bonus quota points or cash bonuses but will be considered debits when measuring a sales representative's New Name Account attainment against objectives.

The New Business sales representatives are covered by the 1967 Hundred Percent Club rules announced in DP Letter 66-299. In addition to the standard rules for qualification, sales representatives are required to make their assigned New Name Account personal quota in order to be eligible.

The 1967 DP NSRI quota includes AM as well as standard DP products.

Handling of Discontinuances

An exception to the DP policy which requires known future discontinuances to be debited when known will be made for 632 and 6400 series equipment during 1967. AM discontinuances may be debited to the sales representative and country record any time during 1967 but no later than 30 days prior to the date of discontinuance.

If a customer with 632 or 6400 series equipment installed or on order has previously notified IBM prior to January 1 of his planned discontinuance, or has ordered DP equipment and stated in writing at the time of the DP order that the 632 or 6400 series equipment was to be replaced, the branch office must confirm in writing to the customer any time in 1967 but no later than 30 days prior to the date of removal or replacement that the equipment is being discontinued.

Educational Allowance Program

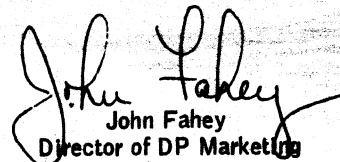
The 632 and 6400 series equipment qualify for a 10% Educational Allowance under the provisions of Punched Card Data Processing Equipment (PCDP) as outlined in DP Letter 66-270. All new orders for 632 and 6400 series equipment will qualify only under the Plan announced in this letter.

DP Machine Records

Instructions for DP reporting procedures were issued in WTC Instruction Letter 67-4.

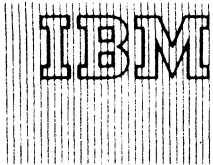
Source of Supply

The source of supply for the 632 and 6400 series equipment is Canada.


John Fahey
Director of DP Marketing

Attachments [7]: Machines 614.1, 614.3, 630-638.1 thru 630-638.5, 6405-6420 and 6422-6426

Distribution: All Areas



Product Announcement

29 Card Punch

Model Change Restriction

Changes from non-printing to printing models, or vice versa, will no longer be made in the field. A replacement machine will be required.

Outstanding MES orders will be honored. Additional MES orders will not be accepted.

This announcement has become necessary because of the extremely high cost for field conversion and the very low demand for this type of field model change.

Production Status

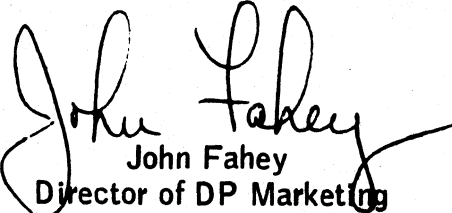
1056 Card Reader Model 2

Orders for the 1056 Card Reader Model 2 can only be accepted on an "As Available" basis. Refer to attached General Information page 9 for definition of this status.

General Information Section

DP Equipment Orders

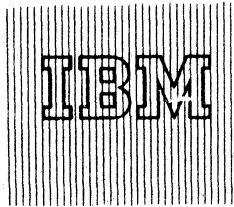
The attached General Information Page 9 defines "As Available" equipment. "As Available" orders are accepted on a conditional basis and must not be considered firm until the Area Orders and Schedules Department confirms a source of supply for this equipment.


John Fahey
Director of DP Marketing

Attachments [10]: [1 and 2] General Information Index 3 and 9 ... [3] Systems 360/20.1
... [4 thru 10] Machines 27-29, 1054-1055, 1403.1, 1444-1445,
2780, 7702-7711, 10000.1

Distribution: All Areas

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IBM World Trade Data Processing

Letter No. 67-226
April 6, 1967

Education Announcement

"Executive Seminar" Guide for System/360 Model 20

This guide contains a set of material for salesmen and systems engineers to use in preparing presentations for Model 20 customers and prospects.

Some typical situations where this material could be used are:

1. Introducing the computer to busy executives in the account.
2. Preparing key people in the account to participate in the installation program.
3. Helping the customer to conduct his own in-house orientations.
4. Introducing the Model 20 to several groups at once. The material lends itself to industry orientation.

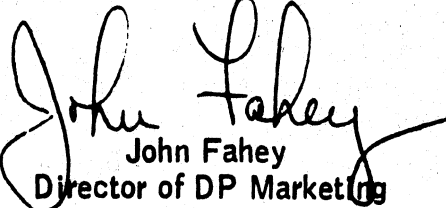
The material is organized so that the topics may be rearranged, added to, or deleted. The topics covered introduce the basic concepts of data processing, the description of Model 20 components and programming systems, and pre-installation considerations. The topics are supported by masters for overhead projector foils.

The form number of the "Executive Seminar" guide is R20-8010-1.

The brochure, "System/360 Model 20 Customer Education Program" (R20-8012-1), provides additional, effective support in selling and installing Model 20s.

Advance copies of both of the above forms have been distributed and additional copies are available from the IBM Distribution Center, Mechanicsburg.

For more information and complete material requirements as related in the Seminar Description, R20-9101-1, contact your Country Education Manager.


John Fahey
Director of DP Marketing

Distribution: All Areas

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IBM World Trade Data ProcessingLetter No. 67-228
April 13, 1967

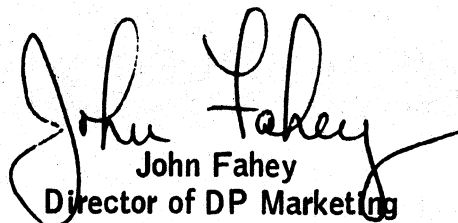
Miscellaneous Announcement

World Trade Sales ManualA New Check List

Attached is a April 1967 Check List for your IBM Sales Manual. The list contains all the pertinent information required for updating your manual. Check the manual against the list to find out if it's up-to-date.

- Pages not listed on the Check List should be removed from the manual.
- If you do not have new, updated pages, follow the instructions on page 1 of the Check List for ordering them.

All requests must be sent to your Headquarters for proper handling.

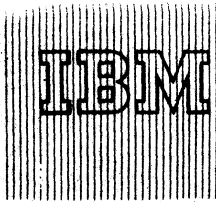

John Fahey
Director of DP Marketing

Note: DP Letter 67-227 was distributed to Japan only.

Attachments [2]: [1 and 2] Check List 1 and 3

Distribution: All Areas





Product Announcement

IBM 1130 Computing System

This announces new faster models and Input/Output to the already widely accepted 1130 System. IBM's lowest price disk oriented System is now available with

- Nine CPU models.
- Faster Memory... Two memory cycles... both a 2.2 and a 3.6 microsecond memory.
- More disk storage... up to 2½ million words on line.
- New I/O capabilities including 3 printing speeds... up to 600 lines per minute... faster card I/O.
- Flexible Network Capability with Code insensitive communications.
- Optical Mark Page Reading.

Newly available, higher performance programming support coupled with these newly announced memory options, additional disk drives, faster printing and faster I/O, now give the 1130 system a definite commercial application possibility. For the commercial prospect requiring disk capabilities who could not previously justify a System/360, this new 1130 system becomes the logical choice.

Processor: The 1130 disk systems can now be ordered in increments of 4K, 8K, 16K and 32K words of core storage. All disk systems but the 4K (Model 2A) system can be selected with either a 3.6 or 2.2 microsecond memory. Models 1A and 1B remain unchanged.

Disk Storage: Up to four additional disk drives can be added to the present 1130 disk system. This provides the customer with a maximum of 2,560,000 words of on-line disk storage capacity. All five disk drives can be operated simultaneously. Interchange disks provide virtually unlimited off-line capacity.

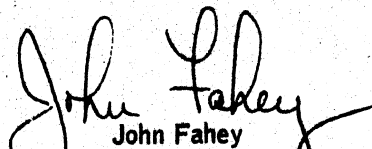
Printer: The printing capability of the system has been improved by the attachment of the IBM 1403 Model 6 (340 LPM) and the 1403 Model 7 (600 LPM) printers to the 1131. These units are buffered and can operate at rated speeds.

Card Input/Output: The 2501 Model A1 (600 CPM) and Model A2 (1,000 CPM) Card Readers can now be attached to the system. High-speed punching is obtainable through a 1442 Model 5 Punch (160 CPS). The 2501 is attached through the cycle-stealing channel to minimize processor interference and takes less CPU time at 1000 cards per minute than the previously available 300 CPM.

BSC: Binary Synchronous Communications (BSC) capability, code insensitive, is available with the previously announced Synchronous Communications capability at no price increase. A toggle switch and appropriate program enable the customer to select either capability.

1231 Reader: Direct source input is possible with the 1231 Optical Mark Page Reader where the configuration does not require a 2501 Card Reader. The 1231 reads, under computer control, up to 2000 documents per hour.

All newly announced features, with the exception of the 32K, 2.2 microsecond memory, can be field installed. See reverse side for delivery, RSDP availability, programming and publications support, sample configurations and additional highlights


John Fahey
Director of DP Marketing

Attachments [7]: [1 and 2] Systems 1130.1 and 1130.3, [3 thru 7] 1131, 1132-1134, 2301 - 2303, 2311 - 2315 and 2365.

Distribution: All Areas

Programming Support

The new 1130 Disk Monitor System will support all newly announced configurations. All 1130 card, paper tape, and printer devices will function as principal input/output devices. All new I/O devices will be available to FORTRAN and Assembler object programs. The 1231 and BSC will be available to Assembler object programs only. In addition, the new Disk Monitor System will provide for full utilization of multiple disk drives.

In many cases, no recompilation of existing customer programs will be necessary. Where necessary to accommodate slightly increased resident core requirements, recompilation will afford the user the opportunity to take full advantage of improvements in the new Disk Monitor System.

The Card/Paper Tape Programming System will not be modified to utilize the new features. For further details, see P67-31 and its attachments.

RSDPs

RSDPs will be accepted immediately on the new units and features. Processing will begin within 60 days of receipt of orders. All existing RSDPs must be resubmitted for applicability with systems containing new units and features.

Sales Compensation Plan

1130 Computing System orders will receive normal selling and installing quota point credit including applicable New Name Account Financial Renumeration Bonus and Bonus Quota Points (Schedule A) and 1500 On Schedule Quota Points (Schedule B).

The new configurations (including the Model 2B) will earn 1000 Out-of-Territory Quota Points (Schedule C).

On Schedule Quota Points (Schedule B - Page 23)

Group	Type	Identifications	On Schedule Quota Points
18	1130	1131	1500

Out-of-Territory Quota Points (Schedule C - Page 26)

Class	Group	Type	Identifications	Out-of-Territory Quota Points
A	33	1130	1131 mdl 1A, 1B, 2A	750
A	34	1130	1131 mdl 2B, 2C, 2D 3B, 3C, 3D	1000

Publications Support

- Functional Characteristics (A26-5881-3)*
- 1130 I/O Units Manual (A26-5890-2)
- Installation Manual - Physical Planning (A26-5914-3)*
- 1130 Computing System Configurator (A26-5915-1)*
- 1130 SRL Bibliography (A26-5916)
- 1130 System Summary (A26-5917-5)*
- 1130 Disk Monitor System Version 2 System Introduction (C26-3709)
- 1130 Desk Size Flip Chart (V20-6057)
- 1130 Reference Card (X26-3566-3)
- 1130 Physical Planning Template (X26-5997-1)
- 1130 Computing System Proposal Insert (221-0414-2)
- 1130 Computing System Facts Folder (520-1106-2)*
- 1130 Computing System, Computer Economy for Engineering & Industry (520-1451-2)*
- Least-Cost Feed Formulation with the 1130 Computing System (520-1526)
- 1130 Computing Power for Electric Utilities (520-1527)
- Graphic Power for Data Analysis with the 1130 Data Presentation System (520-1528)
- New Techniques for the Industrial Engineer - The 1130 Work Measurement Aids (520-1529)
- Design Tool for Today's Requirement - The 1130 Program for Optical System Design (520-1530)
- 1130 Mechanism Design System for Simplified Gear & Spring Design (520-1531)
- 1130 Computing System - Complement to Creativity (520-1673)

The above publications will be available in the near future... refer to the DP Weekly Publications Release Letter for actual availability. The asterisked publications have been distributed and additional copies are available from the IBM Distribution Center, Mechanicsburg.

Delivery

First customer shipments of feature machines will commence in December 1967 from the United Kingdom. The new Disk Monitor System will be available at that time. First MES deliveries are scheduled for March 1968.

Typical Configurations

	Rental Prices	Purchase Prices
1131 Model 2C, 1132, 1442-6, 1 Additional Disk Drive Processor	\$1,580	\$66,270
1132 Attach	15	675
1132 Printer	290	11,700
1133 Mult. Enc.	42	1,890
Channel Mult	175	7,875
Storage Access Channel	26	1,125
2310 B1	280	12,600
File Control 1	47	2,115
1442-6 Attach	37	1,575
1442-6 RDR/Punch	265	14,575
	<u>2,757</u>	<u>120,400</u>
1131 Model 2C, 1403-6, 2401 A1, 1442-5, 2 Additional Drives Processor	\$1,580	\$66,270
Storage Access Channel	26	1,125
1133 Mult. Enc.	42	1,890
Channel Mult.	175	7,875
2310 B2	455	20,475
File Control 1	47	2,115
File Control 2	42	1,890
1403 Model 6 Attach	450	20,250
1403 Model 6	400	29,000
2501 Attach	88	3,960
2501 A1	205	11,700
1442-5 Attach	37	1,575
1442-5	255	12,750
1442/1130 Couple	5	225
2501/1130 Couple	5	150
	<u>3,812</u>	<u>181,250</u>

SAC 1, Multiplex Enclosure and Channel Multiplexer are required to attach either or additional disk files and 1403 Printer.



IBM World Trade Data Processing

Letter No. 67-230
April 24, 1967

Product Announcement

IBM 1219, 1241, 1412, and 1419

Kickstrips

Kickstrips, #9431, are now available for plant or field installation as an optional, no charge, "Specify" item on the IBM 1219, 1241, 1412, and 1419. They will be shipped only if ordered.

When kickstrips are installed, the open area underneath the machine is enclosed. This reduces the amount of "toe-room" for the operator and may be inconvenient to the customer if the power outlet is located under the machine.

An Alteration Notice should be submitted for on-order machines where customers desire the kickstrips.

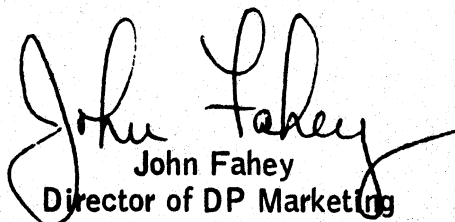
The 1219, 1241, 1412, and 1419 "Machines" sales manual pages will be updated to include this new "Specify" item.

IBM 2302 Disk Storage and 2841 Storage Control

Sales Manual Changes

The following items apply to the 2302 Disk Storage and/or the 2841 Storage Control:

- The number of 2302 Model 3s which can be attached to a 2841 is limited to four.
- The total number of 2302s that can be attached to a 2841 equipped with Additional Storage (#1024) is also limited to four.
- The stated capacities of the 2302 Models 3 and 4 are revised to allow for the 368 spare tracks per module being implemented by programming in OS. The previous capacity was stated on the basis of 500 spare tracks per module. This results in an additional 650,000 bytes per module available for customer use.


John Fahey
Director of DP Marketing

Attachments [8]: Machines 444.1, 557.1, 1219, 1241, 1282, 1412, 1419 and 2841

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-231
April 25, 1967

Product Announcement

IBM 1051 Control Unit

New "No Charge" Specify Feature

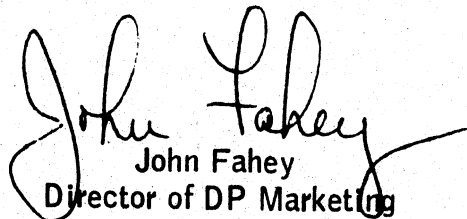
Group and Broadcast Application (#9190) for 1051 Model 1 or 2 permits a 1051 customer to obtain more satisfactory operation in this application by allowing the following:

1. Use of IBM Line Adapters (#4647, 4691, 4692, 4693, 4694) and the Data Set Attachment (#9120) for Leased Common Carrier Type 1006 Private Line Service in a system without potential loss of text data and/or non-answering terminals copying the EOB/LRC answer.
2. Line Correction Feature (#4795) operational at the answering terminal and inhibited at non-answering terminals. (This feature will perform its normal function upon resumption of individual station addressing.)
3. Different 1050 I/O component intermixes. (Eliminates the problem of non-answering terminals getting out of synchronization.)
4. Installation of Vertical Forms Control Feature (#8715) on answering or non-answering terminals. (They cannot be used for Group and Broadcast Application, but can be used for other applications.)

Customer shipments will begin in July 1967. Alteration Notices require 120 days lead time for on-order equipment. MESs require 30 days lead time after start of first customer shipment.

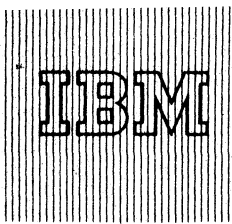
RSDPs will be accepted and scheduled in accordance with the degree of complexity and feasibility.

Availability of a TNL providing detailed coverage will be announced in the Weekly Publication Release Letter.


John Fahey
Director of DP Marketing

Attachments [8]: [1] Systems 1050.1 ... [2 thru 7] Machines 1051.1 thru 1051.5
2020.1, 2701.3 and 10000.5 ... [8] Accessories 13

Distribution: All Areas



Letter No. 67-232
April 25, 1967

Product Announcement

Enlarged Dash Character

IBM 2203 Printer

The 2203 Printer (Model A1) can now be equipped with an enlarged dash (Type Character Number 830704) which replaces the standard dash and allows printing on data sheets for subsequent reading by a 1230, 1231, or 1232 Optical Mark Reader. This substitution will be made at no charge when plant installed in standard type bars.

Data can also be recorded on data sheets with ordinary number 2 pencils or equivalent. Mark printing on a 2203 is restricted to 52 and 63 character type bars. A word on a 1230, 1231, or 1232 data sheet has 10 response positions. No more than 3 response positions per word may be mark printed by the 2203.

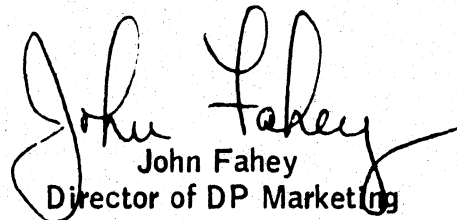
First customer shipment will be available 120 days following receipt of first customer order.

For plant installation -- submit Alteration Notices specifying #9140 at no charge for enlarged dash. Also, specify feature numbers of type bar and type size.

For field installation -- order replacement segments (#6404) on MES and attach type specification sheet indicating substitution of Character Number 830704 for the standard dash.

IBM 1443 Printer

The character number for the enlarged dash on the 1443 Printer Models 1, 2 and N1 should be 830704 not 732464.


John Fahey
Director of DP Marketing

Attachments [8]: [1] General Information 41... [2 thru 6] Machines 1230, 1232, 2150-2203, 6405-6420 and 6422-6426... [7 and 8] Type Catalog 3 and 81

Distribution: All Areas



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Letter No. 67-233
May 8, 1967**Product Announcement****IBM System/360 Model 30****New Storage Size**

To meet expanding requirements of its System/360 Model 30 customers, IBM is introducing a new intermediate storage size. This new model, designated the Model 30 DC, has 24, 576 storage positions and offers many significant advantages to customers and prospects.

The rental of the Model 30 DC processor is \$2,545. A typical 16K tape/file configuration, renting for \$8,500, can achieve a 50 percent increase in core capacity with only a six percent increase in total system cost.

Marketing Highlights

The new Model 30 DC offers the following advantages:

- All-language Availability -- Employs all System/360 languages, including COBOL, FORTRAN, PL/I and RPG, that are supported under Basic Operating System (BOS/360), Disk Operating System (DOS/360), and Tape Operating System (TOS/360). (COBOL previously required 32K).
- Multiprogramming -- Offers operation in a multiprogramming mode with a maximum of 6K available for foreground operation.
- BTAM Support -- Can support Basic Telecommunications Access Method in a dedicated mode.
- Larger Compilations -- Offers a better capability for the smaller core size user to compile larger programs during each compilation.
- Increased Efficiency -- Can more efficiently execute larger programs through a reduction in the number of overlays otherwise required in many cases when using a smaller core size.
- Improved Sorting Times -- Utilizes BPS, BOS, TOS and DOS to take advantage of the new model's extra memory. In many cases, this will reduce the number of passes required for sorting jobs.

Increased Sales Potential

The 2030 Processing Unit Model DC, along with its associated Models C, D, E, and F, offers customers a broader choice of configuration options. The Model 30 can now be more precisely tailored to meet individual customer requirements.

Delivery and Source of Supply

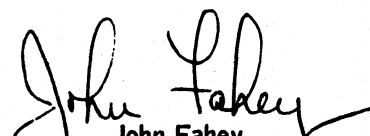
Plant shipments of Model 30 DC will begin in February 1968, from Germany.

Conversion

On-order systems, starting with those shipments scheduled after February 1968, may be converted to 24K without a delay in shipment, provided the new conversion order is submitted 120 days prior to the scheduled shipment date.

On-order customers scheduled to install this year, but who wish to upgrade to 24K, will want initially to install the smaller size on schedule and then field convert. MES forms to effect this conversion are required.

See reverse side for additional highlights, sales compensation plan, and prices.



John Fahey
Director of DP Marketing

Attachments [5]: [1 and 3] Systems 360.1, 360.3 and 360.11... [4 and 5] Machines 2030 [1] and 2030 [3]

Distribution: All Areas

Additional Highlights

Significant IBM programming products that will take advantage of the new Model DC are:

System/360 Basic Programming Support

Assembler, RPG, Tape Basic FORTRAN IV, Sort

Basic Operating System/360

Assembler, RPG Sort

Tape Operating System/360

Assembler, RPG, Basic FORTRAN IV, PL/I, COBOL, Sort

Disk Operating System/360

Assembler, RPG, Basic FORTRAN IV, PL/I, COBOL, Sort

Publications Support

Refer to SRL IBM System/360 Bibliography, Form A22-6822-8, to identify the appropriate SRL publications that can be used to plan the efficient implementation of this new memory size. In particular, the appropriate Language Programmers Guides are recommended.

For computing sort times, the appropriate IBM 1401/1460 timing program should be employed. These are contained in the following SRL publications which can be ordered from the IBM Distribution Center, Mechanicsburg. Advance copies have been shipped.

1401/1460 Timing Program for IBM System/360 Basic Programming Support Sort/Merge Program (C24-3345).

1401/1460 Timing Program for IBM System/360 BOS Sort/Merge Program (C24-3377).

1401/1460 Timing Program for IBM System/360 TOS Sort/Merge Program (C24-3439).

1401/1460 Timing Program for IBM System/360 DOS Sort/Merge Program (C24-3445).

General Information

All characteristics of Model 30 DC are the same as previously announced models except for storage size. The System/360 Model 30 sizes are:

<u>Models</u>	<u>Positions of Storage</u>
30C	8,192
30D	16,384
30DC	24,576
30E	32,768
30F	65,536

Model 30 DC has 96 multiplexer subchannels.

Sales Compensation Plan

Normal DP Sales Compensation Plan provisions apply to orders for the new 24K memory size.

Prices

<u>Model</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>
30DC	\$2,545	\$116,160	\$110



Product Announcement

Withdrawal of Certain Machine Types and Models from the Product Line

Effective immediately, the following models and types of Unit Record equipment are withdrawn from the product line. Orders will no longer be accepted for them.

<u>Withdrawn Type and Model</u>	<u>Alternative Equipment</u>
IBM 28 Model 1	IBM 27 Model 1
IBM 46 Model 2	IBM 46 Model 1
IBM 47 Model 2	IBM 47 Model 1
IBM 524 Model 1	*
IBM 526 Model 2	IBM 526 Model 1
IBM 824-826 Model 1	IBM 824-826 Model 2
IBM 824-826 Model 3	IBM 824-826 Model 6
IBM 824-826 Model 4	IBM 824-826 Model 6
IBM 824-826 Model 5	IBM 824-826 Model 6
IBM 865 Model 1	IBM 866 Model 5 or 6
IBM 963 Model 1	*
IBM 966 Model 1	*

Orders now in the backlog for the 28 Model 1, 524 Model 1, 824 Models 1, 3, 4, and 5 will be filled on an "as available" basis (see General Information page 9 for definition).

Orders now in the backlog for the 46 Model 2, 47 Model 2, 526 Model 2, 826 Models 1, 3, 4, and 5, 865 Model 1, 963 Model 1 and 966 Model 1 scheduled for delivery prior to April 1, 1968 will be filled on their currently assigned schedules. Orders in the backlog scheduled for delivery after April 1, 1968, must be rescheduled to an earlier date or cancelled.

Orders for field installable special features will continue to be accepted, but orders for plant only features will not be accepted. Mechanical replacement orders will be accepted only for an alternative unit in the product line. Orders for the following field model changes will be accepted: 526 Model 2 to 526 Model 1, 824/826 Model 1 to 824/826 Model 2 only and 824/826 Models 3, 4, and 5 to 824/826 Model 6 only.

Program tape punching service will continue to be handled by the local Branch Office and accessories (pin feed platens, plastic program tapes, etc.) will continue to be available for installed equipment.

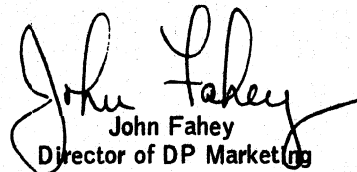
* Insufficient requirements to retain in product line.

IBM 7772 Audio Response Unit

Withdrawal of Male Vocabulary

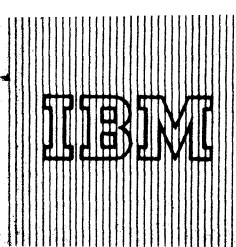
The male vocabulary (#9559) for American English for the 7772 Audio Response Unit is being withdrawn. The attached 7772 sales manual page reflects this change. The female vocabulary in American English continues to be available. This withdrawal does not affect other languages.

Customers with current 7772 orders specifying male vocabulary must be notified immediately that the male vocabulary option will not be available. Alteration Notices are not required.


John Fahey
Director of DP Marketing

Attachments [4]: [1 and 2] General Information 27 and 71 ... [3 and 4] Machines 2848 and 7772

Distribution: All Areas



Product Announcement

IBM 1419 Magnetic Character Reader

New developments in programming and hardware substantially enhance the performance characteristics of the IBM 1419 Magnetic Character Reader. They are:

- . Availability of Disk Operating System (DOS/360) to support the 1419 in a multiprogramming and Tele-processing environment. (See P67-32).
- . Availability of the new Dual Address Adapter (#7730) which enables multiple 1419s (models 1 and 31 only) to operate under DOS/360 on the System/360 Model 30, 40, 50 or 65.

Now a 1419 user can process checks from multiple readers and, at the same time, make inquiries into central storage.

With Dual Address Adapter, the available stacker select times, based on the last field selected for reading, are improved to provide more time for processing the stacker select function, making multiple 1419 installations practical.

<u>Field*</u>		<u>New</u>	<u>Old</u>
account number	=	27ms	9.5ms
transit number	=	21ms	9.5ms
serial number	=	15ms	9.5ms

* Field placement on the document must be within the Cheque Standards and Specifications of the American Bankers Association, Canadian Bankers Association, Australian Banks' Automation Committee or the London Clearing Bankers Committee in order for the above times to be valid.

These improvements are possible because of two distinct control units located in the 1419. Each has a separate address, its own set of executable commands, status and sense indicators.

The Primary Control Unit (PCU) is the data transfer control unit. The PCU is capable of executing read, engage and disengage commands.

The Secondary Control Unit (SCU) is used for stacker selection and other control functions such as batch numbering advance and pocket light control. This control unit can execute its command set while documents are being read in the PCU.

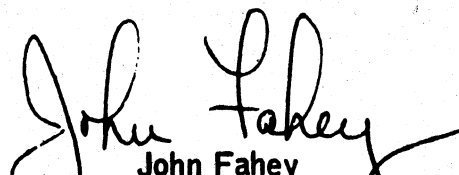
Conversion

The feature can be plant or field installed on rental or purchase machines.

Prices

Feature #7730 will rent for \$270 with a purchase price of \$13,100 and a minimum monthly maintenance of \$8.50.

See the reverse side for additional details.


John Fahey
 Director of DP Marketing

Attachments: Machines 1419.1
 Distribution: All Areas

Delivery

Initial plant shipments and field installations for use with a System/360 will begin:

November 15, 1967 for Model 30

December 1967 for Model 40 and 50

April 1968 for Model 65

RSDPs

RSDPs will be processed immediately with response time depending on complexity. All existing RSDPs should be checked for compatibility with the Area Special Equipment Engineering Department. Contact area representatives for RSDPs allowing use of the 1419 interchangeably with System/360 or the 1400 series system.

On-Order 1419s

An Alteration Notice, specifying #7730, must be submitted by the branch office 120 days prior to shipment for each 1419 on order desiring this feature.

Installed 1419s

An MES, specifying #7730, must be submitted to obtain this feature on installed 1419s. For field installing this feature, the 1419 must have EC 131196 or above.

Programming Support

The feature will be supported under DOS/360.

See P67-32 for complete timings including stacker selection considerations.

Sales Compensation Plan

Normal sales compensation plan provisions apply.

Restrictions

A 1419 (model 1 or 31 only) equipped with this feature is attachable to the multiplexer channel only.

The Dual Address Adapter (#7730) cannot be installed with Adapter (#7720 or #9710).

Direct Control (#3274) or External Interrupt (#3895) is required on the processing unit for operation of this feature on the 1419.

The maximum number of 1419s that may be effectively operated is application and configuration dependent.

The Dual Address Adapter (#7730) is not available for Model 32.

Publications Support

The form number and availability of a Technical Newsletter will be announced in a forthcoming Publications Release Letter.



Product Announcement

IBM 1800 Data Acquisition and Control System

Improved Performance with New Disk Storage Unit

A new 2310, the Model C, offers a sevenfold improvement in average access performance over the presently announced Model 2310A.

	<u>2310A</u>	<u>2310C</u>
Maximum Access	1520ms	95ms
Average Access	520ms	70ms
Minimum Access	35ms	35ms

For an increase of 10% in the average system rental price, throughput improvements of up to 100% can be expected in some installations. Individual configurations and jobs should be analyzed to see what this new performance means in throughput to your customer.

The 2310 Models C1, C2, and C3 have one, two, or three drives, respectively, all using the 2315 Disk Cartridge compatible with a 2315 used on a 2310A. Rotational period, data rate, and data format remain the same. Intermixing of Model 2310A drives with 2310C drives on the same 1800 system cannot be provided.

Recap of 2310C Highlights

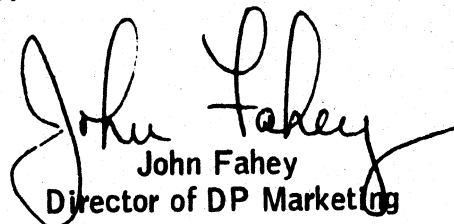
When telling customers and prospects about the performance improvement, don't overlook these outstanding 2310 selling advantages:

- . Capacity of 512,000; 1,024,000; or 1,536,000 words.
- . High speed reading/writing rate of 36,000 words per second.
- . Interchangeable 2315 Disk Cartridge.
- . Each drive can operate independently of the others.
- . Data channel attachment for overlapped I/O operation.

Prices

	<u>Model</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>
2310	C1	\$ 700	\$28,000	\$ 57
2310	C2	1,050	42,000	90
2310	C3	1,400	56,000	127

See the reverse side for additional details.


John Fahey
Director of DP Marketing

Attachments [2]: [1] Systems 1800.1... [2] Machine 2301-2303

Distribution: All Areas

Field Changes

Installed 2310A units cannot be field converted to a 2310C.

RSDPs

RSDPs will be accepted immediately with response time depending on complexity. RSDPs submitted for On Order 2310A must be resubmitted if the 2310A order is changed to a 2310C.

RSDPs for field conversion of a 2310A to a 2310C cannot be accepted.

Educational Allowance

All models of the 2310 are eligible for the standard 20% Educational Allowance.

Programming Support

The 2310C will be supported under 1800 Card/Paper Tape Programming Systems and the 1800 Time Sharing Executive. See P67-44.

Delivery

First Customer Shipments are planned for January 1968. Schedule dates for orders received will be assigned by the World Trade Control and Data Acquisition Technical Support Center at San Jose on a sequential basis. No commitments to customers are to be made until such dates are confirmed by this group and received in the Branch Office.

Source of Supply

San Jose.

Publications

A Technical Newsletter to "IBM 1800 Data Acquisition and Control System Data Processing Input/Output Units" (A26-5969) and a Technical Newsletter to modify "IBM 1800 Time Sharing Executive System Specifications" (C26-5990) are available. Advance copies have been shipped and additional copies can be ordered from the IBM Distribution Center, Mechanicsburg. Other SRL Manuals which require modifications will be revised and available prior to first customer shipment. Actual availability dates can be determined from the weekly DP Publications Release Letters.

MMMC Revision

New maintenance prices are effective immediately for the following IBM 2310 Disk Storage models used with 1800 systems:

<u>Model</u>	<u>New MMMC</u>	<u>Previous MMMC</u>
A1	\$ 52.00	\$22.00
A2	78.00	40.00
A3	110.00	58.00

Installed and on-order customers, whose maintenance agreements cover these models, must be immediately informed, in writing, that the new prices become effective for them September 1, 1967.

All outstanding proposals which are affected by this announcement must be updated.

Sales Activity

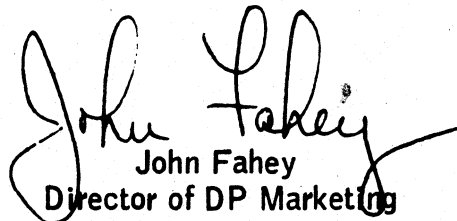
Systems Assurance Program

The scope of the Systems Assurance Program has been enlarged to include a pre-installation review activity for a selected subset of the systems on the Designated List. In addition to the pre-proposal review requirements for Designated List systems, the following configurations will also require pre-installation reviews:

- All IBM System/360 Models 65, 67, and 75.
- Systems requiring high availability and/or real-time response.
- Tele-processing systems with 25 or more terminals.
- Physically connected multiple CPU systems.

The Country Systems Engineering manager will be responsible for specifying the systems which come under the pre-installation review program, for monitoring the installation progress of these systems and arranging for Assurance reviews at a critical checkpoint in the installation cycle. Generally this checkpoint will be one month prior to entry into the manufacturing frozen zone, unless the situation dictates differently.

The objective of the pre-installation review will be to make a judgment, on the basis of current-date customer requirement and on systems performance, as to whether the on-order system can be installed on time, is correctly specified, and will perform to customer expectations. The result of each review will be an evaluation report and a set of recommendations, as necessary, directed to the branch manager. The branch manager will be requested to confirm that he either concurs with the recommendations or will implement an agreed-upon alternate program to ensure successful installation.


John Fahey
Director of DP Marketing

Distribution: All Areas

Ju



Product Announcements

IBM System/360 Model 67

Programming pages attached to P67-13 and the attached Sales Manual pages represent the current marketing and technical information of the IBM System/360 Model 67. In addition to the Model 67 restrictions referred to in DP Letter 67-209, the feature withdrawals, feature changes and revised prices, as indicated below, should be noted in the new Sales Manual pages to assure proper ordering of system components. Those branch offices having the features referenced below on order for the 2067 Models 1 and 2 and 2167 must modify their orders as indicated.

Extended Direct Control

On the 2067 Model 2, Direct Control (#3274) was previously listed in the Sales Manual as a prerequisite for Partitioning Logic and Extended Direct Control (#5494). Actually, #5494 was only indirectly concerned with partitioning. Therefore, #5494 is withdrawn and replaced by Extended Direct Control (#3800). This new feature (#3800) functionally replaces both #3274 and #5494 on a 2067 Model 2 and is available only on a 2067 Model 2.

Feature #3800 will rent for \$370, sell for \$14,100, and have a minimum monthly maintenance charge of \$4. These prices equal the sum of the prices for features #3274 and #5494 and therefore do not represent a price increase.

Accounts having 2067 Model 2s on order with features #3274 and #5494 must modify their orders deleting features #3274 and #5494 and substituting #3800.

Direct Control (#3274) is still available, but only on the 2067 Model 1.

2167 Configuration Unit

Previous announcement material indicated that Partitioning Sensing (#5496, #5497, #5498, #5499) is priced as a combination of features on the 2167, based on the number of 2067 Processing Unit Model 2s in the system. Actually, Partitioning Sensing design is based on the combination of processors, processor storages and input/output control units in the system.

Accordingly, features #5496, #5497, #5498, and #5499 are withdrawn. Partitioning Sensing appropriate to the control capabilities of the 2167 will be included as a standard feature of each 2167.

The monthly rent for Partitioning Sensing is now included in the 2167. The attached Sales Manual pages should be consulted for repricing this standard capability. All 2167s include Partitioning Sensing for two CPUs. Therefore, those accounts with a 2167 on order with Partitioning Sensing for only one CPU should note that there will be an increased monthly rental of \$26.

In addition, the 2167 Model 4 now will support up to 32 input/output control units which represents an increase of 16 units.

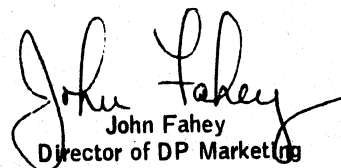
Each account must modify existing 2167 orders deleting features #5496, #5497, #5498, #5499, and ordering the appropriate Model 2167 for their customer.

Additional Requirement

Since the IBM 2250 is no longer supported as an operator's console, each CPU must be ordered with a minimum of one 1052 Printer-KeyBoard Model 7.

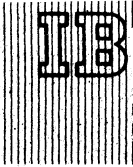
Action Required

Branch Offices must advise all on-order customers that the above revisions have taken place along with price changes. DPMOs and Alteration Notices must be submitted as indicated.


John Fahey
Director of DP Marketing

Attachments [11]: [1 thru 3] Systems 360/67.1, 360/67.3, 360/67.5... [4 thru 11] Machines 2065, 2067, 2150 - 2203, 2365, 2820 - 2821, 2840 - 2841, 2848, 2870

Distribution: All Areas



Product Announce

Production Status

402/403 Alphabetic and Computing Accounting Machines

Effective immediately, all orders for the 402/403 Alphabetic and Computing Accounting Machines can be accepted only on an "As Available" basis.

Refer to General Information page 9 for the definition of "As Available" status.

IBM 1080 Data Acquisition System

Reduced Maximum Configuration

Configuration changes have been made to the 1080 Data Acquisition System. They are:

1. The maximum number of 1084 Sampler Readers is reduced from 10 to 8.
2. The maximum number of Analog Storage Modules (#1196) in the system is reduced from 22 to 16.
3. The maximum number of multiplexing addresses is reduced from 100 to 96.
4. Expanded Capability (#3816) and the third Analog Storage Expander (#1195) are eliminated.

Please review all customer orders to ensure that they are not affected by these maximum limitations. Also, review outstanding proposals to ensure that these maximums are not exceeded. Where applicable, customers should be notified.

IBM 1403 Printer Model N1

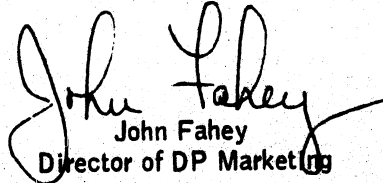
Stacking Improvement Device

A Stacking Improvement Device has been included as standard on all 1403 Model N1s, 2020s with feature #4448 (1403 Model N1 attachment) and 2821 Models 1, 2, 3, and 5 with feature #3615 (1100 LPM Printer Adapter) shipped after June 1967. Other 1403 Model N1 customers may order the Stacking Improvement Device for field installation on a no-charge basis. For 1403 Model N1s shipped before June 1967, order Engineering Change #127484, as required. The companion changes for 2020s with feature #4448 or 2821 Models 1, 2, 3, and 5 with feature #3615 are prerequisites and need not be ordered.

This device limits stacking problems that may occur on the 1403 Model N1 under certain unique conditions of operation. (See TNL N24-0398 to SRL A24-3073-4 for full details. Advance copies of this TNL have been shipped and additional copies are available from the IBM Distribution Center, Mechanicsburg.)

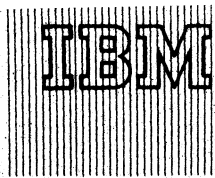
The Stacking Improvement Device governs the long term average paper velocity. To facilitate stacking, the speed of the stacker rollers has been reduced by 40%. In certain skipping conditions, the stacker cannot keep up with the forms. During portions of these situations, the form is no longer skipped at high speed. However, skipping is continuous. Due to the possibility of some lines being skipped at low speed, which would have been skipped at high speed without this device, there is a potential decrease in throughput for certain unique applications. All customers who will receive this device automatically, or elect to order it, must be advised of the possible impact on throughput.

*Speed
Control
25/7*


John Fahey
Director of DP Marketing

Attachments [4]: [1] Systems 1080 ... [2 thru 4] Machines 402/403 [1], 1081 and 1403 [1].

Distribution: All Areas



BINARY SYNCHRONOUS COMMUNICATIONS

Binary Synchronous Communications (BSC) capability has been expanded to include additional product and programming systems support in the family of BSC products previously announced this year. Our customers and prospects are now provided the outstanding advantages of Binary Synchronous Communications supported by the following product and programming systems: IBM 2701 Data Adapter Unit and IBM 2703 Transmission Control Unit; IBM 2780 Data Transmission Terminal; IBM 1130 Computing System and System/360 Model 20; and DOS/BTAM, OS/BTAM, BPS/360, BOS/360, 1130 subroutine library, and CIOCS (2020).

Highlights
New Binary Synchronous Communications capability for System/360 Model 20... availability change for Model 20 STR Communications Adapter... production status change for 2701 Data Adapter Unit features... price revision for features on the 2701 Data Adapter Unit.

IBM SYSTEM/360 MODEL 20

NEW COMMUNICATIONS CAPABILITY

BSC capability has been added to the System/360 Model 20 via a new Communications Adapter. The new Binary Synchronous Communications Adapter (#2074) and its associated features for the 2020 Processing Unit Model B2, C2, BC2, or D2 is compatible with the BSC capabilities recently announced for the IBM 2701 and 2703. The BSCA increases the power of the Model 20 as a remote processor. The Model 20 BSCA can communicate with a similarly equipped Model 20 on a point-to-point non-switched communications line and with larger models of System/360 equipped with a 2701 or 2703 on a point-to-point (non-switched) communications network.

With the BSCA, the Model 20 can communicate with one of two basic line transmission codes -- EBCDIC or ASCII. In addition, the Model 20 can communicate in Full Transparent Text Mode providing the ability to transmit the full 256-character set of EBCDIC for maximum efficiency in transmitting packed decimal, machine language programs, and other binary data.

EXCLUSIONS

The BSCA is mutually exclusive with the existing Communications Adapter (#2073) and with the Universal Character Set (#8673). If a system requires both the BSCA capability and the Universal Character Set feature, an RPQ must be submitted for the Universal Character Set feature.

DELIVERY SCHEDULE

First customer shipment of the Model 20 BSCA will be October 1968.

FIELD INSTALLATION AVAILABILITY

The Model 20 BSCA will be available for field installation in December 1968.

This feature is subject to Systems Assurance.

See the reverse side of this letter for new BSC features and prices.

MODEL 20 STR COMMUNICATIONS ADAPTER

AVAILABILITY CHANGE

The Model 20 STR Communications Adapter (#2073) will be placed on an "as available" basis for scheduling purposes on September 15, 1967.

Orders currently in the backlog, as well as all new orders received at the plant before September 16, 1967 will be honored. Any orders for field or plant installation of #2073 received after September 16, 1967 will be filled on an "As Available" basis.

IBM 2701 DATA ADAPTER UNIT

PRICE REVISION

Effective October 1, 1967, the rental, purchase and maintenance prices for the Synchronous Data Adapter Type I (#7695 and #7696) on the 2701 are revised as follows:

	From	To
MAC	\$ 210	\$ 335
Purchase	9,450	15,075
MMMC	17	19

Existing rental and maintenance customers are to be given appropriate written notice of change prior to July 1, 1967. For existing purchase customers whose 2701 SDA Type I orders are within the price protection period of an IBM purchase agreement, their price will be at that established by the agreement. All new customers' orders must be accepted according to revised prices. As provided in the DP Sales Compensation Plan, paragraph D.3, no quota points will be credited for this price change.

PRODUCTION STATUS CHANGE

SDA Type I Features

Effective immediately, production status of the SDA Type I (#7695 and #7696) for the IBM 2701 Data Adapter Unit is changed to "as available."

Orders in the backlog will be honored on a committed manufacturing scheduled basis. Customer initiated deferrals of orders for 2701 which include this feature will subject the 2701 order to an "as available" basis.

PUBLICATIONS SUPPORT

A variety of publications support materials are available to aid in relating BSC to customers as follows: Binary Synchronous Communications General Information Manual (A27-3004)... IBM 2701 Technical Newsletter (N27-3011)... IBM 2703 Technical Newsletter (N27-3012)... System/360 Model 20 BSC Adapter Technical Newsletter (N26-0174)... Disk Operating System - Basic Telecommunications Access Method (C30-5001)... IBM 2780 Data Transmission Terminal (A27-3005)... IBM 1130 Computing System - SRL (A26-5881)... IBM 1130 Input/Output Units - SRL (A26-5890). Advance copies have been shipped and additional copies can be ordered from the IBM Distribution Center, Mechanicsburg. Sales Promotion Brochure - BSC (520-1519) will be available. Availability date can be determined from the weekly DP Publications Release Letter.

John Fahey
John Fahey
Director of DP Marketing



Letter No. 67-247
June 21, 1967

Product Announcement

IBM System/360 Isolation Feature

Channel, Control Unit Devices Available

On occasion, it may be necessary to turn off power in one or more System/360 control units while leaving power on in the rest of the system. Maintenance work performed at this time may cause malfunctions due to spurious noises in the system.

To eliminate this condition, a new feature is available at no charge to the customer for all System/360 multiplexer and selector channels on Model 30 and up. Specifically, the Isolation feature is designed to eliminate the undesired logic signals during power off-on cycling, enabling the customer engineer to perform maintenance work on this "isolated" section without disturbing the rest of the system.

Action Required - Control Units

Beginning December 29, 1967 for System/360 Models 44, 65, 67, 75 and 91 and January 28, 1968 for Models 30, 40 and 50, all plant shipments of System/360 control units that attach to the standard Input/Output interface will include the Isolation feature. No action is required since this feature will be standard on these units.

Control units shipped prior to the dates indicated above can be field modified, on or after that date, by ordering the feature number specified for that unit on MES forms. On the 2841 Storage Control, the feature will be available only for units with serial number 30100 (U. S.); 70-21148 (Germany) and above; Canada Stage I - 91-01158 and up, Stage II - 91-02001 and up. On the 1442 Card Read Punch Model N1, the feature will be available for units with serial number 40068 (U. S.); 53-90023 (Italy) and above; 97-00101 and above for Japan.

Action Required - Channels

For System/360 Models 30 through 50, the Isolation feature will be available as required for field or plant installation, beginning January 28, 1968. The feature will be for those models using direct control, channel-to-channel adapter, or control units equipped with two channel switch features. If the feature is required for channels installed or scheduled for shipment prior to January 28, 1968 use appropriate MES forms. For on-order systems scheduled for shipment after January 28, 1968 Alteration Notices should be submitted prior to September 1 if the customer's installation requires this feature.

For channels on System/360 Model 65 and up, the Isolation feature is required. Where channels have been installed or scheduled for shipment prior to December 29, submit MES forms. For shipments on or after that date, the feature will be standard on all 2860 Selector Channels and 2870 Multiplexer Channels on the Model 65 and up; no branch office action is required.

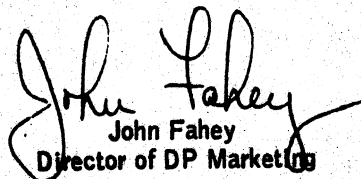
RPQs

Any RPQ feature that provided or modified a standard System/360 I/O interface may also be subject to this same modification.

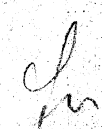
No further RPQs to provide this facility on any standard control units or channel will be accepted. Any such RPQs already in Customs Systems will be returned for cancellation. Orders for any such RPQ already received should be reviewed for possible cancellation.

Publications

Associated OEMI manuals will be updated to reflect this feature. Availability dates will be announced through TNL's.


John Fahey
Director of DP Marketing

Distribution: All Areas



ISOLATION FEATURES - SYSTEM/360

PROCESSING UNITS

Feature

The following features may be ordered for field installation on units shipped from plant prior to December 29, 1967, (for Model 44); January 28, 1968 (Models 30, 40, 50) ... for plant or field installation on units to be shipped on or after that date:

2030 Processing Unit Isolation,	
Multiplexer Channel	#4600
Selector Channel -- first	4611
-- second	4612
Channel-to-channel Adapter	4620
Direct Control	4630

2040 Processing Unit Isolation,	
Multiplexer Channel	#4600
Selector Channel -- first	4611
-- second	4612
Channel-to-channel Adapter	
first selector channel	4621
second selector channel	4622
Direct Control	4630
1052 Adapter	4640

2044 Processing Unit Isolation,	
Multiplexer Channel	#4600
High Speed Multiplexer Channel	
first	4651
second	4652
third	4653
Direct Data Channel	4660
Console Printer Keyboard	4665
Direct Word	4670
Priority Interrupt	4680
Single Disk Storage Drive	4690

2050 Processing Unit Isolation,	
Multiplexer Channel	#4600
Selector Channel -- first	4611
-- second	4612
-- third	4613
Channel-to-channel Adapter	4620
Direct Control	4630
1052 Adapter	4640

The following features must be ordered for field installation as appropriate on units which have Direct Control (#3274) and/or 1052 Adapter (#7920) shipped from plant prior to December 29, 1967:

2065 Processing Unit	
2067 Processing Unit model 1 Isolation,	
Direct Control	#4630
1052 Adapter	4640

The following feature must be ordered for field installation on units shipped from plant prior to December 29, 1967:

2075 Processing Unit Isolation, Direct Control	#4630
--	-------

CHANNEL UNITS

Feature

One of the following features, depending upon model, must be ordered for field installation on any unit shipped from plant prior to December 29, 1967:

2860 Selector Channel Isolation, Channel - Ctrl Unit -- on mdl 1	#4611
-- on mdl 2	4612
-- on mdl 3	4613

One of the following features, depending upon channel, must be ordered for field installation for each Channel-to-channel Adapter (#1850) shipped from plant prior to December 29, 1967:

2860 Selector Channel Isolation, Channel-to-channel Adapter	
on first channel	#4621
on second channel	4622
on third channel	4623

One of the following features, as appropriate, must be ordered for field installation on each unit shipped prior to December 29, 1967:

2870 Multiplexer Channel Isolation, Channel - Control Unit	
without #6990	#4600
with #6990	4601

CONTROL UNITS

#4700

Isolation, Control Unit

The feature above may be ordered for field installation on any of the following units shipped prior to December 29, 1967 if used on Models 44, 65, 67, 75, 91 or January 28, 1968 for Models 30, 40, 50:

1231 Optical Mark Page Reader mdl N1	
1285 Optical Reader	[#7720 req'd]
1287 Optical Reader	
1412 Magnetic Character Reader	[#7720 req'd]
1418 Optical Character Reader	[#7720 req'd]
1419 Magnetic Character Reader	[#7720 or #7730 req'd]
1428 Alphameric Optical Reader	[#7720 req'd]
1442 Card Read Punch mdl N1	ser. no. 40068 (U.S.)
1442 Card Punch mdl N2	53-90023 (Italy) and
1443 Printer mdl N1	97-00101 (Japan) or
1445 Printer mdl N1	above
1826 Data Adapter Unit	[#7720 req'd]
1827 Data Control Unit	
2150 Console	
2250 Display Unit mdl 1	
2314 Direct Access Storage Facility	
2501 Card Reader mdl B1, B2	
2520 Card Read Punch mdl B1	
2520 Card Punch mdl B2, B3	
2701 Data Adapter Unit	
2702 Transmission Control	

CONTROL UNITS con't

Feature

2703 Transmission Control	
2820 Storage Control	ser. no. 30100 (U.S.);
2822 Paper Tape Reader Control	70-21148 (Germany);
2841 Storage Control	Canada Stage I - 91-01158 and Stage II - 02001 or above
2844 Auxiliary Storage Control	
2848 Display Control	[#9011 req'd]
7770 Audio Response Unit mdl 3	
7772 Audio Response Unit	

The following features may be ordered for field installation on units shipped from plant prior to December 29, 1967:

2403 Magnetic Tape Unit & Control Isolation, Control Unit	
on mdl 1, 2 or 3 without #8100	#4701
on mdl 1, 2 or 3 with #8100	4702
on mdl 4, 5 or 6	4703

2404 Magnetic Tape Unit and Control Isolation, Control Unit	#4704
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2415 Magnetic Tape Unit and Control Isolation, Control Unit -- on mdl 1, 2 or 3	#4701
-- on mdl 4, 5 or 6	4703

2803 Tape Control Isolation, Control Unit	
on mdl 1 without #8100	#4701
on mdl 1 with #8100	4702
on mdl 2	4703

2804 Tape Control Isolation, Control Unit	
on mdl 1	#4704
on mdl 2	4705

One of the following features, as appropriate, may be ordered for field installation on units shipped from plant prior to December 29, 1967 if used on Models 44, 65, 67, 75, 91 and January 28, 1968 for Models 30, 40 and 50.

2821 Control Unit Isolation, Control Unit	
on mdl 4	#4701
on mdl 1, 2, 3 or 5	
with neither #8100 nor #8637	4702
with #8637 but without #8100	4703
with #8100 but without #8637	4704
with both #8100 and #8637	4705

1. What is the Isolation feature?

The feature is a hardware addition to the electronic portions of the standard I/O interface circuits.

2. What type of customer will normally require the channel and control unit Isolation feature?

Those customers whose application requirements necessitate on-line maintenance for satisfactory systems operation or who can operate without the control unit which has malfunctioned.

3. When is the Isolation feature used?

The Isolation feature is used in powering up or down a control unit or channel when the system is operating. With the Isolation feature installed on the control unit, Customer Engineers can cycle power on the unit without disrupting the remainder of the system. This allows maintenance while the remainder of the system is operating.

4. How does the feature work?

During the time the power supplies in the unit are being turned off or on, spurious noise may appear on the interface lines. With this feature installed, the spurious noise is prevented from appearing on the I/O interface lines.

5. What is the procedure to operate the Isolation feature?

- Assure that the control unit is no longer available for system use with respect to the programming system even though it is still physically connected.
- Put a "disable" or "off line" switch to "disable" or "off line" position. A light indicates the "disabled" or "off line" condition exists.
- Sequence the power down on the control unit or channel in a method prescribed for each unit.

6. How is power restored?

The power is restored in essentially the reverse order from the above.

7. How do you power down the control unit?

Various procedures are used which allow a control unit to go off line when operating with IBM supplied operating systems such as OS/360, BOS/360, DOS/360, TOS/360, BPS and Model 44.

8. Are there limitations to this off line ability?

Some customer jobs do not permit units to go off line except at the end of the job which could be seconds or up to several hours. In some cases, it may be necessary to momentarily halt the system at a convenient time, then proceed as outlined previously.

9. Will the I/O interface circuits be changed to correct the metering condition?

Yes. This change will be a requisite for the Isolation feature and must be installed prior to the installation of the Isolation feature.

10. Is this feature related to the metering condition? (Sales Manager Letter #154)

No. In revising the circuits to correct the metering conditions, the ability to install this feature was added at the time the design was made.

11. What other types of spurious electrical signals could cause electronic systems to malfunction?

There are power line surges and electromagnetic emanations. This type of electrical noise is unpredictable and difficult to define. With the Isolation feature, the main types of electrical noises that have caused system malfunctions will be contained.

12. Is anything being done to eliminate this unpredictable electrical noise?

Yes. A significant engineering effort is underway to further define the types of electrical noise computer systems are exposed to. As this continuing technology effort determines specific improvements, they will be released for inclusion in System/360.



IBM World Trade Data Processing

Letter No. 67-249
June 29, 1967

Sales Activity

IBM Publications

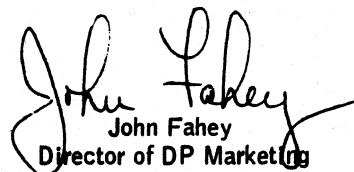
Policy

Several significant changes and improvements have been made to publication distribution procedures and policies. Please carefully review the attached Sales Manual pages General Information pages 11 and 12 and make certain that Branch Office personnel and customers are benefiting fully from the services offered.

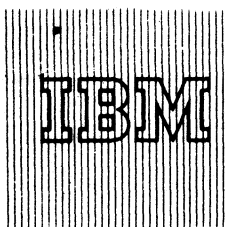
Highlights of the changes are:

- All new DP Marketing field publications -- not only System/360, 1130 and 1800 SRLs -- are now available to branch offices through the DP Automatic Publications Service (DAPS). Included also are Field Marketing Letters pertinent to programming and installing IBM systems. Full details and order forms have been provided to your Country HQ DP Literature Coordinator.
- The section on Reference Material has been expanded to describe all items comprising a comprehensive Branch Office Library Reference File. All are available through DAPS, and at least one copy of each should be subscribed for the Branch Office Library. Availability of binders and index separators to hold reference publications will be announced shortly.
- Reference to Customer Engineering Memos and Programming Systems Memos (CEMs and PSMs) has been included. CEMs are available for sale by Branch Offices to customers on a direct mail basis. PSMs must be ordered (and paid for) by the Branch Office for forwarding to those customers requiring them.
- Note that Program Logic Manuals and Application Program (Type II) Documentation are now listed in the SRL Bibliographies (System/360, 1130 and 1800) and can be subscribed to in the SRL Revision Service.
- The SRL Revision Service has been expanded to provide direct shipment to customers of initial Library requirements. A revised order card and WT Instruction Manual Section 1-10 will be issued shortly to allow you to request this service for your customers. It applies to both new subscriptions and additions to existing subscriptions.
- Procedure for requesting permission to reprint IBM copyrighted publications, covered on GI page 12, should be reviewed; many recent requests have been misdirected, causing unnecessary delays.
- New procedures for requesting publications on magnetic tape are given. This service is offered, to convert the documentation to Braille, primarily to assist customers employing programmers with visual impairments.
- IBM's responsibilities to schools which offer courses in data processing are restated. To encourage and assist schools, colleges, book stores, customers and others who have need of IBM publications in quantity, a 20% discount from the established local currency selling price may now be applied to all purchases of 15 or more copies. (See Sales Manager Letter #170, dated June 29, 1967, on the subject of "Publications Assistance to Educational Institutions - Assistance to Instructors.")
- Microfiche Program listings can now be ordered by branch offices for customer use. Program Listing/Special Documentation Request (Form 120-1399) is obtainable for this purpose from the IBM Distribution Center, Mechanicsburg, Pennsylvania. The ordering office will absorb the cost of such distributions, which includes the updating service.

Requests for publications information and assistance should be directed to your Country HQ Literature Coordinator, who maintains constant liaison with DP Sales Publishing Services, WTHQ, where the publications distribution function is administered.


John Fahey
Director of DP Marketing

Cancel: Letter No. 66-236
Content: General Information page 11
Distribution: All Areas



Letter #67-250
June 30, 1967

Customer Relations

IBM Support Services

IBM Policy

The purpose of this letter is to restate IBM's policy regarding support services to purchase customers and to further clarify first and subsequent use equipment.

The intent of IBM's policy is to provide normal installation services and continuing support to the first user of equipment purchased from IBM as long as it is being used primarily for the applications and extensions thereto outlined in our proposals.

Definitions

A machine purchased from IBM is normally considered in the first user category as long as there has been no change in physical location; whenever a machine purchased from IBM is moved physically from its original location, it is normally considered in the subsequent user category. However, in accordance with the intent as stated above, the following exceptions apply:

- A. A machine will continue in the first user category if a change in physical location occurs as the result of a transfer of substantially all of the customer's existing and proposed work. Examples include:
 - 1. The transfer of a data processing function between locations within a single company or between, or within, agencies of the government with existing and planned applications remaining substantially the same.
 - 2. A sale of assets of one company to another involving a transfer of the DP function intact.
- B. A machine will be considered in the subsequent user category if a substantial portion of its existent work load is transferred to a machine which is not an IBM rental or first user purchase unit. This will apply even though there has been no change in the physical location of the machine.

Services Provided

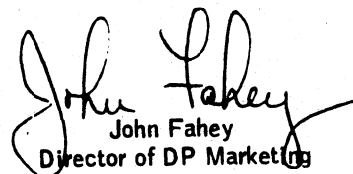
We will provide the first user of equipment purchased from IBM the systems engineering services, programming systems services, programming systems maintenance, education, and other installation assistance necessary to fulfill IBM's responsibilities as outlined under Customer Relations, IBM and Customer Responsibilities in the General Information section of the Sales Manual.

IBM will not provide systems engineering services, education, programming systems maintenance, or other installation assistance to subsequent users of purchased IBM equipment. Maintenance services are available at standard rates to all owners of IBM equipment. Supplies and publications may be purchased at current prices through any branch office. Requests for copies of programming systems and programming documentation should be forwarded to the Country Systems Engineering Manager, in accordance with existing Sales Manual instructions on distribution to non-customers. A list of all known companies in your area offering machine training, systems engineering services, and programming systems services is to be made available by the branch office to subsequent users on request. Adequate precautions must be taken to be certain that this list is not considered an endorsement or recommendation by IBM of these concerns or the services they provide.

Marketing services may be required for a marketing program with a subsequent user who is also a prospect for IBM products. In such cases these services will be confined to those normally provided to IBM's prospects.

General

If any questions arise concerning interpretation of this policy in specific situations, they should be referred to the Marketing Policies Manager, WTHQ.


John Fahey
Director of DP Marketing



Letter No. 67-252
June 30, 1967

Sales Activity

Subject: IBM 1401/1410 Special Program for Education

Program

Effective August 1, 1967, selected units of the IBM 1401 and 1410 systems used for educational purposes by qualifying institutions (see attachment to Letter 66-270 IBM World Trade Educational Allowance Program, Section 3 for definition of qualifying institutions) may receive the special educational allowances specified below. These machines are expected to be in excess of those IBM will need to fill its other business requirements in each country. This program is special in nature and is neither an extension of, nor a step toward, the broadening of, the World Trade Educational Allowance Program.

<u>Type</u>	<u>Models</u>	<u>Special Educational Allowances</u>
1401	B, C, E, F	60%
1402	1, 2	60%
1405	1, 2	60%
1406	1, 2, 3	60%
1407	1	60%
1411	All Models	60%
1414	1, 2, 3, 4	60%
1415	1	60%
1311	4, 5	60%

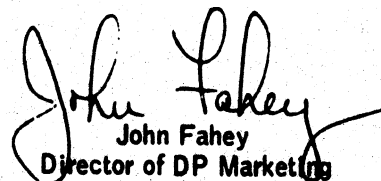
All other units that may be ordered for these systems are eligible for the Educational Allowance percentage specified in Letter 66-270. Orders will be filled in sequence on an as available basis. Effective August 1, 1967, qualifying institutions which have this equipment installed on lease may benefit from the special educational allowances outlined above if they are not already receiving them.

Approvals and Ordering

Proposals under this plan must be approved by Country Management. Upon receipt of approval the proposal may be presented to the customer. The proposal should state that this is a special program and that orders will be filled in sequence as equipment is available under this program. The order shall then be forwarded to the applicable Area or Country Orders and Schedules Department, where control of this program will be maintained and scheduled shipment dates assigned. The customer should be notified of the schedule shipping date when confirmed by the Orders and Schedules Department.

In order to maximize early delivery commitments, standard configurations should be proposed.

Special features are eligible under this plan for the same percentage allowances as for the machine type or unit to which they are attached. Features and models not included in this plan receive the educational allowance percentage under the World Trade Educational Allowance Program (Letter 66-270). However, equipment may be proposed only when it is available and in excess of other regular business requirements. See the back of this letter for eligibility information and other administrative provisions.


John Fahey
Director of DP Marketing

Distribution: All Areas



Eligibility

All qualifying educational institutions, as defined in the attachment to Letter 66-270, are eligible for this plan providing that the institution has a program for the regular and scheduled use of the equipment for instructional purposes throughout the school year, including adequate teaching and class room facilities convenient to the installed equipment.

Administrative Provisions

Equipment offered under this plan is available for lease or purchase by a qualifying institution. The Appendix to the Educational Allowance Supplement must specify:

- 1) The type of use for which this special allowance is granted is "Academic" use.
- 2) The Educational Institution agrees to reserve this equipment for Academic use for at least 60% of the regular primary monthly working hours.

For purchase of installed equipment, the Educational Institution must sign the Agreement for Purchase of Installed IBM Machines and the appropriate Educational Allowance Supplements. This special plan is not applicable to machines that have been purchased under the prior Purchase of Installed Plan.

For direct purchase, the Educational Institution must sign the Agreement for Purchase of IBM Machines and the appropriate Educational Allowance Supplement. Equipment offered under this plan may be financed under the Installment Payment Plan in those countries where it is in effect.

Rental credits under Option to Purchase Plan announced October 1, 1965, do not apply to machines purchased under this special plan.

The warranty period under this special program is as follows:

- A) Those purchasing equipment not previously on rental with them will receive a warranty that provides free maintenance parts and service for the first 176 hours of use or 30 days, whichever occurs first. This is the only warranty offered. No additional parts warranty is given.
- B) Installed equipment purchased under this special plan does not entitle the customer to any warranty.

A Maintenance Agreement covering equipment under this special plan may be obtained by qualifying institutions at a 10% educational allowance. The educational institution must sign the Maintenance Agreement and the Educational Allowance Supplement to IBM Maintenance Agreement indicating in the Appendix that the type of use for which educational allowance is granted is Academic.

For lease orders, the Educational Institution must sign the Agreement for IBM Machine Service and the appropriate Educational Allowance Supplement.

Specimen of Educational Allowance Supplements were attached to Letter 66-270.

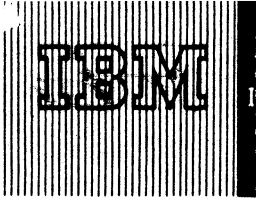
Currently installed leased equipment which qualifies for educational allowance under this special program may be placed under this plan, effective August 1, 1967.

Sales Compensation Plan

Normal sales plan provisions will apply.

Agreement Forms

New Agreement Forms will be distributed to handle all equipment under this Special Program.



Letter No. 67-255
July 12, 1967

Product Announcement

IBM 2816 Switching Unit

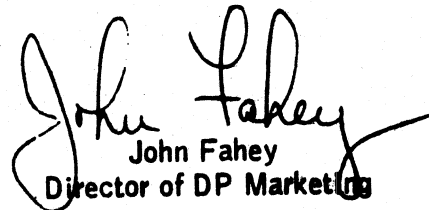
A "Specify" added

Cabling "Specify" feature codes have been added to the 2816 Switching Unit. For new orders specify #9080 for below floor cabling or #9081 for on floor cabling. These specify codes will provide the correct cover for the machine.

For machines currently on-order, #9080 for below floor cabling will be furnished unless an Alteration Notice is submitted requesting #9081 for on floor cabling.

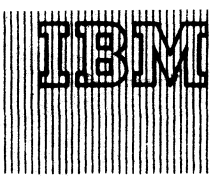
World Trade Foreign Language Features for the 2848 Display Control
the 2260 Display Station and the 1053 Model 4 Printer

As announced in DP Letter 67-220, United Kingdom Language Feature No. 2927 should be used for WT produced machines with 50 cycle power supplies which require United Kingdom keyboards. To facilitate ordering "American English" nomenclature and keyboards, countries should specify the new "No Charge" feature code No. 2750.


John Fahey
Director of DP Marketing

Attachments [3]: [1] General Information 7... [2 and 3] Machines 1053, 2250-2260 and 2802-2804.

Distribution: All Areas



Product Announcement

UPGRADING TO MAINTENANCE AGREEMENT STANDARDS

PRACTICES MODIFIED

IBM practices on upgrading to Maintenance Agreement standards presently in the sales manual are being modified to include the following:

If an IBM machine has been placed directly in storage upon removal from an Agreement for IBM Machine Service or an IBM Maintenance Agreement and has remained in continuous storage, an appraisal will be required. However, upgrading costs to the customer will be limited to --

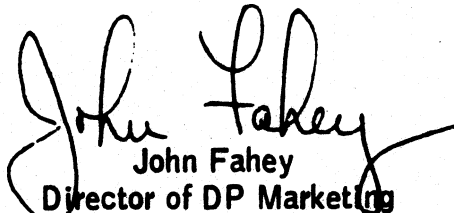
1. Correcting deficiencies due to warehousing deterioration (corrosion, warehouse handling, etc.)
2. Installation of billable Engineering Changes announced during the time the equipment was in storage.
3. Correcting in-transit damage to and from storage.

The customer is to certify in writing to IBM --

- The period of time and location that the equipment has been in continuous storage.
 - That immediately prior to warehousing the equipment was covered by an Agreement for IBM Machine Service or IBM Maintenance Agreement.
- That there has been no use of the equipment during the period of storage.

Unusual circumstances that may arise should be discussed with Area CE Management prior to a definite commitment to a customer.

The above statement will be added to the sales manual under Upgrading to Maintenance Agreement Standards, GI 66.


John Fahey
Director of DP Marketing

Distribution: All Areas

IBM

IBM World Trade Data Processing

Letter No. 67-259
July 21, 1967**Product Announcement**IBM 1442 Card Read Punch Models 1 and 2
IBM 1442 Card Reader Model 4
IBM 1444 Card Punch Model 1New Production Discontinued

New production of the 1442 models 1, 2, and 4 and the 1444 model 1 is terminated. Effective immediately, no further orders for new production are to be accepted.

Current backlog orders for new equipment will be honored provided no schedule deferment is made by the customer. Customer initiated deferments will subject the order to loss of the new manufacture status.

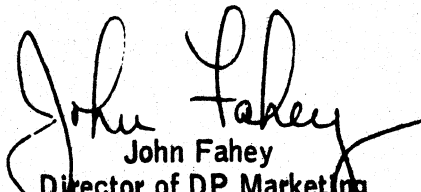
New orders for this equipment will be accepted on an availability basis only. Refer to General Information page 9 for the definition of "As Available" status.

IBM System/360 Model 40Removal of Restrictions

Configuration flexibility is enhanced for the System/360 Model 40 through removal of the restriction on three access storage devices on Selector Channel 1.

The IBM 2303 Model 1 Drum Storage, the 2314 Model 1 Direct Access Storage Facility and the 2844 Model 1 Auxiliary Storage Control may now be mounted on Selector Channel 1 or Selector Channel 2 -- but not both -- of a System/360 Model 40.

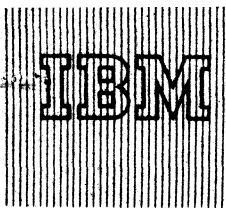
Attachment and operation of a 2303, 2314, or a 2844 to Selector Channel 1 with concurrent attachment of any of these devices to Selector Channel 2 is not permitted.



John Fahey
Director of DP Marketing

Attachments [5]: Machines 1442.1, 1444-1445, 2301-2303, 2311-2315 and 2840-2841.

Distribution: All Areas



Product Announcement

TWO NEW IBM 2848 DISPLAY CONTROL MODELS FOR DATA ENTRY INTRODUCED
NEW EXPANSION UNIT FOR 2848 MODELS 1, 2, 3 ALSO ANNOUNCED

Source data entry and display control operational availability and maintainability are significantly advanced with these announcements to the IBM 2260/2848 Visual Display System:

- Two new models of the 2848 Display Control Unit -- Models 21 and 22 -- are designed for high production on-line data entry directly into a System/360 Model 30 through 75 via the 2260 Display Station. The 2260 provides a new dimension in source data entry in improved system through put, error detection, correction and resolution, and in production control techniques. Much of the manual effort in today's source data handling is eliminated.
- A new Expansion Unit Feature (#3859) results from an upgrading of the 2848 Display Control Models 1, 2, and 3, to improve operational availability and maintainability and to provide additional space in the unit for modifications. The new feature requires, as a prerequisite, Expansion Unit #3858 on Models 1 and 2. This prerequisite change will result in increased rental, for some on-order customers -- depending upon the configuration specified. See the reverse side for details and the attached customer letter.

IBM 2848 MODELS 21 AND 22

Highlights

Availability of an Alphameric Keyboard-Numeric Inset - (Feature #4765) enables the 2260 operator to enter and validate source data more rapidly. The alphameric keyboard, containing numeric characters 0-9, is arranged in block fashion for ease of operation and is very similar to current alphameric keypunch keyboards, to facilitate transition and training. Other 2260 keyboards may be optionally attached. Models 21 and 22 contain keyboard core buffering to handle the high-speed keying rates of skilled 2260 operators. Each 2260 has six character position of storage, which insures that burst keying rates will not cause keyboard interference with other stations attached to the same 2848. Models 21 can support twenty-four 2260 Model 2 Display Consoles, each capable of displaying 240 characters. The 2848 Model 22 can support sixteen 2260 Model 2 consoles, each able to display 480 characters. The new models 2848 are for direct channel attachment only.

Six new commands are available to cause the selected 2260 keyboard to remain locked after a computer response to an operator-initiated ENTER. A locked keyboard can alert the operator to a prescribed corrective action message on the screen, generated by the customer's application program.

Deliveries

First customer shipments of 2848 Model 21s and 22s for S/360 Models 30, 40, and 44 are in April 1968 ... S/360 Model 50 in June 1968 ... S/360 Models 65, 67, and 75 in March 1968.

RPQs

RPQs will be accepted after December 1, 1967. Response time will depend on complexity of the request. RPQs will not be accepted for remote attachment of a Model 21 or 22. Delivery of approved RPQs will begin July 15, 1968.

Power Supplies and Language Features

The 2848 Models 21 and 22 will be available with power supplies and Language Features currently announced on existing 2848 units. Also, the 2260 with the Alphameric keyboard -- Numeric Inset (#4765) will be available with the English (#2927), French (#2928) and German (#2929) Language Features.

Programming Support

Input/output commands will be added to existing support provided under DOS/360 BTAM and OS/360 Graphics Programming Services (GPS) to cause the addressed keyboard on a 2260 Model 2 attached to an 2848 Model 21 or 22 to remain mechanically locked after an ENTER key has been depressed and the data transferred to the CPU. The keyboard can be restored either by program control or by operator depression of the ERASE DISPLAY key or the RESTORE key. Support for the new commands will be provided in assembler language and will operate under control of DOS/360 and OS/360.

The above programming support will be available from the Program Libraries on March 15, 1968 for DOS/360 BTAM and on April 30, 1968 for OS/360 BTAM.

NOTE: See the reverse side for prices and further announcement details.

John Fahey
John Fahey
Director of DP Marketing

Attachments [3]: [1] Suggested Customer Letter ... [2] M 2250-2260 ... [3] M 2848

Distribution: All Areas

Publications Support

The following publications will be available within the next four weeks. Consult your Weekly Publication Release Letter for the actual availability. Advance distributions will be made, when applicable, and additional copies will be available from the IBM Distribution Center, Mechanicsburg.

1. A Technical Newsletter updating the SRL, IBM 2260 Display Station, 2848 Display Control and System/360 Component Description (A27-2700), will be available from the IBM Distribution Center, Mechanicsburg, approximately four weeks from now. The TNL contains a description of the subject devices. Refer to forthcoming PRL for exact availability date and Newsletter form number.
2. Brochure -- Data Entry with IBM 2260 (Form #520-1400) available now from IBM Distribution Center, Mechanicsburg.
3. A TIE paper, "Data Entry with the IBM 2260," (Form #Z77-6048), describes various formats which may be employed in using the 2260 for data entry. This is available now from Mechanicsburg.
4. The Data Entry Marketing Guide provides an evaluation of throughput and price comparisons for all IBM data entry products. Refer to forthcoming Publications Release Letter for availability.

NOTE: IBM 2260 Display Station Guidelines will appear in the forthcoming issue of the IBM Installation Newsletter (67-15 dated July 28) which is distributed to all branch offices. These Guidelines revise those published in the Installation Newsletter (66-010 dated July 1, 1966).

Sales Compensation Plan

Normal Sales Compensation Plan provisions apply.

<u>Prices</u>	<u>Rental</u>	<u>Purchase</u>	<u>MMMC</u>	<u>FIC</u>
2848 Model 21	\$750	\$33,750	\$28	
2848 Model 22	800	36,000	28	
Display Adapter #3368	60	2,700	2	PCR
Display Adapter #3369	120	5,400	3	PCR
Expansion Unit #3868	50	2,250	NC	PCR
1053 Adapter #7938	105	4,725	5.50	PCR
Alphameric Keyboard-Numeric Inset	30	900	5.00	PCR

NEW EXPANSION UNIT

Highlights

This unit is available for:

- * Attachment of up to six additional Display Adapter (#3355) on a Model 1 for operation of up to twelve additional 2260 Model 2s for a total configuration of 24 2260 Model 2s.
- * Attachment of up to four additional Display Adapters (#3356) on a Model 2 for operation of up to 8 additional 2260 Model 2s for a total configuration of 16 2260 Model 2s.
- * Attachment of up to three additional Display Adapters (#3357) on a Model 3 for operation of up to six additional 2260 Model 1s for a total configuration of 8 2260 Model 1s.

Expansion Unit #3857 Withdrawn

Effective immediately, Expansion Unit #3857 is withdrawn from the product line. Future orders will not be accepted.

Existing 2848 Orders

Existing 2848 rental machines orders presently scheduled for shipment prior to October 1, 1967 which include #3857 and not #3858 will be honored. Other existing machines on order include feature #3857 must be modified to reflect the above prerequisite changes.

Customers with orders including #3857 and not #3858 presently scheduled for shipment on October 1, 1967 or later, must be informed immediately in writing (see attached sample letter) of the price and Alteration Notices should be submitted by the Branch Office to reconfirm the orders. Orders of machines with an October delivery schedule must receive immediate attention. The alteration notices should be issued by the Branch Office through your normal order processing channels.

Purchase customers with #3857 only on order also should be notified of the change to give them the option to order the 2848 configuration with the new Expansion Unit feature.

If your customer has on order a 2848 Model 1, 2, or 3 with Expansion Units #3857 and #3858, an alteration notice will be generated by country Orders and Schedules to substitute the 3859 for the 3857. No price alteration is involved; therefore no Branch Office action is required.

MES's

MES's for Feature Code #3857 will no longer be accepted. However, existing MES orders will be honored for shipment through December 31, 1967 on their currently assigned schedules. Customer-initiated deferrals will not be accepted. Deferrals can only be effected on the basis of converting the MES order from #3857 to an order for #3859. MES shipments for Feature Code #3859 will be available after August 1. Orders for MES's must be submitted 60 days before scheduled shipments.

RPQs

Outstanding RPQ commitments must be reviewed with Special Equipment Engineering representatives. New RPQs will be accepted immediately.

Programming Support

Programming Systems support is not affected.

<u>Prices</u>	<u>Rental</u>	<u>Purchase</u>	<u>MMMC</u>	<u>FIC</u>
2848 Expansion Unit #3859	\$47	\$1,950	NC	PCR

PCR=Per Call Rate



Sales Activity

OEM (Other Equipment Manufacturer) Situations

The IBM Product Line represents the most comprehensive line of equipment available in the Industry for Data Processing. The Sales Manual reflects the variety of CPU's; memory capacity; I/O's etc., that provide optimum selection to practically custom-tailor a DP System to almost any application. It is marketing's responsibility to make sure that all possibilities are explored to fulfill customer and prospect requirements. Occasionally, however, due to unique requirements, it may be necessary to include another manufacturer's equipment in an IBM proposal to enhance our line. The information that follows on Interface Requirements is for your assistance and guidance in these situations.

General guidelines for Branch Office personnel who may encounter situations requiring an intermix of IBM and non-IBM equipment.

Definitions:

- OEM
1. Original Equipment Manufacturer - The producer of a device.
In this context the term OEM is usually applied to describe a publication known as an OEM Manual published by an equipment manufacturer which may be either IBM or another manufacturer. An OEM Manual describes the interface of a product, (primarily in engineering terminology) as an aid to engineers of other manufacturers who wish to attach their equipment.
 2. Other Equipment Manufacturer - Producer of non-IBM equipment.

Unless otherwise stated, the term OEM as used in this letter will relate to the second definition.

General:

Circumstances involving an intermix of IBM and non-IBM equipment are commonly referred to as "OEM Situations". In these situations there are two basic factors to be considered.

1. The System Responsibility - the obligation to assure that the interconnected system performs its intended function.
2. The Interface - the common boundary, or physical (electrical or mechanical) connection between two devices or systems.

An "OEM Situation" can arise through the initiative of:

- I. the CUSTOMER
- II. the other manufacturer - OEM,
- III. IBM

Usually the system responsibility will reside with the party taking the initiative for the interconnection. An outline of the relationship between the Initiating party, the Interface Requirements and the System Responsibility is on the back of this letter.


All requests to include non-IBM equipment in proposals are to be submitted on an RPQ form according to procedures. Requests should contain as much information as possible, including specific RPQ's for both the non-IBM equipment and any necessary interconnections. A detailed description of the functional requirements will be acceptable, if specific manufacturers are unknown. If maintenance service is required, include it in the request. No system proposal that includes a non-IBM product is to be presented to a customer until the RPQ has been approved. All OEM equipment maintenance contracts must be approved by the country CE Manager prior to tender to the customer.

When you submit an RPQ, One of the following conditions must apply:

- The other manufacturer's equipment must complement our product line; or
- If it competes with an IBM product, you must attach a written customer request to include it in the proposal; or
- If it competes with an IBM product and no written customer request is available, you must attach a request for approval of the Area DP Marketing Management.

Every possibility of using IBM equipment to solve the customer's problem before proposing other manufacturer's equipment should be completely explored. All Systems which include OEM equipment must receive designated list Systems Assurance.

No quota points or NSRI will be credited for non-IBM equipment.


John Fahey
Director of DP Marketing

Initiating Party	INTERFACE REQUIREMENTS	System Responsibility	IBM Handling Required
I. Customer	A. Standard IBM interface will be used for the interconnection: 1. IBM will supply the customer with necessary technical data on the standard IBM interface. This can be either in the form of an OEM (Original Equipment Manufacturers) Manual published by IBM or appropriate customer engineering publications or both. This is the preferable course of action.	Customer	Alteration and Attachment Policy
	B. Standard IBM Interface cannot be used for the interconnection. Either of the following can apply: 1. IBM modifies our interface to meet OEM specifications. Submit an Original Equipment Manufacturers manual or other appropriate data describing the interface of the OEM equipment along with the RPQ.	Customer	Contact Special Equipment Engineering - RPQ is required
	2. Customer modifies IBM interface to meet OEM specifications. This approach falls under the IBM Alteration and Attachments Policy.	Customer	Alteration and Attachment Policy
II. OEM	The OEM may procure equipment from IBM for integration into, and subsequent resale as a component of, his system. In this instance the OEM becomes the customer and the provisions of I-A and I-B apply. In the interests of conserving IBM resources I-A is the preferable course.	OEM	Either Alteration and Attachment Policy or RPQ
III. IBM	It may be necessary to include OEM equipment in an IBM proposal to offer a complete systems solution. The branch office should submit an RPQ requesting the attachment of a specific product if applicable, or a detailed description of the function the product should perform if a specific product is unknown. The interface requirements will be negotiated between IBM and the OEM on a mutually advantageous basis.	IBM	Contact Special Equipment Engineering - RPQ required



IBM World Trade Data Processing

Letter No. 67-265
August 9, 1967

Product Announcement

1403 Printer - Models 3 and N1

Forms Design

Care must be exercised with respect to forms design when planning for installation of a 1403 model 3 or N1. It must not be assumed that forms and forms sets used on a 1403 model 1, 2, 4, 5, 6, or 7 can be used on the high-speed 1403 model 3 or N1 without change.

Special consideration must be given to customer applications that require use of specialized forms sets. In general, a specialized forms set is required for copying, duplicating, heat transfer, optical reader, and photographic applications. The only way to determine whether these forms sets will give satisfactory results is through actual testing on the same model printer that will be used for the application.

Tests have indicated that a six-part set which gave satisfactory results with the 1403 model 1, 2, 4, 5, 6, or 7, may show a decrease in the print quality of the last copies when the same form set is run on the 1403 model 3 or N1.

IBM 2671 Paper Tape Reader

Reading Speed Clarification

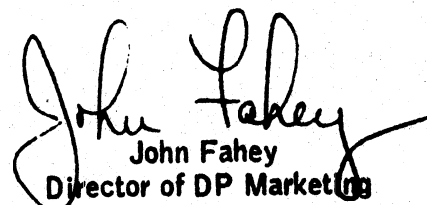
When used with optional spooling features, the 2671's reading speed provides for center roll or reel feeding and reel rewinding at a minimum of 500 characters per second. Strip reading capability, meanwhile, remains at up to 1000 characters per second. This information is to clarify the section on the 2671 in the sales manual.

IBM 7741 Processing Unit

Production Status Change

Effective immediately, the IBM 7741 Processing Unit Models 2 and 3 are being removed from new production. No additional order for new units will be accepted. Additional orders will be on "as available" basis for scheduling purposes.

Existing orders for new units will be honored on their currently assigned shipping schedules. Customer initiated deferments will subject these orders to the "as available" status.


John Fahey
Director of DP Marketing

Attachments [6]: [1 thru 5] WT Specifications Supplement * S-1403, S-1442, S-2020, S-2310/2311 and S-2311/2315, [6] Machine 548.

* Filing instructions outlined in DP 67-258.

Distribution: All Areas



Letter No. 67-267
August 18, 1967

Sales Activity

Document Evaluation Centers

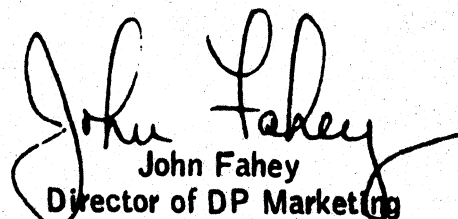
The increased importance of Document Handling systems in the World Trade market has highlighted the need to establish an OCR Document Evaluation Center (DEC) to assist our customers and prospects. This Center, located in Sindelfingen, Germany, will shorten the turnaround time for document evaluation, simplify communications and support sales activity by having Document Handling experts in the European area. Satisfactory completion of document evaluation is a prerequisite for shipment of most OCR/MICR systems. The Center in Sindelfingen will handle only OCR systems; MICR systems will continue to be handled by the Paper and Printing group in the Netherlands Laboratory.

The following represents functions of the DEC with their implementation schedule:

1. Evaluation of Paper from: Paper Manufacturers, Other Equipment Manufacturers (OEM) sources, and from Forms Printers for processing on the 1418, 1428, 1287, 1285, 1282, 1230, 1231, 1232. This service is presently available.
2. OEM printing evaluation for input to the 1418, 1428, 1285, 1282, 1230, 1231 and 1232 is presently available.
3. Inspection of forms from Forms Printers to determine if they meet design specifications for input to 1282, 1230, 1231, 1232 is presently available.
4. The Document Evaluation Program (DEP) will be available for the 1282 and 1285 in September 1967. DEP and Forms inspection will be available for the 1287 during the fourth quarter 1967. Additional details concerning the procedure for the 1287 will be announced at a later date.

All inquiries concerning this Center should be addressed as follows:

Manager, Document Evaluation Center
IBM Deutschland
P. O. Box 66
Sindelfingen, Germany


John Fahey
Director of DP Marketing

Distribution: All Areas

lc

Letter No. 67-269
August 31, 1967

Product Announcement

2740 Communication Terminal Model 2

New Tele-processing Capability

Announcement of the 2740 Model 2 provides IBM with a significant new Tele-processing capability. With this new terminal, it is now possible to implement effective and economic networks to perform on-line conversational mode applications. Line costs can be substantially reduced in a communications network with the utilization of the new 2740 Model 2.

New Features

The IBM 2740 Model 2 enables key input from the typewriter keyboard to be printed, stored in the buffer, visually verified, and subsequently transmitted to a Central Processing Unit. The basic magnetic core buffer in the 2740 Model 2 can accommodate up to 120 characters (248 or 440 positions also available as special features). The Model 2 will operate only on leased lines, at speeds of up to 66.7 cps (600 bps), and will communicate to and from a CPU.

By employing these new features, several terminals can effectively share one voice grade communications line and transmit at full line speed. As the operator is entering data into the terminal, the data is being stored in the buffer and the communications line is available for transmission of data by other terminals on the same line. With the currently announced 2740 or other unbuffered terminals, the communications line cannot be shared with other terminals while the operator is keying data. Line costs can, therefore, be significantly reduced by this ability to effectively multi-drop the 2740 Model 2.

Systems Communications

Code and system capability provides for transmission to and from System/360 Model 30, 40, 50, 65, 75 via a 2701 Data Adapter Unit and a 2702 or 2703 Transmission Control.

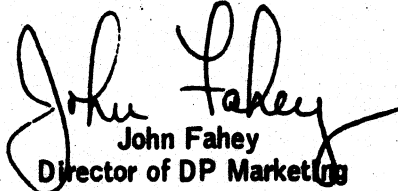
RPQ Features

Several RPQ features are available for finance company applications. Additional RPQ features will be considered after October 18, 1967. Only RPQ's with wide general applications will be accepted.

Availability

First customer shipments will commence in July 1968 from the U.S.A. The published delivery schedule will be announced in 120 days. Schedule dates for orders received during this 120-day period will be assigned by the appropriate Orders and Schedules Department on a sequential basis. No commitments to customers are to be made until these dates are received in the Branch Office.

See the reverse side for special features, prices and other details.


John Fahey
Director of DP Marketing

Attachments [9] [1 thru 8] Machines 2701.1, 2701.3, 2702.1, 2703.1, 2703.3,
2740, 2741; 3945-3975...[9] Type Catalog 3.

Distribution: All Areas

Special Features

The standard 2740 Model 2 has a 120-position core buffer, a station control feature (which gives the terminal polling and addressing capabilities) and will operate at a speed of 14.8 cps. Some of the additional features available are:

Buffer Expansion (#1495, 1496) - provides for expansion of the buffer size to 248 or 440 positions.

Buffer Receive (#1499) - provides for incoming data from the communication line to enter the buffer, in lieu of going directly to the printer.

Document Insertion (#3401, 3402) - provides the ability to print on one of two types of ledger cards. Also allows the use of a split platen.

Edit (#3600) - facilitates error correction of keyboard-entered data.

Header Control (#4510) - provides designation of up to 28 positions (in groups of four) of the buffer for semi-fixed data that is transmitted with each buffer load.

Speed Base - 600 bps (#7106) - allows terminal to transmit and receive at 600 bits per second. A Buffer Receive (#1499) is a prerequisite for this feature.

Record Checking (#6114) - provides a combination of character (parity) checking and block (logitudinal redundancy) checking.

Split Platen (#9600) - Provides a two-section platen on the typewriter. With this platen and with the Document Insertion Feature, two separate forms can be inserted and controlled (in addition to printing on a ledger card).

Prices

	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>
2740 Communication Terminal	\$150	\$6,200	\$23.50
Buffer Expansion (Positions 121-248)	15	625	.50
Buffer Expansion (Positions 249-440)	20	830	.50
Buffer Receive	8	330	NC
Speed Base - 600 bps	15	625	NC
Document Insertion	15	625	1.50
Edit	15	625	NC
Header Control	10	410	NC
Split Friction Feed Platen	--	60	NC

Model Changes

Model changes cannot be made in the field.

Publications Support

Technical Newsletters will be available as follows:

- TNL (A24-3403-1) to IBM 2740 Communications Terminal.
- TNL (A27-3001-0) to IBM 2740/2741 Communications Terminal - Operator's Guide.
- TNL (A24-3423-1) to IBM 2740 Communications Terminal - Physical Planning.

The availability of the above TNLS and form number of a sales promotion brochure, 2740 Communications Terminal, will be announced in a Publications Release Letter.



Product Announcement

IBM 2250 Model 4 for the 1130 Computer System

A Low-Cost Stand-Alone Configuration or System/360 Satellite

Two new low-cost graphic configurations have joined the IBM product line with introduction of the 2250 Display Unit Model 4 for the 1130 Computer System.

Opening graphic systems entry to a broad range of users -- particularly in the field of engineering design and analysis -- the 1130/2250 can be a stand-alone installation remote from System/360. When desired, graphic access to the more powerful System/360 is available.

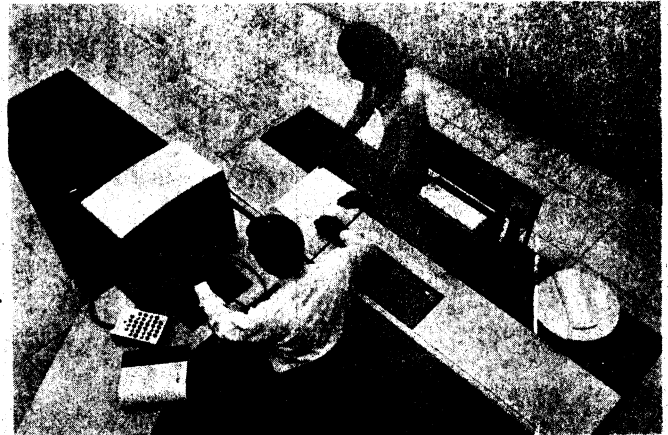
2250 Model 4

The 2250 Model 4 can present alphanumeric and line drawing information on a cathode ray tube. Alphanumeric character fonts are programmable, and may include upper and lower case as well as superscripting and subscripting. Line drawing is accomplished in the same way as on the 2250 Models 1 and 3. The Model 4 is equipped with a fibre optic light pen and has optional alphanumeric and program function keyboards.

Configuration

The 2250 Model 4 must be used in a disk oriented 1130 system configuration. It may be attached to the 1130 via either the Storage Access Channel on the 1131 Central Processing Unit or the Storage Access Channel II on the 1133 Multiplex Control Enclosure. The 2250 Model 4 is designed for simultaneous operation with the CPU or other input/output devices in a cycle-stealing mode.

A minimum of 8K words is required for support of the 2250 Model 4 under the Disk Monitor System, Version 2, as well as for support of 2250 Diagnostic Programs. A minimum of 16K words is required for full utilization of FORTRAN callable graphic subroutines in the 1130 System Library.



Shipping Schedule

Initial production of 50 and 60 cycle units available for shipment against customer orders will begin from Greenock, Scotland in November 1968. Shipment schedules will be confirmed within 120 days after receipt of order. Alphanumeric keyboards with national requirements will be available for the following countries at their respective shipdates:

- United Kingdom - June 1969
- France - July 1969
- Germany - August 1969

The national keyboards are field installable. Field merge of the 2250 Model 4 on installed 1130 systems equipped with a storage access channel will be supported.

Program Support

Attachment of the 2250 Model 4 to the 1130 is fully program supported for operation under the 1130 Disk Monitor System Version 2. The support includes modification to the DMS to allow the assembly, loading, and execution of programs that utilize the 2250 Model 4. The 1130/2250 Graphic Subroutine Package permits the FORTRAN programmer to make effective use of graphic techniques both in Stand-Alone Configurations, and, in Stand-Alone Operations in Remote Configurations. This package can also be utilized by the Assembler Language programmer. In addition, 1130 Assembler extensions are provided for assembler language program development.

Programming support for attachment of the 1130 to System/360 via the 2701 has been announced under OS/360 (see P67-111). While this support will permit attachment of the 1130/2250 to System/360, it will not provide graphic services comparable to those currently available for attachment of the 2250 Models 1 and 3 to System/360.

A Statement of Intent with respect to providing OS/360 support for the 1130/2250 will be announced shortly.

Programming services and facilities to support the attachment of the 2250 Model 4 to the 1130 will be provided on the following schedule:

Available to WT Program Libraries

Modifications to Disk Monitor System, Version 2
Graphic Subroutine Package

August 1968
August 1968

See reverse side for Prices and other highlights.

John Fahey
John Fahey
Director of DP Marketing

Attachment: Preliminary 2250 Model 4 Display Unit Sales Page.

Distribution: All Areas

Prices

	<u>Feature</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>	<u>FIC</u>
2250 Model 4		\$2400	\$115,200	\$110	
Alphameric Keyboard Feature, U.S.A.	#1248	75	3,600	2	PCR
Alphameric Keyboard Feature, United Kingdom	#2888	75	3,600	2	PCR
Alphameric Keyboard Feature, France	#2889	75	3,600	2	PCR
Alphameric Keyboard Feature, Germany	#2890	75	3,600	2	PCR
Program Function Keyboard Feature	#5858	150	7,200	2.50	PCR

Educational Allowance

A 10 percent educational allowance will be permitted on the 2250 Model 4.

Program Testing

Eligibility under the 1130 System program testing time is five hours.

Systems Assurance

Systems Assurance review is required for all 1130 Systems which include the 2250 Model 4 and which are to be attached to System/360.

RPQs

RPQs will be accepted on the 2250 Model 4 starting March, 1968, with response time dependent on complexity of request. Deliveries of approved RPQs will be no sooner than the 120 days after first customer shipment.

Sales Compensation Plan

Normal Sales Plan Provisions apply.

Publications Support

Advance copies of IBM 1130 Physical Planning Manual (N26-0198); IBM 1130 Computing System Component Description -- 2250 Model 4 (A27-2723); IBM 1130 Configurator (A26-5915); IBM 1130/2250 Graphic Subroutine Package, Preliminary Specification (C27-6934); IBM 1130 Template (X26-5997); have been shipped and additional copies are available from IBM Distribution Center, Mechanicsburg.

The following publications will be published in the near future: IBM 1130 Functional Characteristics (N26-0199); IBM 1130 System Summary (A26-5917). Consult your Weekly Publications Release Letter for actual availability.

Orders and Movements Codes

<u>Type</u>	<u>Model</u>	<u>Product Category</u>	<u>Product Line</u>
2250	004	53	7

Refer to preliminary IBM 2250 Model 4 sales page attached for additional information.

PRELIMINARY IBM 2250 MODEL 4 SALES PAGE

2250 MODEL 4 DISPLAY UNIT

Purpose: A compact programmable display console for the 1130 System for use in Stand-Alone and Remote Configurations... consists of a cathode ray tube for displaying alphanumeric and graphic data, and a program facility for efficient and balanced system operation.

Limitations: Only one 2250 Model 4 can be attached to an 1130 System. For adequate Customer Engineering Support and general application feasibility, the 1130 System should contain at minimum; an 1131 2B CPU, a SAC or SAC II Channel, and a 1442 Model 6 or a Model 7 Card-Reader/Punch or 2501 A1 or A2 Card-Reader. The 1130 System must be available to the Customer Engineer for the total duration of a maintenance call.

High Lights: An interactive display unit which provides powerful graphic and logical capability for the 1130 System. The 2250-4 feature:

Extensive Display and User Interaction Capabilities -- 12" x 12"
 Display Area... A total of 3,848 character positions; 52 lines with 74 characters/line... Up to 2000 characters or 2800 incremental vectors can be displayed at 40 cps regeneration rate; up to 2600 characters or 3700 incremental vectors at 30 cps (assumes 1131 mdl 3)
 ... Straight lines of any length, at any angular orientation can be drawn at any position on the screen... Incremental Beam Positioning Capability for efficient core utilization and programming flexibility... Graphical input via a program controllable light-pen... Optional alphanumeric keyboard for message entry and editing... Optional program function keyboard for application flexibility.

Flexible Character Capability -- Character Font Design is a programmable function... Superscripting and subscripting are provided... Shift Key on optional alphanumeric keyboard will effect an upper case shift.

Improved Image Generation Efficiency -- Vertical or horizontal absolute movement of the CRT beam can be programmed using one word of 1131 core storage, the same required for incremental movement.

Graphic Image Organization Facilities -- Program facilities of 2250 Model 4: Permits the organization of display images into multiple level subroutines... Provide logical facilities to allow the CPU program to effectively interpret operator actions in connection with image subroutines.

Convenient Work Area -- Table top provides a convenient work space for the display operator.

Prerequisites: Storage Access Channel - #7490 or Storage Access Channel II #7492. (See Limitations)

Bibliography: A27-2723

- Specify:**
- [1] Power: AC, 1-phase, 208-230V, 60 cycle... 195-220-235V, 50 cycle. (See G.I. page 15 for voltage feature numbers.)
 - [2] Color: #9041 for red, #9042 for yellow, #9043 for blue, or #9045 for gray.
 - [3] Language Group: #2927 for English; #2928 for French; or #2929 for German.
 - [4] Area Systems Assurance Review: Required for 1130 systems attached to S/360 which includes a 2250 Model 4.

Prices:	Mdl	DPMO	Rental (MAC)	Purchase	MMMC
	4	004	\$2400.00	\$115,200	\$110

Rental Plan: "A" Purchase Option: 40% Maintenance: A
 Metering: Assignable Unit Per Call: 2

Special Features: Alphanumeric Keyboard (#1248) U.S.A.; (#2888) U.K.; (#2889) France; (#2890) Germany. A Keyboard similar to that on the 1052 System, for upper and lower case alphabetic and numeric data entry.

Program Function Keyboard (#5855). A 32 key keyboard for use by the operator in indicating specific functions to be executed by a related CPU program.

Prices:	Feature	MAC	Purchase	MMMC	FIC
	Alphanumeric Keyboard				
	USA	#1248 \$ 75	\$3600	\$2.00	PCR
	United Kingdom	2888 75	3600	2.00	PCR
	France	2889 75	3600	2.00	PCR
	Germany	2890 75	3600	2.00	PCR
	Program Function Keyboard	5858 150	7200	2.50	PCR



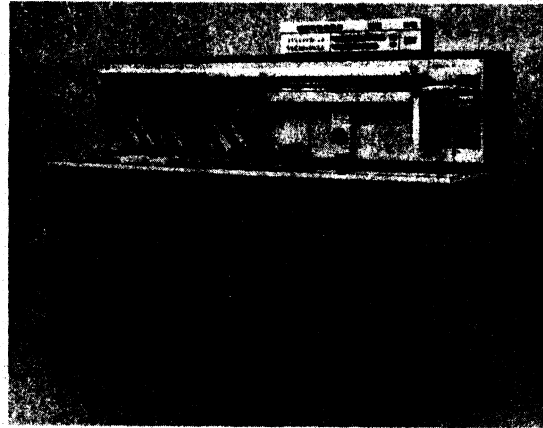
Letter No. 67-272
September 7, 1967

Product Announcement

1259 MAGNETIC CHARACTER READER

IBM announces a dramatic breakthrough --- a low cost MICR Reader/Sorter ... the 1259 Magnetic Character Reader. It offers your banking customers greater MICR system design flexibility at a lower cost and can also be used for off-line document sorting.

The 1259 is attachable to System/360 Model 20, 30, or 40. The 1259 on the System/360 Model 20 provides a significantly lower cost MICR Banking System than previously available utilizing the Model 20. The 1259 on the System/360 Models 30 and 40 provides low cost MICR data entry to those customers who wish to perform MICR data handling and other bank applications on the same system.



The 1259 is available in six models:

- Model 1: reads the E13B type font, operates on 60 Hz voltage and is attachable to System/360 Model 20.
- Model 2: reads the E13B type font, operates on 60 Hz voltage and is attachable to System/360 Models 30 & 40.
- Model 31: reads the E13B type font, operates on 50 Hz voltage and is attachable to System/360 Model 20.
- Model 32: reads the CMC7 type font, operates on 50 Hz voltage and is attachable to System/360 Model 20.
- Model 33: reads the E13B type font, operates on 50 Hz voltage and is attachable to System/360 Models 30 or 40.
- Model 34: reads the CMC7 type font, operates on 50 Hz voltage and is attachable to System/360 Models 30 or 40.

A single 1259 can be attached to System/360.

Sales Highlights:

Emphasize these outstanding 1259 features:

Job-oriented for banks with small document volumes
Ease of operation and training
Field installable on System/360 Models 20, 30, or 40
Speed-up to 600 six inch document per minute
Eleven pockets, 0-9 and reject
Straight line document path
Reads E13B or CMC7 type font

Compact - only 78" long
Broad range of document sizes
Push button operator controls
Document storage tray
Checking circuitry for added recognition reliability
Jam detection circuitry - ease of jam removal

Delivery:

Initial customer shipments of the 1259 are scheduled for August 1968, however, initial customer shipments of the 1259 for attachment to System/360 Models 30 and 40 are scheduled for March 1969. Published delivery schedules will be available in 90 days. Delivery commitments to customers are not to be made until delivery confirmation is received by the branch office.

RPQ's:

RPQ's will be accepted beginning six months after announcement.

Customer Program Testing:

The 1259 is eligible for 5 hours of program testing time.

Programming Support:

The 1419 IOCS has been expanded to provide for the 1259 when attached to the System/360 Model 20. This support

Attachment [1]: Machines 1259

Distribution: All Areas

Side 1 of 2

will be available to Program Libraries as indicated below:

	<u>Availability</u>
A. 1419 MICR Tape IOCS	July 31, 1967
B. 1419 MICR Disk IOCS	February 29, 1968
C. 1259 MICR Tape and Disk IOCS	June 15, 1968

Programming support for the 1259 when used with System/360 Models 30 or 40 is provided under DOS/360 and will be available with first customer shipments. 1259 Models 2, 33 and 34 are completely compatible with 1419's equipped with the System/360 Single Address Adapter (except a single 1259 may be attached per system). Thus the 1419 IOCS capability announced in Programming Letter P67-32 dated April 17, 1967, is directly applicable to the 1259. A minimum stacker select time of 24 milliseconds (compared with 9.5 milliseconds for the 1419) should be used for analyzing configuration dependent performance data.

Sales Compensation Plan:

Normal Sales Plan provisions apply. In addition, add to Schedule B, Group 80, Type 1259, Identification 1259; On-Schedule Quota Points 1,000, Effective Date September 7, 1967, Termination Date January 1, 1968. Also, add to Schedule C, Class B, Group 44, Out-of-Territory Quota Points 1,000, Effective Date September 7, 1967, Termination Date January 1, 1968.

Support Material

Availability of the following publications will be announced in a forthcoming Publications Release Letter: IBM 1259 Magnetic Character Reader Component Description, Form No. A24-3500; System/360 Model 20 Disk and Tape Programming Systems Input/Output System for the IBM 1419 and 1259 Magnetic Character Readers, Form No. C33-6001-1; System/360 Model 20 Functional Characteristics Technical Newsletter, Form No. N33-1501; System/360 Model 20 Physical Planning Technical Newsletter, Form No. N33-1502; System/360 Model 20 Configuration Technical Newsletter, Form No. A25-3572-3; 1259 Magnetic Character Reader Technical Newsletter detailing program command structure for System/360 Models 30 and 40 attachment; TNL System/360 Systems Summary; TNL Systems/360 Input/Output Configuration; TNL System/360 Installation Manual - Physical Planning.

Prices

	<u>Model</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>
1259	1, 31, 32	\$1,150	\$51,750	\$250
1259	2, 33, 34	1,450	65,250	260

DP Orders and Movements Codes:

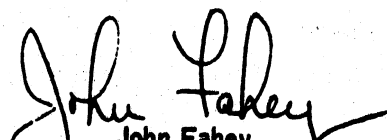
<u>TYPE</u>	<u>MODELS</u>	<u>PRODUCT CATEGORY</u>
1259	1, 31, 32	58 (Model 20)
1259	2, 33, 34	59 (Model 30)
1259	2, 33, 34	92 (Model 40)

Source of Supply:

The source for the 1259 is the U. S. A.

Educational Allowance:

The 1259 is not eligible for Educational Allowance.


 John Fahey
 Director of DP Marketing

IBM

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Letter No. 67-273
September 8, 1967

Product Announcement

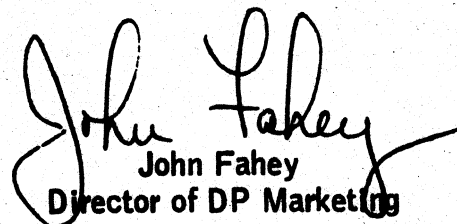
407 Accounting Machine

Withdrawn Models

Effective immediately, Type 407 Models C1, C2, R1 and R2 (for use with 305 and 650 systems) is withdrawn from the IBM product line. Orders will no longer be accepted.

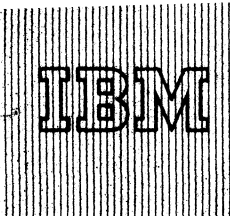
Orders now in the backlog for withdrawn models will be filled on their currently assigned schedule. The customer should be informed that any delay or postponement of an order in the backlog will result in cancellation of that order.

Orders for field installable special features will continue to be accepted, but orders for plant only features will not be accepted.


John Fahey
Director of DP Marketing

Attachments [2]: Machines 407/409.1 and 407/409.3

Distribution: All Areas



Product Announcements

IBM 29 CARD PUNCH

CHARACTER INHIBIT FEATURE #1540

A new Character Inhibit Feature #1540 increases operator efficiency and significantly reduces the error rate when using the 48-character set within the expanded keyboard of an IBM 29 Card Punch. A toggle switch in the 29's program drum area enables the operator to enter a 48 or 64-character mode of operation. When in the 48-character mode, the new feature limits the active keyboard characters to 48. This mode, with the numeric shift, causes the keyboard to "lock" when any of the following characters are accidentally struck:

12-8-2	12-8-5	12-8-6	12-8-7	11-8-2	11-8-5	11-8-6	11-8-7
0-8-2	0-8-5	0-8-6	0-8-7	8-2	8-5	8-6	8-7

Depressing the error reset key "unlocks" the keyboard and permits the operator to resume punching. The Character Inhibit Feature, which is available for plant or field installation on Models A12, A22, B12, B22, and C22, is compatible with all announced features. It is not, however, compatible with RPQs that modify keyboard codes.

Plant and field orders can be filled starting in December 1967.

PRICES

	MAC	PURCHASE	MMMC	FIC
Character Inhibit Feature #1540	\$3.00	\$120.00	NC	PCR

LARGE READING BOARDS

PURCHASE PRICE INCREASE

Effective immediately, the purchase price for Large Reading Boards (#6070) is changed from \$16 to \$25 for the following machines: the 24 Card Punch, 26 Printing Card Punch, 26 Interpreting Card Punch, 56 Verifier, 834 Control Unit, and 836 Control Unit (Printing). Also effective immediately, the Reading Board Extension (#6065) for the 29 Card Punch and 59 Card Verifier has a purchase price change from \$12 to \$20.

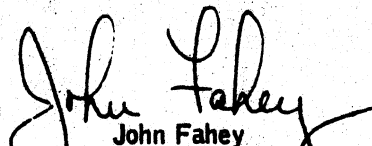
Signed purchase agreements will be honored at the former prices except where the clause providing for price increases applies. All outstanding proposals must be modified to reflect these new prices.

IBM 29 CARD PUNCH AND 59 CARD VERIFIER

VARIABLE LENGTH CARD DEVICES PLANT INSTALLABLE ONLY

Effective immediately, MES orders for Variable Length Card Device #4360 on the IBM 29 Card Punch and 59 Card Verifier will not be accepted. Outstanding MES orders will be honored. New orders for this feature must be entered on DPMO or on Alteration Notices.

Discontinuance of the installed feature will require replacement of the machine.


 John Fahey
 Director of DP Marketing



IBM World Trade Data Processing

Letter No. 67-278
October 20, 1967

Product Announcement

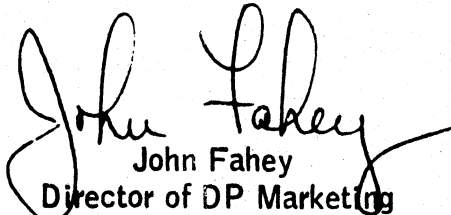
1026 Transmission Control Unit

Production Status Change

Effective immediately, new production of the IBM 1026 Transmission Control Unit is terminated.

No additional orders for new 1026 Transmission Control Units may be accepted. Additional orders will be on an "as available" basis for scheduling purposes.

Existing orders of new 1026 units will be honored on their currently assigned shipping schedules. Customer initiated deferments will subject these orders to an "as available" status.



John Fahey
Director of DP Marketing

Attachment [1]: Machines 1013 - 1014

Distribution: All Areas



Letter No. 67-281
November 3, 1967

Sales Activity

System Maintenance Management

The growing acceptance and use of complex systems has created a need for a new type of maintenance service. Customer systems with IBM equipment, communication company service, and/or non-IBM equipment, usually have increased servicing problems due to the multiple service organizations involved. Extensive analysis is frequently necessary to determine the source of malfunction, and substantial coordination among vendors is essential in correcting it.

To meet this need, IBM is offering a System Maintenance Management contract which will provide, at a fixed fee, maintenance management, coordination, and service to our customers.

As its prime service, the contract will provide coordination of maintenance services beyond those normally provided in maintaining IBM systems. This may include:

1. One point of contact for all maintenance service requests.
2. Analysis of the complete system to determine the service required.
3. Communication of service requests to other vendors where appropriate.

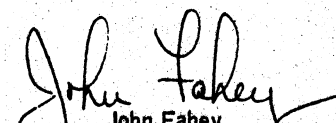
In addition to these coordination activities any or all of the following may also be included:

1. Maintenance services for non-IBM equipment (except communication companies).
2. Scheduling of all maintenance efforts.
3. Parts inventory management.
4. Complete system maintenance analysis. (See attached sales manual GI Page 28.)

Because of the variations in systems and customer requirements, all proposals or contract requests must be reviewed by the Director of Customer Engineering, WTHQ. The following steps are to be taken prior to submitting a proposal or contract to a customer:

1. The customer's request should meet the criteria for service outlined on GI Page 28.
2. Complete details regarding the system and types of service desired are to be submitted by the Branch CE Manager to the Country and Area Financial and CE Management for handling, including preparation of the contract.
3. Data regarding vendors and their equipment or services is to be obtained only by following the policies outlined in the sales manual, GI Page 28.
4. No commitment is to be made to the customer until approval and prices have been received at the branch office.

For additional information, see the attached sales manual GI Page 28 and DP CE Letter No. 20-29, dated October 31, 1967.


John Fahey
Director of DP Marketing

Note: Letter 67-280 distributed to Europe only

Attachment: General Information 27

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-282
November 3, 1967

Product Announcement

IBM 1800 Data Acquisition And Control System

New Storage Size

To meet the diversified requirements of data acquisition and process control customers, IBM is introducing a new core storage size for the 1800 System. New models of the 1801 and 1802 Central Processing Units, designated the 1CB and 2CB, have 24,576 words of 4 microsecond or 2 microsecond storage.

Highlights

The new CB models offer the following advantages:

- Broader choice of configuration options in order to match customer requirements more closely.
- Attractive growth path for 16K and smaller users.
- Increased efficiency through larger programs with fewer overlays.
- Multiprogramming under the 1800 Multiprogramming Executive just announced. (See Programming Letter 67-106.)

Prices

	<u>Model</u>	<u>MAC</u>	<u>Purchase</u>	<u>MMMC</u>
1801	1CB	\$2,470	\$ 91,700	\$74
1801	2CB	3,020	98,700	74
1802	1CB	2,800	104,900	91
1802	2CB	3,350	111,900	91

Delivery

Plant shipments of CB models will begin January 31, 1968. Field installations will begin March 29, 1968.

Educational Allowance

All models of the 1801 and 1802 are eligible for the normal 20% educational allowance.

Conversion

On-order systems scheduled after January 31, 1968 may be converted to 24K provided a new conversion order is submitted 120 days prior to the scheduled shipment date.

On-order customers scheduled to install this year, but wishing to upgrade to 24K, will want to install the smaller size on schedule and then field convert. All presently installed 1801s and 1802s can be field converted. MES forms to affect this conversion are required. (See MES delivery schedule under "Delivery.")

Programming Support

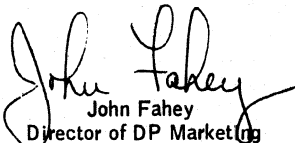
The CB models will be supported under the 1800 Time-Sharing Executive and the 1800 Multiprogramming Executive. (See Programming Letter 67-106.)

Publications

A Technical Newsletter to "IBM 1800 Data Acquisition and Control System Functional Characteristics" (A26-5918) will be available. Refer to the "Weekly Publications Release Letter" for actual availability. A Technical Newsletter to "IBM 1800 Time-Sharing Executive System Operating Procedures" (C26-3754) will be available prior to first customer shipment.

Sales Compensation Plan

Normal sales compensation plan provisions apply -- including eligibility for New Account, Out-of-Territory, Certification and Product Quota Point credit.


John Fahey
Director of DP Marketing

Attachments [9]: [1 thru 3] Systems 1800.1, 1800.3 and 1800.5 ... [4 thru 9] Machines 1801-1802 [1], 1801-1802 [3], 1826, 1826-1827, 1827-1828, and 1851-1856

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-283
November 6, 1967

Product Announcement

1011 Paper Tape Reader

Production Status Change

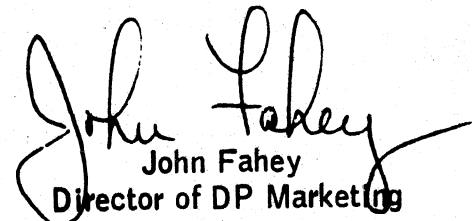
Effective immediately, new production of the IBM 1011 Paper Tape Reader is terminated.

Current backlog orders which specify requirement for a new 1011 unit will be honored on their currently assigned shipping schedules provided shipment is scheduled for April 30, 1968, or earlier. Orders for new 1011 units which are scheduled for shipment after that date must be rescheduled for delivery prior to that date, or changed to supply an other than new unit, or cancelled. Customer initiated deferments will cause loss of the new equipment status.

Dust Covers

Dust covers should be ordered for Unit Record machines only when customers request them.

Unless the customer specifies that he wishes a dust cover to be shipped with a machine, Sales Representatives should not automatically enter this item (feature code #2776) in the space provided on the DP Machine Order form, #112-5985.


John Fahey
Director of DP Marketing

Distribution: All Areas



December 1, 1967

IBM 2671 PAPER TAPE READER

Feed-Hole Limitation

The 2671 Paper Tape Reader does not have the capability of reading feed holes. (See SRL A24-3388, IBM 2671 Paper Tape Reader, Pages 5 and 18).

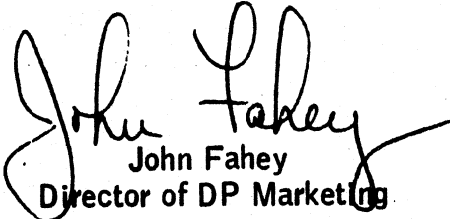
Branch Offices with 2671s on order for customers requiring feed-hole reading should re-evaluate this need with customers and take the following action:

1. Either submit promptly an RPQ for 2671 feed-hole reading (RPQ Y90296 for plant installation; RPQs Y90296 and Y95028 for field installation), or
2. Determine whether the 1011 Paper Tape Reader, which has this capability, should be substituted.

Please submit DPMOs and/or Alteration Notices, as required.

IBM 6400 Series Equipment

Effective immediately a nine week frozen zone for 6400 series equipment is required. The plant will not accept cancellations or deferrals within the frozen zone unless they are accompanied by a letter of explanation from the country DP Sales Manager.


John Fahey
Director of DP Marketing

Note: Letter No. 67-279 distributed to Europe only, not 67-280, as noted on Letter No. 67-281.

Attachments [9]: [1 and 2] General Information 23 and 25... [3 thru 9] Machines 402/403[1], 407/409[1], 421.1, 444.1, 2311-2315, 2540 and 3945-3975

Distribution: All Areas



IBM World Trade Data Processing

Letter No. 67-290

December 4, 1967

Product Announcement

2302 Disk Storage Models 1 and 2

Cancellation of Field Conversion

The conversion of 2302 Model 1 or 2 to Model 3 or 4 in the field requires extensive time. The ability to make these model changes in the field for rental machines is hereby withdrawn.

Outstanding MES orders for field model conversions of rental 2302 Model 1 or 2 to Model 3 or 4 must be cancelled.

Authorization must be obtained from rental customers for applicable 2302 Model 3 or 4 replacement machines and new orders must be submitted.

RPQs for conversion of purchased customers machines may be submitted.

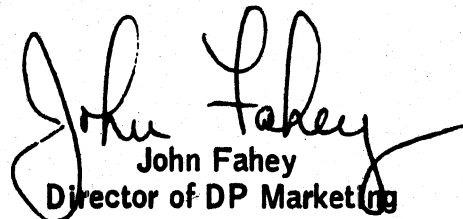
WT Specifications Supplement

DP Letter 67-258 announcing the WT Specifications Supplement pages providing feature numbers for "no charge" optional devices was not intended to imply that they are mandatory requirements.

Use of these feature codes is limited by the following conditions:

- They apply only to equipment ordered from World Trade Plants.
- They are to be specified on the DP Machine Order only if required.

Subsequent revisions to these sales manual pages will reflect this clarification.


John Fahey
Director of DP Marketing

Attachment: Machines 2301 - 2303

Distribution: All Areas



Product Announcement

IBM System/360 Model IH 65 and IH 75

New Models Expand Processor Storage Combination

The IH 65: Availability of this model provides for attachment of three IBM 2365 Processor Storage Model 2s with a total of 786,432 bytes. Access is eight bytes wide with two-way interleaving.

The IH 75: This model provides for attachment of three 2365 Model 3s with a total of 786,432 bytes. Access is eight bytes wide with two-way interleaving. Models I and J 75 remain four-way interleaved.

Prices

	<u>Rental</u>	<u>Purchase</u>	<u>MMMC</u>
Model IH 65	\$ 14,400	\$ 582,480	\$ 430
Model IH 75	23,775	897,500	705

RPQs

New RPQs must be submitted for review and approval prior to quoting existing 2065, 2075 or 2365 RPQs for the System/360 Model IH 65 or System/360 Model IH 75.

Conversion

Field conversion to the Model IH 65 can take place in February 1968, for 60 HZ units (April 1968 for 50 HZ units) while conversion to the IH 75 is possible in April 1968 for either 50 or 60 HZ units.

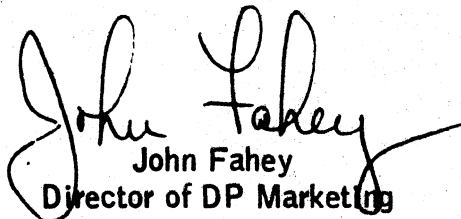
Delivery

First shipments of the Model IH 65 are planned for March 1968 on 60 HZ units (April 1968 on 50 HZ units). Initial deliveries of the IH 75 are scheduled for April 1968 for either 50 or 60 HZ units.

Alteration Notices specifying appropriate configuration changes must be submitted 120 days prior to the scheduled delivery date.

Educational Allowance

The educational allowance for the two new models is 30%-- same as for the other models of the 65 and 75.


John Fahey
 Director of DP Marketing

Note: [1] Letter No. 67-293 was not distributed to Europe and Canada
[2] 67-295 is the last letter for 1967

Distribution: All Areas



SALES MANUAL REVISIONS

The Information Records Division announces the following changes and additions to the Ribbons and Other Supplies Section of the Sales Manual.

1260 Purple Ribbon P/N 414499

Purple Distribution and Control Ribbons in nylon fabric are now available from Dayton. Print life is 250,000 lines.

1260 Paper Supplies

The nomenclature of the following 1260 supplies has been modified:

From Single Ply Compartment to:

DISTRIBUTION TAPE ROLL - SINGLE PLY P/N 413272

From Two Ply Compartment to:

DISTRIBUTION TAPE ROLL - TWO PLY P/N 413273

From Fold Pack to:

CONTROL FOLD PACK P/N 413270

From Two Ply Control to:

CONTROL TAPE ROLL - TWO PLY P/N 413271

It should be noted that the suggested quantities for a new installation have been revised in the Sales Manual to more accurately reflect actual usage.

1062 Teller Terminal Supplies

Effective immediately 1062 terminal polyester program tape and the program tape duplication service are available through the MES Order Dept., Raleigh, North Carolina.

Plastic Gloves

Plastic Gloves, the same as those shipped with 1403 ribbons, are available as a separate supply item. Orders are to be submitted to Dayton. The gloves (P/N 430565) are packed 100 pairs per box.

U. S. Price Revisions

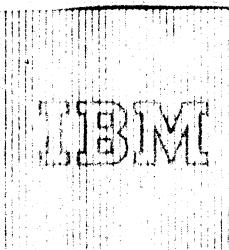
Included in the Sales Manual page revisions are changes in the U. S. selling prices for various Supplies items in this section. Consult your latest ICBP listings for any changes that may affect your local prices.

Charles H. Shuff

Charles H. Shuff
Director Information Records Division

Attachments (6): Ribbons and Other Supplies 21 thru 31

Distribution: All Areas



Letter No. 67-806
May 26, 1967

Data Cell Packaging Materials

To avoid damage, it is extremely important that Data Cells be adequately protected during shipment. Customers who did not retain the packaging materials used when Data Cells were originally shipped can now purchase the necessary material.

<u>Item</u>	<u>Part Number</u>	<u>U. S. Price *</u>
Data Cell Packaging Materials (Set)	7353021	\$5.00 per set

* Data Cell Packaging Materials are shipped F.O.B. Campbell IRD Plant. U. S. Price is for information only.

Each complete set of Data Cell Packaging Materials contains the following items:

<u>Items</u>	<u>Quantity</u>
Inner Carton	1
Spring Pad	2
Inner Spacer	1
Inner Sleeve	1
Inner Pad	2
Outer Carton	1
Warning Label	2
Rubberized Hair	1

Note: Minimum ordering quantity is one complete set. Items comprising the set can NOT be purchased separately.

Orders for Data Cell Packaging Materials are to be submitted to the Campbell, California IRD Plant on a Parts and Supplies Requisition (M11-3426, obtainable from the IBM Distribution Center, Mechanicsburg.)

Charles H. Shuff
C. H. Shuff
Director of Information Records

Attachments: Sales Manual Pages S3, S4

Distribution: All Areas



PRODUCT ANNOUNCEMENT *

MICRO-PROCESSING

IRD Letter 67-805 announced the IBM Micro-Processing System. IRD now announces the 9952 Viewer/Printer ** and a new model of the Micro Copier, as additions to the Micro product line. Also included are additional optional features and Micro Camera price revisions. The details are as follows:

- 9952 VIEWER/PRINTER **** This versatile unit combines an ability to project images from Micro-Processing Cards, acetate jackets, or roll film, with a facility for producing high-contrast paper copies. The Viewer/Printer makes translucent or opaque copies and automatically trims them to any selected length from 8 inches to 24 inches. The Viewer/Printer is also capable of copying from continuous tone film.
- 9965 DIAZO COPIER** This new model of the 2D Diazo Copier has a 12X Magnification Viewing Screen which allows convenient verification and alignment of roll film images. One quarter of the MIL-D Aperture area can be viewed at a time. A scanning feature is included that will permit viewing any portion of the MIL-D Aperture.
- The 12X Viewing Screen cannot be factory installed on existing 9950/9954 1D or 2D Copiers.
- Foot-Start Switch This foot operated switch activates the start cycle. It is designed for operator convenience and efficiency. The feature can be used on all models of the Diazo Copier, and can be field installed.
- When the Foot-Start Switch is ordered for field installation, customers who have purchased units will be billed the purchase price plus installation charges.
- 9951/56 MICRO-CAMERAS** Prices for the Micro-Cameras have been reduced and now include a transformer to convert to 220 volt power. Each unit will be shipped with a voltage transformer. Also, maintenance prices are announced for the Camera features.
- Prices on any orders taken or proposals made are to be revised in accordance with these changes.
- 9949 MICRO-VIEWER** 20X Magnification This feature permits the user to view reduced size, fine detail documents with increased magnification and still retain dual magnification (6.5 and 20X) capability.
- This feature cannot be field installed.
- Adjustable Legs The adjustable legs offer increased flexibility in the positioning of the 9949 Micro-Viewer. The legs, which fasten to the base of the viewer, can be easily installed and adjusted by the customer. Extension of the legs varies the vertical position of the viewing screen to compensate for the surface angle of the viewer location (e.g., a slanted drafting table, or a counter top not at normal reading height) and reduce the effects of overhead illumination.
- 9921/22 DOCUMENT VIEWER** 16X Magnification This feature is intended primarily for use with engineering drawings on aperture cards. The user can now take advantage of the larger screen (14" x 22") and outstanding image quality of the Document Viewer to view A, B and D size engineering drawings in their entirety and C and E size drawings with minimal scanning.
- The 16X Document Viewer will be shipped with an upper glass flat and standard dials. Indexing dial type must be specified by part number. Aperture card dials, fiche dials and blank dials are available as indicated in the Micro Processing Section of the Sales Manual.
- Aperture Card Carriers (if desired) must be ordered by using the appropriate part numbers. The 16X feature cannot be field installed.
- 9921/22 Standard Screen All Document Viewers, Models 1 and 2, will be shipped with a standard screen. If the customer desires a non-glare screen, it must be specified on the P & S Requisition. The non-glare screen will be furnished at no additional charge.

See the back of this letter and the attached Sales Manual pages for additional information on prices, ordering procedures and delivery.

* Announcement limited to Canada, France, and Germany
** Manufactured by Itek Business Products

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

Attachments (4): Micro-Processing 1 thru 7
Distribution: All Areas

WT PRICES

MICRO-CAMERA	<u>Feature No.</u>	<u>Purchase</u>	<u>Minimum Annual Maintenance Charge</u>
9951 Model 1	---	\$7,190.00	\$270.00
9951 Model 2	---	6,590.00	270.00
9956 Model 1	---	7,390.00	270.00
9956 Model 2	---	6,790.00	270.00

Features

Multiple Exposure Counter	3011	\$ 400.00	\$ 15.00
Black light document finder	3012	110.00	5.00
Phoditron	3010	750.00	30.00

VIEWER/PRINTER

9952 Standard	---	\$3,250.00	\$165.00
9952 Roll Film	---	3,400.00	165.00

Feature

9953 Stacker Module	3015	\$ 825.00	35.00
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MICRO-COPIER

9965 Model 2D	---	\$3,125.00	\$160.00
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Features

Foot-Start Switch for Micro-Copiers	3035	\$ 60.00	\$ 6.00
20X Magnification for 9949 Viewer	3008	21.00	---
Adjustable Legs for 9949	3009	5.50	---
16X Magnification for 9921/22 Viewers	3028	87.00	---

DELIVERY

	<u>Feature No.</u>	<u>Equipment Available</u>
9952 Standard and RF Models	---	3Q67
9953 Stacker Module	3015	3Q67
9965 Model 2D	---	4Q67
Foot-Start Switch for Micro-Copiers	3035	3Q67
20X Magnification for 9949	3008	3Q67
Adjustable Legs for 9949	3009	3Q67
16X Magnification for 9921/22	3028	3Q67

ORDERING PROCEDURE

All orders are to be entered on a Parts and Supplies Requisition (M11-3426) and forwarded to Dayton, New Jersey. Model and feature numbers must be shown.

When ordering the Foot-Start Switch for field installation, also indicate the serial number of the Diazo Copier.

Letter No. 67-808
September 27, 1967

PRODUCT ANNOUNCEMENT

The Information Records Division is pleased to make the following Supplies announcements:

RIBBON SOURCE OF SUPPLY CHANGE

Effective immediately, all DP Ribbons (except MICR) and Endorser Ink Containers previously manufactured at Dayton are manufactured by Lexington. DP Ribbons should now be ordered from Lexington.

RIBBON FOR USE ON HONEYWELL 200 SERIES PRINTERS (P/N 414170)

This general purpose ribbon is most commonly used on Model 200 Series 200 equipment. It can also be used with a Model 120 when a Series 200 printer is attached. Width is 14.06 inches by 20 yards long.

RIBBON FOR USE ON RCA MODEL 301 (P/N 414622)

This general purpose ribbon is available for use on 333 and 335 printers. Width is 12.5 inches; length is 20 yards.

Field testing in the United States has proved both of these ribbons to be outstanding price performers and they offer you an opportunity to obtain net new business.

Part Nos. 414170 and 414622 are available immediately from Lexington, Kentucky. Forward orders on a Parts and Supplies Requisition (M11-3426).

NEW 11 INCH 1403 RIBBON (P/N 457951)

A new longer life 11 inch General Purpose ribbon is now available for use on all models of the 1403 Printer. Print life is 1,700,000 lines. This ribbon will give your customers the same excellent price/performance as its 14 inch counterpart (P/N 457937).

The following ribbons have been replaced by P/N 457951:

P/N 419099	life of 1,500,000 lines
P/N 474635	life of 1,100,000 lines

2203 RIBBON FOR OPTICAL MARK READ (P/N 422536)

The 1443 Mark Read, black silk ribbon, P/N 422536, has now been qualified for Optical Mark Read on the 1230-31-32 when generated by a 2203 Model A1 printer. The following applies:

- for use with enlarged dash (Type character 830704)
- mark printing restricted to 52 and 63 character typelines
- maximum of 3 mark printer response positions per 1230 word
- ribbon life, including OMR, is 1,200,000 characters

Nylon fabric ribbons (P/N 424819 and P/N 424814) are still the recommended ribbons for 2203 general purpose printing.

MICR PLATENS FOR 1201, 1203, and 1260

MICR platens are now available from Dayton as separate items as indicated below and are packaged 12 per box.

Machine	Part Number
1201	311514
1203	616036
1260	414495

SUPPLIES ITEMS REMOVED FROM SALES MANUAL

Due to the small demand, the following items have been removed from the Sales Manual; but are, however, available on an SPQ basis:

Description	Part Number
Field Indicator Strips	343656
Heat Transfer Carbon Paper -- 3 line address	244638
Purple Endorsing Ink for 801	182787
Green Endorsing Ink for 1203	423655
Green Ink Concentrate for 802 & 803	307545
Purple Ink Concentrate for 802 & 803	307546
Hecto Semi-Inked Ribbon for 402/3/5, 416/19	23461
Black Silk Ribbon for 720 & 730	437139
Black Nylon Ribbon for 720 & 730	442032
Selective Listing Tape -- 1.5 Inches wide	424319
Ribbons for Carbon Ribbon Feed	128276/128283

ELASTIC CLINICAL STRAPS FOR 1080 DATA ACQUISITION SYSTEM

These straps are for use with test tubes and/or cups made by Technicon Instruments Corporation in conjunction with stub cards on the 1080 Data Acquisition System.

See the attached Sales Manual pages for additional information.

Charles H. Shuff

Charles H. Shuff
Director
Information Records Division

Attachments: (11) Accessories A1 thru A8, A13, A14
Ribbons and Other Supplies R21 thru R31

Distribution: All Areas