

**DRAFT --- DRAFT --- DRAFT**

**Folder Record**

**Title:** Ken Olsen Collection

**Author:** Olsen, Kenneth H.

**Arrangement:** Series I: Letters to/Letters from

**Imprint:** 1961

**Subjects:**

**Description:** One folder

**Notes:**

**Summary:** Jan 13 to Ted Johnson, DEC: discussing the scheduling of PDP-1 production, information on trade show dates, and the planned publication of a booklet for non-computer customers, "Nonmathematical applications for computers"

Feb 2 to Dr. Jordan Baruch, Bolt, Beranek & Newman, Inc.: rejection of proposal for a new company as a joint venture, with the new company responsible for sales, applications and customer service

Mar 21 to Josiah Macy, Albert Einstein School of Medicine: status of PDP-1 production, prices, and other PDP customers (BBN, Itek, U.S. Air Force)

May 5 to Arnaud de Vitry and Wayne Brobeck: ITT as a new customer

Jun 6 to Prof. Peter Elias, Electrical Engineering Dept., MIT: offer of PDP-1 to MIT, to be delivered Sept. 15

Aug 15 to Robert Hughes, ITT: regarding special features of PDP-1 order

Sep 15 to Prof. Peter Elias, Electrical Engineering Dept., MIT: delivery of PDP-1

Oct 31 to Dr. James Forrester: acceptance of offer to join Board of Trustees of Gordon College

Nov 8 to Horace Ford: dedication of MIT's PDP-1 and current status of the company

Dec 6 to John Motley, Cybernetics, Inc.: Massachusetts General Hospital as a potential customer

December 18th, 1961

Mr. William Seaver  
Scientific Development Corp.  
372 Main Street  
Watertown 72, Massachusetts

Dear Bill:

Here is some literature on our PDP Computer. We have very little literature on programming, but, hopefully we will take care of that soon.

If there is anything else we can send you, please let me know.

Sincerely yours,

KHO:apm  
Enc.

Kenneth H. Olsen



December 18th, 1961

Mr. E. L. Lyons, Manager  
Component Sales  
Burroughs Corp.  
460 Sierra Madre Villa  
Pasadena, California

Dear Mr. Lyons:

With reference to your letter of December 1st to Mr. Kenneth Olsen, will you kindly forward another specification sheet on "decimal keyboard - model 410".

We had to pass along our copy to one of our engineers and require this additional copy to complete our file.

Thank you for your kind attention to this matter.

Sincerely,

(Mrs.) Aynne Manning  
Secretary to Kenneth H. Olsen



December 13th, 1961

Mr. Edgar Poore  
Park Street Church  
Park Street  
Boston 8, Massachusetts

Dear Ed:

Enclosed is a bill for \$57.95 for the file cabinet which I bought for the Christian Ed Department.

I would be interested to know how this price compares to the price you normally pay for file cabinets.

Sincerely yours,

KHO:apm  
Enc.

Kenneth H. Olsen



December 12th, 1961

Mr. J. B. Nugent  
Chief Traveling Auditor  
New England Telephone and Telegraph Company  
185 Franklin Street  
Boston 7, Massachusetts

Dear Mr. Nugent:

We are withholding payment on this portion of our telephone bill in hope that, eventually, someone with sufficient authority will realize that we are not receiving the telephone service that we feel we should have.

The operation of the Waltham portion of our telephone service is so poor that my wife refuses to try to call me. This, in itself, may be a good thing, but I cannot help but worry about customers who do the same, but never explain to us why.

If consistent service this far from the city were beyond the technical capability of the Bell System, we would be very sympathetic and would not complain so strongly. However, it appears that we are victims of a jurisdictional dispute between that portion of the system that services the Waltham end of our lines and that part that services the Maynard part of our lines. We feel that there surely is a part of the Bell System that supervises both these groups, and when we are told that they have cognizance of the problem, we will be happy to immediately pay this bill.

Sincerely yours,

Kenneth H. Olsen

KHO:apm  
Enc.



December 7th, 1961

Mr. H. B. Farwell  
Executive Director  
Lowell Development & Industrial Commission  
170 Merrimack Street  
Lowell, Massachusetts

Dear Mr. Farwell:

We want to thank you for your letter telling about the facilities and personnel available in the Lowell area. We have considered, in time, the possibility of opening another manufacturing facility, but, we have decided for the time being to take care of our expanding market by sub-contracting some of our manufacturing. Some of this is going to the Lowell area.

When we are ready to consider a new plant, we would like to have the privilege of calling on you.

Sincerely yours,

KHO:apm

Kenneth H. Olsen



December 6th, 1961

Mr. John Motley  
Cybernetics Inc.  
3 Park Street  
Boston, Massachusetts

Dear John:

We have been very busy lately and have not been able to aggressively look into the problems of placing a computer with the Mass General Hospital. However, last Friday, I did have lunch with several of the potential computer users at the hospital and I now have a better feeling for what their needs are.

Our discussions were very general, but I came away with the following, very tentative, conclusions. The MGH has more than enough work to justify a computer, full time, for their own use. If at all possible the computer should be in their own building and it should be run as an MGH installation.

I know that this is not in line with your original ideas but I know that you want to know how our thinking is progressing. We do plan to visit the Museum of Science so that that possibility is given full consideration. So far, we have not talked about financial arrangements.

Sincerely yours,

KHO:apm

Kenneth H. Olsen



November 27th, 1961

Mr. David R. Nelson  
16 Rosselerin Road  
Dorchester 22, Massachusetts

Dear David:

Here are four copies of a memo which outlines the standards which I feel we should follow in our audio system from now on. I would like to hear your comments on these.

Sincerely,

KHO:opm  
Enc.

Kenneth H. Olsen



November 22nd, 1961

Mr. John Barnard  
Gaston, Snow, Motley and Holt  
82 Devonshire Street  
Boston, Massachusetts

Dear Jack:

Here are the proposed contracts that we are not completely happy with. The most important thing that we do not like is the attitude presented. We are giving this in return for something they have already given to the company and to insure their loyalty and enthusiasm. However, this is worded so negatively that if anyone did read it, they would get a completely different idea. We would like to change the spirit of the contract even if we do not change the actual facts of the contract.

I am including Dick Mills notes on these contracts which pretty much outlines the details we would like to consider changing.

We have a book which is called "Forms of Business Agreements with Tax Ideas" by William J. Casey. It is published by the Institute for Business Planning Inc., 2 West 13th Street, New York 11, New York. This book has some sample forms for contracts like these which we could photocopy and send to you if you would like to see them. They have covered a few areas that are not covered by the present proposed contract, but it is interesting to note that the attitude which they present is much more pleasant.

Please let me know what your thoughts are on this and also let me know if you think that we are wasting our time thinking about this any further.

Sincerely yours,

Kenneth H. Olsen

KHO:apm  
Enc.



November 14th, 1961

Mr. Wesley Clark  
Lincoln Laboratory  
Lexington, Massachusetts

Dear Wes:

We were very pleased with our new computer racks and would like to encourage you to use them in your new machine. However, because our sheet metal shop is overloaded, we are having much of the work done on the outside and the cost is surprisingly high. I do hope that when we make these in larger quantities the price will come down significantly, but, right now we do not have really good information to set the price with. We are willing to make a guess for selling one unit to you, but, we must warn you that the price may vary severely from this later on.

Cabinet Frame	\$ 250.00
End Panels (2 required)	80.00 each
Doors (4 required)	40.00 each
Fan Assembly (1 required)	40.00

Sincerely yours,

KHO:apm

Kenneth H. Olsen

cc: Harlan Anderson  
Stan Olsen





**INTEROFFICE  
MEMORANDUM**

DATE November 14th, 1961

SUBJECT Attached copy of letter to Wes Clark

TO Stan Olsen

FROM Kenneth H. Olsen

Please file this so that when the purchase order comes in with these prices we will accept the order. These prices are low and strictly guesses because the actual prices we are now paying seem wild. We should not offer these cabinets to anyone else, however, until we get good prices.



November 13th, 1961

Professor H. Omar Olney  
Gordon College  
Beverly Farms, Massachusetts

Dear Professor Olney:

Enclosed are six prepaid tickets to the Northeast Electronics Research and Engineering Meeting being held in Boston this week. I thought some of your staff might be interested in going as this is one of the largest electronic shows in the country.

If I can help in any of your Physics or Electronics courses, please be sure and call on me.

Sincerely yours,

KHO:apm  
Enc. - 6 tickets

Kenneth H. Olsen



November 13th, 1961

Reverend Sherwood Strodle  
Park Street Church  
Boston 11, Massachusetts

Dear Reverend Strodle:

Enclosed are three prepaid tickets to the Northeast Electronics Research and Engineering Meeting being held in Boston this week. As this is one of the largest electronic shows in the country, I thought some of the staff might be interested in attending.

Sincerely yours,

KHO:apf  
Enc. - 3 tickets

Kenneth H. Olsen



November 10th, 1961

Mr. Edgar Poore  
Park Street Church  
Boston 8, Massachusetts

Dear Mr. Poore:

The present lighting in our church library is very poor. There is only one lamp fixture over the main portion of the library and I am quite embarrassed when we have visitors in our library. Some people cannot read the titles at all.

I would like to have you propose to the Board of Trustees next week that they install two new fixtures in the library area. I suppose that it is almost impossible to get matching fixtures, at this time, so I suggest that we take the two from Woody Strode's office and put them in the library. It should not be too difficult to do this because the lamp, which is already in the library, is connected with surface conduit and we could just continue with the same. I further suggest that we buy a simple eight foot, quick start fluorescent lamp for Woody's office.

In addition, if we could put larger lamp bulbs in all the fixtures in that room, it would brighten the area significantly.

Sincerely yours,

KHO:apm

Kenneth H. Olsen



November 8, 1961

Mr. Horace Ford  
100 Memorial Drive  
Cambridge 39, Massachusetts

Dear Mr. Ford:

We are sorry that you were not able to join us at the dedication of our PDP-1 Computer to M.I.T. on Monday. It was a small, informal ceremony, but, it was a proud day for us because of our ties with M.I.T. and because the size of the gift was significant for a small company.

We are still very conscience of the contribution you made early in the development of DEC. We needed and did appreciate the confidence you showed and the stability you added to the early Board of Director meetings.

We are now making approximately two computers per month and we have a backlog of almost \$3,500,000.00. We have about 270 people in the company and we continue to hire more as we find good people.

I am enclosing some of our advertising literature so that you can see a few of the things we are doing.

Sincerely yours,

KHO:apm  
Enc.

Kenneth H. Olsen

A-702  
A-710  
B-100  
B-3000  
C-1000A  
C-4000A

F-2201  
F-2101  
F-1514  
F-1512A  
F-11A  
F-1513  
A-400B



October 31, 1961

Dr. James Forrester  
Gordon College  
Beverly Farms, Massachusetts

Dear Dr. Forrester:

I am pleased and flattered to be asked to be a member of the Board of Trustees of Gordon College. I, of course, will accept the invitation and I look forward to taking part in the continued development of the school.

Sincerely yours,

Kenneth H. Olsen

KHO:apm

COPY



October 30, 1961

Dr. Harold John Ockenga  
Park Street Church  
0 Park Street  
Boston, Massachusetts

Dear Dr. Ockenga:

Here is the name and address of the Hungarian engineer who would like to join the church in the near future:

Albert Nagy  
23 Pitts Street  
Natick, Massachusetts

His telephone number is Olympic 5-1159, and he works at Micro Valve Development Company, Babson Park, Wellesley, Massachusetts.

Sincerely yours,

Kenneth H. Olsen



October 23, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the  
enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/bk  
Enclosures - 63 Patent Coupons



KHO.

October 13, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/bk  
Enclosures - 19 Patent Coupons

COPY



October 10, 1961

**Mr. Ralph R. Papitto  
Glass-Tite Industries, Inc.  
725 Branch Avenue  
Providence 4, Rhode Island**

**Dear Mr. Papitto:**

**Thank you for your recent letter asking us to consider making ties with you. We are flattered by your interest, but we have concluded that for the present our answer will be negative. Our plans for the immediate future are well laid out before us, and we do not feel that we can take advantage of outside ties.**

**Thank you again for your offer.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO/bk**



October 6, 1961

Mr. Mark E. Connelly  
Electronic Systems Laboratory  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear Mark:

We want to thank you for sending us a copy of Louis Krasny's thesis. We are now making the decisions as to what our next computer should be, and the conclusions in this thesis might influence us.

Sincerely yours,

Kenneth H. Olsen

KHO/bk

COPY



KHO

October 2, 1961

**The Institute of Radio Engineers, Inc.**  
1 East 79 Street  
New York 21, New York

**Gentlemen:**

Enclosed is our check for \$55 to cover renewal of my membership in Professional Group Nos. 1, 4, 7, 9, 11, 13, 14, 15, 16, 18, 21, 22, 23, 24, 25, 26 and 28.

In addition, I would like to be enrolled in Group No. 12, Information Theory, and Group No. 19, Communications Systems. The fees for enrollment in these two groups are included in this check.

Sincerely yours,

Kenneth H. Olsen

ep  
Enclosures: Renewal Notice, Check



September 28, 1961

Mr. Ted Skinner  
20 Benner Avenue  
Malden, Massachusetts

Dear Ted:

I am enclosing several pieces of our technical literature, which might help you in developing a better feeling for modern computer technology.

We are working on some new literature which will give a better background to someone who is not already working in this field. I have put your name on the mailing list, and when these do come out you will receive a copy.

Sincerely yours,

Kenneth H. Olsen

KHO/bb  
enclosure: CL



September 26, 1961

Airpax Electronics, Inc.  
Cambridge Division  
Cambridge, Maryland

Gentlemen:

Please send a copy of your Bulletin 5-23 describing the Airpax  
Encapsulated Read Relays.

Very truly yours,

Kenneth H. Olsen

KHO/ecp

COPY



September 18, 1961

Anderson Laboratories Inc.  
501 New Park Avenue  
West Hartford, Conn.

Dear Sir:

Please send descriptive information on your new glass ultrasonic quartz lines. We are particularly interested in quartz lines with a frequency of between 10 and 20 megacycles and a length to store 36 bits.

Very truly yours,

Kenneth H. Olsen

KHO/bbb  
c.c. Ben Gurley  
Gordon Bell ✓



September 18, 1961

Electronic Component Department  
Corning Glass Works  
Bradford, Penn.

Dear Sir:

Please send descriptive information on your new glass ultrasonic delay lines. We are particularly interested in delay lines with a frequency of between 10 and 20 megacycles and a length to store 36 bits.

Very truly yours,

Kenneth H. Olsen

KHO/bbb

COPY





**digital equipment corporation**

*engineering and manufacturing*

MAYNARD, MASSACHUSETTS  
TWINOAKS 7-8821

September 18, 1961

National Tube Division  
United States Steel Corporation  
525 William Pen Place  
Pittsburgh 30, Penn.

Dear Sir:

Please send complete information about U. S. National hot-rolled carbon steel hollow structural tubing as offered in the September Architectural Form Magazine.

Thank you.

Very truly yours,

Kenneth H. Olsen

KHO/bbb





**digital equipment corporation**

*engineering and manufacturing*

MAYNARD, MASSACHUSETTS  
TWINOAKS 7-8821

September 18, 1961

The Commissioner of Patents  
Washington 25, D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/bbb  
Enclosures - 09 Patent Coupons





**digital equipment corporation**

*engineering and manufacturing*

MAYNARD, MASSACHUSETTS  
TWINOAKS 7-8821

September 15, 1961

Professor Peter Elias  
Massachusetts Institute of Technology  
77 Massachusetts Avenue  
Cambridge 39, Mass.

Dear Professor Elias:

We are very proud to deliver the PDP Computer to MIT today. We are rather severely overloaded with orders for these computers now and we are pleased that we were able to make one in a short period of time and give it to the EE Department.

We would like in the next few weeks to make a formal presentation of the computer to the department and arrange for a news release. We would appreciate hearing from you, who we should contact at MIT to arrange this with.

Sincerely,

Kenneth H. Olsen

KHO/bbb



**digital equipment corporation**

MAYNARD, MASSACHUSETTS

KENNETH H. OLSEN  
PRESIDENT

September 15, 1961

Mr. Robert W. Brooks  
215 Washington Street  
Sherborn, Massachusetts

Dear Mr. Brooks:

I have been somewhat at a loss, as to what to do about your recent letter, but after some consideration, I have concluded that it would be best if we did not pursue the matter further, because it may hurt the wholesome competitive spirit which exists between DEC and CCC. I am afraid that if we made ties with a senior person from CCC, it might be misunderstood, and we would rather be more than careful to avoid this.

We do appreciate your interest, and if you are ever out in Maynard, please do stop in and visit so that we can chat, and show you what we are doing.

Sincerely yours,

Kenneth H. Olsen

KHO/bbb



**digital equipment corporation**

MAYNARD, MASSACHUSETTS

KENNETH H. OLSEN  
PRESIDENT

September 15, 1961

Mr. Robert W. Brooks  
215 Washington Street  
Sherborn, Massachusetts

Dear Mr. Brooks:

I have been somewhat at a loss, as to what to do about your recent letter, but after some consideration, I have concluded that it would be best if we did not pursue the matter further, because it may hurt the wholesome competitive spirit which exists between DEC and CCC. I am afraid that if we made ties with a senior person from CCC, it might be misunderstood, and we would rather be more than careful to avoid this.

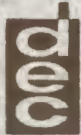
We do appreciate your interest, and if you are ever out in Maynard, please do stop in and visit so that we can chat, and show you what we are doing.

Sincerely yours,

Kenneth H. Olsen

KHO/bbb





**digital equipment corporation**

*engineering and manufacturing*

MAYNARD, MASSACHUSETTS  
TWINOAKS 7-8821

September 12, 1961

The Commissioner of Patents  
Washington 25, D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/bbb  
Enclosures - 129 Patent Coupons



September 5, 1961

Allied Radio Company  
100 North Western Avenue  
Chicago 80, Illinois

Dear Sirs:

Please send a copy of Allied's Bulletin "Installing Long Microphone Lines" as offered with the Allied microphone we have just purchased.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



September 5, 1961

Bogen-Presto Division  
P. O. Box 500  
Paramus, New Jersey

Dear Sirs:

Please send a copy of your 8-page bulletin describing Bogen Systems for schools, industry, institutions, etc.

Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/ocp



September 1, 1961

**AMP, Incorporated  
Eisenhower Boulevard  
Harrisburg, Pennsylvania**

**Dear Sirs:**

We have been happy with the quality and convenience of your Diamond Grip Preinsulated Terminals. We are finding, however, that our technicians are at times misusing your terminals, and we have concluded that we are going to have to include a chapter in our Company Construction Manual on the application of AMP Terminals.

If you have information which we could copy directly or which we could adapt for use in our Construction Manual, we would very much appreciate receiving a copy of this.

Sincerely yours,

**Kenneth H. Olsen**

**KHO/ecp**



August 15, 1961

Mr. Robert W. Hughes, General Manager  
I.T.T. Data Systems  
International Telephone and Telegraph Corporation  
67 Broad Street  
New York 4, New York

Dear Bob:

I want to confirm our telephone conversation of yesterday regarding the various aspects of the ADX System. First, we will proceed with the detailed design and fabrication of the special I.T.T. console for the PDP-1. The cost of this work, including one console and all associated engineering and drafting, will not exceed \$5,000.00. We plan to sublet this work to Colonial Engineering in Cambridge, Mass. The schedule calls for the completed unit to be delivered to us by October 15 for incorporation in Serial #1 machine. As of now, we do not see this causing any delay in the schedule. As the design work progresses, we will obtain production quotations for this console and will advise you of these so that it can be added on to Serial #2, 3, etc.

The new IBM ball typewriter referred to in your letter of August 11 will very likely become a standard part of the PDP-1 in the future. At the present time, IBM has not announced firm delivery or price information for the necessary solenoids, switches, etc., to connect this to the computer. We have ordered three of these typewriters without the above-mentioned attachments for experiment with the PDP-1. Our present plans call for attempting to obtain an all-IBM unit in order to facilitate servicing of the unit. In the meantime, all PDP-1's will continue to be supplied with the Soroban modified IBM Model B typewriter. We will plan to keep you posted concerning any progress on this new typewriter and the necessary adapters for the PDP-1.



Mr. Robert W. Hughes

- 2 -

August 15, 1961

We can offer to you the scatter-read, gather-write feature for our Tape Control Type 52 at an increase in price of \$3,000.00. The new list price for this tape unit would then be \$38,000.00. This is available for the prototype and production models and will not cause a delay in the schedule. If you wish this to be added for any of the above units, please indicate your authorization to proceed.

We plan to provide at no extra charge a Teletype 60 character per second punch on the prototype ADX order for a PDP-1. However, this is an optional item for the production units, and if you wish to have it, the increase in price will be \$1,800.00 each. The standard punch that would be supplied with the production units would be the Friden 20 character per second unit. Please let us know which punch you wish to use as soon as possible.

The parity check feature requested by John Ackley will cost \$6,500.00 for each PDP-1 with one 4,096 word module of memory included. Each additional 4,096 word module of memory would cost \$1,500.00 to have this feature. We would need to know six months prior to delivery if this feature is desired.

The PDP-1 can be equipped to operate on 220 volt, 50 cycle power as requested in John Ackley's letter of July 26, 1961. We do not have available a price for this feature, but will prepare a quotation in the next several weeks for it and advise you at that time. We will need to know six months prior to delivery if you want this feature on the machine.

An extra typewriter equipped with control and buffer equipment to allow it to operate through the PDP-1 sequence break and in-out system will cost \$6,100.00. Delivery on this item is four months from receipt of order.

In reply to your request of last week concerning cancellation charges on a PDP-1 covered by your production order, we would charge \$5,000.00 for each PDP-1 for which a configuration was authorized, but its production cancelled up to five months prior to delivery.



Mr. Robert W. Hughes

- 3 -

August 15, 1961

I hope that the above information will help you in firming up some details related to the ADX program. Should you want to discuss any of them during my absence, feel free to call Ben Gurley.

Thank you very much for your courtesies in helping to make arrangements for me to visit the I.T.T. activities in Europe during my forthcoming trip.

Sincerely,

Harlan E. Anderson

HEA/esp

CC: K. Olsen/B. Gurley/G. Bell

COPY



August 8, 1961

Mr. R. J. Horn  
Lincoln Laboratories  
Lexington, Massachusetts

Dear R. J.:

There is an article in the June 1961 IRE, Transactions on Electronic Computers, which discusses in detail a large matrix switch which IBM is using to drive a core memory. The article is rather difficult to read, and I am not sure that our switch pattern covers this, but you might be interested to look at it on the possibility that it does.

Sincerely,

Kenneth H. Olsen

KHO/gh



August 7, 1961

Mr. Mark Connelly  
Department of Electrical Engineering  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear Mark:

I want to thank you for sending a copy of your report to us. We are very interested and very pleased with the conclusions you have come to with respect to our computer. We do hope that the PDP we are giving to MIT in the fall will be useful in your work.

Sincerely yours,

Kenneth H. Olsen  
President

KHO/gh



August 7, 1961

The Iron Age  
Reader's Service  
Chestnut & 56th Street  
Philadelphia 39, Pennsylvania

Dear Sirs:

Please send two copies of Reprint #196 and #198 to the above address.  
Thank you for your kind offer.

Sincerely yours,

Kenneth H. Olsen

KHO/gh



August 1, 1961

Struthers-Dunn, Inc.  
Pittman  
New Jersey

Dear Sirs:

Please send a copy of Data Bulletin #6235 on your plug-in unit,  
time delay relay.

Sincerely yours,

Kenneth H. Olsen

KHO/gh



August 1, 1961

Poto-Coils Company, Inc.  
63 Pavilion Avenue  
Providence 5, Rhode Island

Dear Sirs:

Please send a bulletin on Coils for Contact Capsules as described in May issue of Electro Technology Magazine.

Sincerely yours,

Kenneth H. Olsen

KHO/gh



July 28, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents  
indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KBO/bk  
Enclosures - 58 Patent Coupons



July 26, 1961

The Hart Manufacturing Company  
232 Bartholomew Avenue  
Hartford 1, Connecticut

Gentlemen:

Please send catalog information on your Series W Power Relays.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp

COPY



July 24, 1961

Shure Bros., Inc.  
222 Hartrey Avenue  
Evanston, Illinois

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

If you have a data sheet for your Model 333 Unitron Microphone, we would appreciate receiving a copy.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Altec-Lansing Co.  
1515 South Manchester Avenue  
Anaheim, California

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp

COPY



July 24, 1961

Astatic Corp.  
Conneaut  
Ohio

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp

COPY



July 24, 1961

Electro-Voice, Inc.  
Cecil & Carroll Sts.  
Buchanan, Michigan

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olson

KHO/ecp

COPY



July 24, 1961

G. C. Electronics Co.  
Division Textron Electronics  
400 South Wyman  
Rockford, Illinois

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Gotham Audio Corp.  
2 West 46th Street  
New York, New York

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Minicord Corp. of America  
1915 Atlantic Avenue  
Atlantic City, New Jersey

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

The Turner Co.  
909 17th Street, N.E.  
Cedar Rapids, Iowa

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp

COPY



July 24, 1961

American Concertone, Inc.  
9449 West Jefferson Boulevard  
Culver City, California

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Audio Instrument Co., Inc.  
135 West 14th Street  
New York, New York

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olson

KHO/ecp



July 24, 1961

B & K Instruments, Inc.  
3024 West 106th Street  
Cleveland, Ohio

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp

COPY



July 24, 1961

Radio Corporation of America  
Industrial Electronic Products Building  
15-1  
Camden, New Jersey

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Stephens Tru-Sonic  
8538 Warner Drive  
Culver City, California

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Western Electric-Acoustic Lab., Inc.  
222 South Barrington Avenue  
Los Angeles, California

Dear Sirs:

Please send descriptive and catalog information on your microphones, and any other literature you may have to help in the selection of microphones.

Sincerely yours,

Kenneth H. Olsen

KHO/ecp



July 24, 1961

Bogen-Presto Division  
Siegler Corporation  
P. O. Box 500  
Paramus, New Jersey

Dear Sirs:

Please send catalog information on your audio amplifiers.

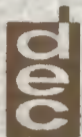
Sincerely yours,

Kenneth H. Olsen

KHO/ecp



*K. H. Olsen*



**digital equipment corporation**

*engineering and manufacturing*

MAYNARD, MASSACHUSETTS  
TWINOAKS 7-8821

July 17, 1961

Mr. Robert G. Smith  
Director of Product Design & Development  
Lippincott & Margulies, Inc.  
430 Park Avenue  
New York 22, New York

Dear Bob:

Thanks for shooting along the information on the colors for the first ITT prototype machine. We appreciate your following through so quickly on this.

One question remains. The console panel, which you specify is to be white, is actually a two-layer affair. The hexagonal control panel on which the lights and switches are mounted attaches to a rectangular panel. You will see this indicated on the enclosed rendering.

Since the indicator lights are white, you may want to have the control panel itself on the darker side. This would leave the option of using white or beige for the rectangular panel to which the control panel is attached.

Please let me know what you would like to have us do. As far as I know, this should wrap it up.

With best regards,

John L. Atwood  
Advertising Manager

JLA:fd  
Enclosure 1  
cc: K. H. Olsen  
L. B. Prentice



*R. Schram*

July 12, 1961

VIA AIR MAIL

Mr. Robert Schram  
Sales Manager  
Potter Instrument Company, Inc.  
Sunnyside Boulevard  
Plainview, Long Island, New York

Dear Mr. Schram:

As you know, we are in the final stages of standardizing on our magnetic tape equipments for use with our PDP-1 computer. Since it is imperative that we have an assured source of supply for tape transports from a reputable manufacturer such as yourselves, we included your Model 906-2 in our initial evaluation.

The following schedule of machine deliveries shows our estimated requirements over a period of eighteen (18) months. Exhibit 1 attached is a detailed description of the 906 options which we desire.

Magnetic Tape Transport Requirements

(July 31, 1961 to Dec. 31, 1962)

<u>Month</u>	<u>Quantity</u>
July, 1961	0
August	0
September	3
October	3
November	0
December	11
<u>January, 1962</u>	2
February	3
March	3
April	0
May	5
June	3



Mr. Robert Schram

-2-

July 12, 1961

<u>Month</u>	<u>Quantity</u>
July	2
August	1
September	6
October	3
November	3
December	3
	<hr/>
	51

On the basis of the above schedule, we would appreciate a bid from you for the entire fifty-one(51) units being delivered in accordance with the schedule.

As part of your bid, please include a brief description of provisions for product warranties, field service, and order cancellation.

We would like to have your bid by July 19th and if you should require further technical information, please contact Jack Brown.

Very truly yours,

Henry Crouse  
Purchasing Department

HC/bk  
Attach.

cc: Mr. W. Weston  
Mr. J. Brown



## EXHIBIT I

### **Model 906 Mark II Transistorized Digital Magnetic Tape Handler.**

#### Includes the following:

- a) Model 3323 Transistorized Drive Electronics
- b) Low Tape Sensing Levers
- c) Interconnecting Cable between the Model 906 II Transport and the Model 3323 Drive Electronics
- d) Extension Frames - Model 3323-801 and 3323-802
- e) IBM compatible Dual Photoelectric End-of-Tape Sensor and Photoelectric End-of-Tape Amplifier, Model 3323-701
- f) IBM compatible Write-Lockout Switch
- g) IBM compatible Hubs

#### Specifications:

- a) Tape Width:  $\frac{1}{2}$ "
- b) Record/Playback Speed: 75 inches per second
- c) Rewind: Constant, 300 inches/sec.

Model 7123B-7 Head Assembly (IBM 729 IV compatible), for 7 channels on  $\frac{1}{2}$ " tape. Includes the Model 3313-2 Precision Guide Trough Head Mounting Hardware.

#### Write Head:

Track Width:	.049"
Track Spacing:	.070"
Windings:	110 turns total, center tapped
D. C. Resistance:	6 ohms per 110 turns
Inductance:	Approximately 1.5 millihenries per 110 turns

#### Read Head:

Track Width:	.030"
Track Spacing:	.070"
Windings:	140 turns, single ended, 2 leads
D. C. Resistance:	Approximately 10 ohms
Inductance:	Approximately 1.9 millihenries



*K. Olson*

July 12, 1961

**Mr. Hendrick J. Oorthuys  
Oregon State University  
School of Engineering  
Department of Electrical Engineering  
Corvallis, Oregon**

**Dear Mr. Oorthuys:**

**Enclosed are the schematics that you requested for the Flip-Flop 201,  
Clock 402, and the Pulse Amplifier 402.**

**We would like to repeat our offer to be of help in any way we can,  
and next time we will try to give you a more prompt reply.**

**Sincerely yours,**

**Kenneth H. Olson**

**KHO/bk  
Enclosures**

**COPY**



digital

equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

July 7, 1961

Mr. John T. Gilmore, Jr.  
Charles W. Adams Associates, Inc.  
142 The Great Road  
Bedford, Massachusetts

Dear Jack:

Al Susskind called today to give me the tentative program for the fall, and to warn me that we have to send copy to the Reflector by the 25th of July in order to get it in for the September issue.

The tentative program, as he told me, was as follows:

October 18, at Lincoln Laboratory, Wesley Clark will talk on the FX-1.

November 30, the place to be announced, we will have a panel discussion on bulk storage.

January 10, at Lincoln Laboratory, Howard Kerschner will talk on the SATURN Project.

Al told me that you will get specific titles and other pertinent information for me on these talks, so that I can get the copy to the Reflector on time. If you could think of dramatic sounding titles for the talks, I'm sure it would help.

Sincerely,

Kenneth H. Olsen



June 27, 1961

Allied Radio Corporation  
100 N. Western Avenue  
Chicago 80, Illinois

Dear Sirs:

Please send a copy of Allied's "Multiple Speaker Installations"  
bulletin. Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/v



June 26, 1961

Austin Simon & Co.  
Box 74  
Cambridge 38, Massachusetts

Dear Sirs:

Thank you for your letter of June 23 requesting information about Digital Equipment Corporation.

Since DEC stock is not publicly available on the market, annual reports to the stockholders are not prepared describing the corporation's activities. As you may know, DEC is a majority-owned affiliate of American Research and Development Corporation of Boston, and AR&D stock is currently being traded on the New York Stock Exchange.

DEC manufactures a line of proprietary products which are described in the enclosed literature.

Thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



June 21, 1961

Mr. C. F. Benbow  
R. J. Reynolds Tobacco Company  
Winston-Salem, North Carolina

Dear Mr. Benbow:

Thank you for your letter of June 19 requesting information about Digital Equipment Corporation.

Since DEC stock is not publicly available on the market, Annual Reports and Proxy Statements are not prepared describing the corporation's activities. As you may know, DEC is a majority-owned affiliate of American Research and Development Corporation of Boston, and AR&D stock is currently being traded on the New York Stock Exchange.

DEC manufactures a line of proprietary products which are described in the enclosed literature.

Thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



June 21, 1961

Mr. John Zvara  
Raytheon Company  
1089 Washington Street  
West Newton, Massachusetts

Dear John:

Here is an article from the June 20 Issue of the Wall Street Journal which mentions a project very much like the one you are working on. I thought you might be interested in seeing this.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosure



June 20, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/iv  
Enclosures - 4 Patent Coupons



June 19, 1961

Professor Peter Elias  
Head, Department of Electrical Engineering  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear Professor Elias:

Last week the stockholders of DEC had a meeting and formally voted to donate a PDP computer to M.I.T. The clerk was the only one attending this meeting but, fortunately, she held all the proxies and the vote was unanimous. I was indeed happy that DEC is not publicly owned at that time because I am afraid it would be impossible to arrange such a meeting if we were.

We are still planning to deliver the machine September 15 and have it well under way. We hope that you will have a home, or at least a temporary home at that time.

Sincerely yours,

Kenneth H. Olsen

KHO/iv



June 19, 1961

Professor Gordon Brown  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear Professor Brown:

We are pleased to hear of your interest in the PDP computer which we are offering to give to M.I.T. We are very enthusiastic about this because we feel that it can play a significant part in the undergraduates at Tech.

The stockholders of DEC met last week and formally voted to give this gift. Only one person attended but she held all the proxies, and so the vote was unanimous. I am happy that DEC is not a publicly held corporation; otherwise, I am afraid we would not be able to make this decision as easily.

Our proposal is to give the PDP with no strings attached, but while we are still in the giving stage we would like to influence its final home as much as possible. Being only an inanimate machine, its respect and, therefore, its usefulness is partly dependent on the physical environment in which it is placed.

We are required to deliver this machine by September 15 and we have it well on the way toward completion.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



June 19, 1961

Circle F Manufacturing Co.  
Trenton 4  
New Jersey

Dear Sirs:

Thank you for sending your catalog of wiring devices which I requested at the Design Engineering Show.

I thought I saw at this trade show a unit like your "U" ground snap-in convenience outlet #2540M, on page 45 of your catalog, but with male load plugs. If this unit is available, we would like to receive a sample and to hear what the price is for both the male and the female types.

Sincerely yours,

Kenneth H. Olsen

KHO/iv



June 19, 1961

Reynolds Ink, Inc.  
2077 East 65th Street  
Cleveland 3, Ohio

Dear Sirs:

Please send descriptive information on the Reynolds instant dry stencil inks in aerosol containers, as described in the June issue of New Equipment Digest.

Sincerely yours,

Kenneth H. Olsen

KHO/iv

COPY



June 19, 1961

Acra Electric Corporation  
9901 Pacific Avenue  
Franklin Park, Illinois

Dear Sirs:

Please send descriptive information on the solvent degreaser described in the June issue of New Equipment Digest.

Sincerely yours,

Kenneth H. Olsen

KHO/jv

COPY



June 14, 1961

Mr. Jack B. Dennis  
Massachusetts Institute of Technology  
Electrical Engineering Department  
Cambridge 39, Massachusetts

Dear Jack:

Thank you for inviting us to bid on the multi-channel analog output device. This sounds like a natural for our type equipment. We have had only limited experience in the analog field and it might very well be significantly less expensive to do it with complete analog equipment.

Here is a list of people who do analog work like this: Epsco, on Massachusetts Avenue in Cambridge; Adage, at Kendall Square; and Pickard Bell, in Los Angeles.

People who make operational amplifiers claim that with their equipment it is trivial to make a sample and hold. I cannot vouch for this because I have not looked into it in enough detail, but Philbrick in Boston are one of the most inexpensive and popular people in the business. Burr-Brown Research Corporation in Tucson, Arizona, make a line of transistorized operational amplifiers, and their representative in this area is Measurement Equipment Co., Inc., 244 Main Street, North Reading, Massachusetts. (Jack Brown, project engineer on our magnetic tape system, is brother to the Brown of Burr-Brown.)

We will have a quote ready for you in a few days on this 32-channel system which you requested.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



June 9, 1961

Mr. Leo Murphy  
International Telephone & Telegraph Corporation  
67 Broad Street  
New York 4, N. Y.

Dear Leo:

We were visited today by Messrs. Scott and Smith of Lippincott & Margulies. They seem to be very pleasant and capable and sensitive to the constraints on this particular problem.

I questioned them on one point on which they were not clear, and I would like to suggest that you clarify this one point because it is rather important. The question is whether their job is to be sure that the production ADX systems are of good design, or to be sure that they are unique in appearance from the production DEC units sold to other people, or if they are supposed to do both. From our point of view, it, of course, would be good if we could incorporate in our standard design any improvements in efficiency and looks that they come up with and to take advantage of color, logo, and perhaps trim to make the units look different from what DEC is selling to other people.

When you have some thoughts on this, we would also like to hear what they are.

Sincerely yours,

Kenneth H. Olsen

KHO/jv

cc: Mr. Scott



June 9, 1961

Mr. Scott  
Lippincott & Mergulies  
430 Park Avenue  
New York, N. Y.

Dear Mr. Scott:

I am sorry that I was not available to say good-bye to you when you left today. I hope you received all the information you looked for, and I would like to invite you to call on us whenever any questions arise or for any other drawings or information which we can supply to you.

In fact, we would like to encourage you to keep in touch with us as you develop your proposal so that we can influence it when the limitations of our facilities and personnel are important.

Sincerely yours,

Kenneth H. Olson

KHO/jv

cc: Mr. Leo Murphy, ITT Corporation



June 7, 1961

Mr. Robert J. Calvin  
86 Buckingham Street  
Cambridge 36, Massachusetts

Dear Mr. Calvin:

Thank you for your letter expressing interest in Digital Equipment Corporation.

DEC stock is not publicly available at the present time and, therefore, no annual reports are available to the public. As you may know, we are a majority-owned affiliate of American Research and Development Corporation in Boston, Massachusetts, whose stock is currently being traded on the New York Stock Exchange.

Enclosed is a collection of literature describing our line of proprietary products. We appreciate your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



June 6, 1961

Mr. H. J. Oorthuys  
Oregon State University  
School of Engineering  
Department of Electrical Engineering  
Corvallis, Oregon

Dear Mr. Oorthuys:

We were very pleased and interested to hear about your very high speed computer project. We would like to co-operate and help you in any way we can, although we have, so far, had only limited success in very high speed circuitry.

We have been experimenting in the 20 to 50 megacycle speed range for some time, and we have had some good experimental results but, so far, have not approached anything which we feel is commercially feasible. We do feel considerable pressure on us, however, to come out with something faster than our present 5 and 10 megacycle lines.

We are now very conscious of the difficulty and problems involved in making even 5 and 10 megacycle circuitry, after having made several thousand units a month for several years. We find that it is difficult to specify and test the critical parameters of the transistors to be sure that all transistors will work in the circuits that even work at this relatively low speed. And so we are very respectful of the problems at significantly higher speeds. This is in spite of the fact that we appear to have immediate success whenever we try an experimental high speed circuit. The problems develop when we try to design in margins to all the parameters which we are sure that are important, such as component values, temperature and transistor values.

Lincoln Laboratory has been working for some time on a 50 megacycle computer which might be of interest to you. This computer is quite small, and it is designed just to prove the feasibility of the circuits and of the thin film memory. Mr. William Papien is in charge of the group, and I am sure that he will be happy to give you any information you desire on their work.



Mr. H. J. Oorthuys

-2-

June 6, 1961

I am including a collection of our literature. If you would like any more information or if you would like schematics of some of our high speed circuitry, we would be happy to send them to you.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures

COPY



June 6, 1961

Professor Peter Elias  
Electrical Engineering Department  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear Professor Elias:

We are pleased to let you know that DEC is planning to offer to donate a PDP-1 computer to the Electrical Engineering Department. This decision is not official as yet because we have not fulfilled all the detail of those state laws which are designed to prevent the officers from giving away the assets of a company without due concurrence of the stockholders. However, all the people involved have already expressed enthusiasm for this project.

We already have this machine on our production schedule and plan to have it ready for delivery before September 15. We would like to meet soon with the appropriate people to discuss room layout and plans for maintenance, and other details. We would also like to know what the long-term needs might be for additional equipment because they may influence some of the packaging of the initial machine.

We would like to meet with the appropriate person or persons at their convenience to talk about these details.

Sincerely yours,

Kenneth H. Olsen

KHO/iv

cc: Professor J. F. Reintjes  
Mr. John Ward



June 6, 1961

General Products Corporation  
Union Springs  
New York

Dear Sir:

Please send descriptive information on your new Gen-Pro taper  
pin terminal boards.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



June 6, 1961

Sales Meetings  
1212 Chestnut Street  
Philadelphia 7, Pennsylvania

Dear Sir:

I have just seen a copy of your magazine "Sales Meetings" and found it very interesting. Please let me know how I can subscribe to this magazine.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



June 5, 1961

Mr. Leon B. Meader  
5 Smart Road  
West Acton, Massachusetts

Dear Leon:

I enjoyed having the opportunity to visit with you during the retreat at Brookwoods this last weekend. I have often thought of the possibility of supplying something we have that might be of interest to your math students. We have done a little work with the Concord High School and were very pleased to find that one of our best technicians is a graduate of Concord High who came from the group which was initiated to computer technology by some of our friends at Lincoln Lab. If you have some free time any afternoon, do come down for a visit. I can show you what we have and we can see what we might get together for a high school class. If you call locally, our phone number is TWincola 7-8821, and from Waltham it is TWinbrook 9-0510.

I am enclosing some of our literature. Our Laboratory Modules, or Test Equipment, would be very good for a classroom demonstration on digital techniques. I don't know very much about using a computer, but I might be able to show you a little bit of what we can demonstrate with the machine we have here.

I look forward to seeing you soon.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



June 2, 1961

Mr. Howard F. Weber  
Vice President  
Van Dyck Associates  
One Bridge Square  
Westport, Connecticut

Dear Howard:

I am sending this note to let you know as clearly and as straightforwardly as possible just why we are terminating our present arrangement with you. We find that we have long periods of time in which we have no design problems, and that we had to make work for Bob when he arrived during these periods. This was expensive and not satisfying for either party.

Secondly, we found that when we did have problems they were so urgent that there was not time to wait for Bob to take part, or he could only get in on the fringe of the effort.

In addition, most of our design problems are for one-of-a-kind projects on which the pricing and timing are very competitive. Our engineers feel that for these projects a design consultant not only adds directly to the cost but also adds delay and extra manufacturing costs.

Because we are convinced of your ability, we would like to remain on good terms with you so that we can come back to you when we do have further needs.

We understand that Bob Pfister will be here on Monday, June 5, and will, at one time, complete all our obligations for the ninety-day cancellation period. During this time, we would like to hear the final results of the color study which we have been working on for the last year, and we would like to have some work done on a number of odds and ends.

Sincerely yours,

KHO/v

Kenneth H. Olsen

cc: Mr. Robert D. Pfister



May 23, 1961

Mr. John E. Ward  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear John:

Thank you for loaning this copy of the computer report.  
It was very interesting and in some ways very detailed and thorough.  
Maybe if we get a PDP computer in Building 10 we can  
influence the final conclusions of the Committee.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosure



May 8, 1961

Mr. L. R. Gultard  
17855 N. E. 7th Court  
Miami, Florida

Dear Mr. Gultard:

Thank you for your card expressing interest in Digital Equipment Corporation.

DEC stock is not publicly available at the present time and, therefore, no annual reports are available to the public. As you may know, we are a majority-owned affiliate of American Research & Development Corporation in Boston, Massachusetts, whose stock is currently being traded on the New York Stock Exchange.

I am enclosing a collection of our promotional literature which will give you an idea of our line of proprietary products. We appreciate your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



May 5, 1961

Mr. Wayne P. Brobeck  
Vitro Corporation of America  
Suite 245  
777 Fourteenth Street, N. W.  
Washington 5, D. C.

Dear Wayne:

I'm sure you would like to hear what has happened to the ITT contract. The evening of the Board of Directors meeting we told ITT that we would not sign their contract, and the next day Bob Hughes and the president of the new ITT Corporation flew up to see us in their corporate airplane and asked us if we would sell computers on normal business terms. We, of course, said yes and we now have the purchase order for the prototype and expect orders for the production units before June 1.

We, in effect, told them that we didn't want all the legal constraints but that they should just have confidence in us. Now that they have shown this confidence, we feel that it is a more severe constraint to deliver than the legal constraints would have been.

Dickering with ITT for the month of April was a real burden on us, but we feel that it was a worth-while education and, in the end, I think we did very well.

I try to attend many of the trade shows in this country because we get so many good ideas from them. However, we have never bothered to go to any of the European shows and, as a result, feel quite naive as to what is going on there. I just decided to go to the German Industries Fair in Hanover the first of next week and the Instruments Show in Paris late in the week. I feel a little ill prepared for the trip, but if the dates didn't force us to make the decision we would never get there.

We are about to buy a new truck today for which we will ask for "after the fact" Board approval. Our Volkswagen, which we bought



two years ago, has just died completely. Its value is \$25 which will just pay for the labor spent in taking it apart to diagnose the troubles. We are buying a used, but almost new, International Traveler which is a high station wagon on a truck body. We are very pleased with this and we are confident that we have a good buy here.

Sincerely yours,

Kenneth H. Olsen

KHO/iv

COPY



May 5, 1961

Mr. Arnaud de Vitry  
1133 Park Avenue  
New York 28, N. Y.

Dear Arnaud:

We were pleased to have you at the last Board meeting for we feel that you make a real contribution to the meeting.

I thought you would be interested to know what has happened with respect to ITT. The evening of the Board of Directors meeting we told ITT that we would not sign their contract, and the next day Bob Hughes and the president of the new ITT Corporation flew up to see us in their corporate airplane and asked us if we would sell computers on normal business terms. We, of course, said yes and we now have the purchase order for the prototype and expect orders for the production units before June 1.

We, in effect, told them that we didn't want all the legal constraints but that they should just have confidence in us. Now that they have shown this confidence, we feel that it is a more severe constraint to deliver than the legal constraints would have been.

Dickering with ITT for the month of April was a real burden on us, but we feel that it was a worth-while education and, in the end, I think we did very well.

I try to attend many of the trade shows in this country because we get so many good ideas from them. However, we have never bothered to go to any of the European shows and, as a result, feel quite naive as to what is going on there. I just decided to go to the German Industries Fair in Hanover the first of next week and the Instruments Show in Paris late in the week. I feel a little ill prepared for the trip, but if the dates didn't force us to make the decision we would never get there.

We are about to buy a new truck today for which we will ask for "after the fact" Board approval. Our Volkswagen which we bought



two years ago has just died completely. Its value is \$25 which will just pay for the labor spent in taking it apart to diagnose the troubles. We are buying a used, but almost new, International Traveler which is a high station wagon on a truck body. We are very pleased with this and we are confident that we have a good buy here.

Sincerely yours,

Kenneth H. Olsen

KHO/iv

COPY



May 5, 1961

Mr. S. C. Yuter  
485 Lexington Avenue  
New York 17, N. Y.

Dear Mr. Yuter:

When we received your letter of January 16 offering a license to certain Curtiss-Wright computer patents, we set about to collect copies of each of these patents. We now have these patents collected and have glanced through them. We have found nothing of interest to the work we are doing or plan to do in the future; but because this stack of patents is so high, we have made only a cursory search through them. We would like to know if you had any particular patents in mind that we should be interested in.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



May 4, 1961

Miss Iannone  
American Airlines  
470 Atlantic Avenue  
Boston 10, Massachusetts

Dear Miss Iannone:

Please issue International Q air travel cards to Harlan E. Anderson and Stanley C. Olsen. Also, please issue a restrictive individual International card to Jonathan Fadiman.

The street address for Digital Equipment Corporation which will be used on these cards is 146 Main Street, Maynard, Massachusetts.

If you require any further information, please be sure to let us know.

Sincerely yours,

Kenneth H. Olsen  
President



May 4, 1961

Mr. Fred O. Fleming  
Administration Manager  
American Radio Company, Inc.  
445 Park Avenue  
New York 22, N. Y.

Dear Mr. Fleming:

Thank you for offering to send the CSF publication to me. It is a very interesting magazine, and I will look forward to receiving it. The address you are using is correct.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosure



April 28, 1961

Mr. David Nelson  
19 Rosselin Road  
Dorchester 22, Massachusetts

Dear Dave:

This is a note to remind you to send the audio specifications. I am enclosing a self-addressed envelope that you can mail them in. After I get them, I will make a photocopy of them and send you a copy.

We do a lot of electronics work here, and you might be interested in visiting us someday to see what we do. We are about thirty miles from Boston, but right on a bus line from Harvard Square. If you would like to come out and pay us a visit, give me a call on our Waltham phone number, TWINbrook 9-0510.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



April 28, 1961

Mr. David C. Olsen  
Anelex Corporation  
150 Causeway  
Boston, Massachusetts

Dear Dave:

Here is a sample Sylvania plug-in unit which is used very much like the one you are using. You can see that they use plug-in boards, which is something I think you ought to look into.

Sincerely yours,

KHO/jv  
Enclosures



April 28, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 102 Patent Coupons



April 26, 1961

Dr. James Peterson  
16 Clarke Street  
Lexington, Massachusetts

Dear Jim:

I asked our Personnel Office to check with the Middlesex Tuberculosis and Health Association to see what reassurance they could give some of our employees who have shown concern about their portable operation. Enclosed is a memo I got in return. Someday I would like to hear your reaction to this. The numbers, of course, mean absolutely nothing to me.

Sincerely yours,

KHO/jv  
Enclosure



April 26, 1961

Western Electronic Products Company  
2420 Northlake Avenue  
Altadena, California

Dear Sirs:

Please send descriptive information on your thermal wire strippers.

Sincerely yours,

Kenneth H. Olsen

KHO/v

COPY



April 14, 1961

Dr. Alexander Efron  
Chairman, Physics Department  
Stuyvesant High School  
345 East 15th Street  
New York 3, N. Y.

Dear Dr. Efron:

We are pleased to hear of your interest in our digital building blocks, and we would like to help you in any way we might. I am enclosing two of our System Building Blocks which are examples of the units used to make modern, high speed, transistorized computers. I am also enclosing a couple copies of our book on logic. If the material in these books are of interest to your students, we would be happy to supply you with additional copies.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
enclosures



April 12, 1961

Mr. W. Allen Marchman  
1001 Buffalo Avenue  
Niagara Falls, New York

Dear Mr. Marchman:

Thank you for your letter expressing interest in Digital Equipment Corporation.

DEC stock is not publicly available at the present time, and, therefore, no annual reports to the stockholders are available. As you may know, we are a majority-owned affiliate of American Research & Development Corporation, in Boston, Massachusetts, whose stock is currently being traded on the New York Stock Exchange.

I am enclosing a collection of our promotional literature which will give you an idea of our line of proprietary products.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



April 12, 1961

Electronic Industries Magazine  
Chilton Company  
Chestnut & 56th Streets  
Philadelphia 39, Pennsylvania

Dear Sirs:

Please send a reprint of the article titled "The Problem of Splinter Companies," in Electronic Industries magazine of April, 1961. Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



April 11, 1961

Mr. Antonio Grasselli  
Princeton University  
School of Engineering  
Princeton, New Jersey

Dear Mr. Grasselli:

We wish to thank you for offering your technical services in Europe. We have not been active in the European market, and so at the present time we do not have needs in that area; but we will keep your letter on file so that when we become more active in Europe we can get in touch with you.

I am enclosing some of our literature so that you can have an idea as to what our product line is.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



April 11, 1961

Wilbur B. Driver Company  
160 Riverside Drive  
Newark 4, New Jersey

Dear Sirs:

We heard from Hughes Aircraft Company that you are one of the suppliers of the flat nickel conductors used for making miniature welded electronic assemblies. Please send us catalog information on this conductor material.

Sincerely yours,

Kenneth H. Olsen

KNO/jv



April 11, 1961

Driver-Harris Company  
Harrison  
New Jersey

Dear Sirs:

We heard from Hughes Aircraft Company that you are one of the suppliers of the flat nickel conductors used for making miniature welded electronic assemblies. Please send us catalog information on this conductor material.

Sincerely yours,

Kenneth H. Olsen

KHO/v



April 11, 1961

Gates Acoustinet  
P. O. Box 2391-03  
Buffalo 23, New York

Dear Sirs:

Please send descriptive information on the Gates "CTS Computyper  
Acoustical Unit."

Sincerely yours,

Kenneth H. Olsen

KHO/iv

COPY



April 6, 1961

Mr. William H. Osborn, Jr.  
Lehman Brothers  
One William Street  
New York 4, New York

Dear Mr. Osborn:

I want to thank you for sending the name and address of Mr. Cross to us. We do not look forward to renegotiation, and I am sure we will need help in this.

We look forward to seeing you when you are in Boston.

Sincerely yours,

Kenneth H. Olson

KHO/v



April 6, 1961

**Omnitronics, Inc.**  
**511 North Broad Street**  
**Philadelphia 23, Pennsylvania**

**Dear Sirs:**

**Please send descriptive information on your photoelectric tape reader, as described in the April issue of Product Design & Development magazine.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO/iv**



March 29, 1961

Mr. K. K. Thampy, Instructor  
Indian Railways School of Signal  
Engineering & Telecommunications  
Lalaguda, Secunderabad-17  
INDIA

Dear Mr. Thampy:

We are pleased to hear of your interest in the DEC booklet titled "Building Block Logic." We are very happy to send you a copy of this with a few other pieces of our literature.

If these booklets would be helpful in your teaching, we would be glad to send any number you would like, free of charge.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 29, 1961

Russell Manufacturing Co.  
Industrial Heights  
Middletown, Connecticut

Dear Sirs:

Please send descriptive information on your Rusco Centerflex transmission belting and Rusco-Vultek rubber belting.

Sincerely yours,

Kenneth H. Olsen

KHO/v

COPY



March 29, 1961

**Mr. Frank L. Steeves  
Associate Professor of Education  
The University of Vermont  
College of Education and Nursing  
Burlington, Vermont**

**Dear Professor Steeves:**

**We are pleased to hear of your interest in teaching machines. We would like to co-operate with you as much as possible, but I am afraid our help will be somewhat limited because we have done very little directly in the field.**

**We do make a high speed digital computer which Bolt Beranek & Newman, in Cambridge, Massachusetts, plan to use as a teaching machine or as a device to simulate a teaching machine.**

**I am enclosing some literature on our PDP computer. If we can supply any additional information or if you would like photographs, we would be pleased to send them to you.**

**Sincerely yours,**

**Kenneth H. Olson**

**KHO/v  
Enclosures**



March 29, 1961

Mr. S. C. Desai  
Deputy Director  
Central Water & Power Research Station  
20, Bombay-Poona Road  
Poona-3, INDIA

Dear Mr. Desai:

We are pleased to hear of your interest in a digital computer. I am afraid the computer which we offer does not fill your specifications because it is not tropicalized and has a word length of only 18 bits. However, I am sending descriptive literature on this unit and on the Building Blocks from which it is made. If we can ever be of any assistance to you, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/iv  
Enclosures



March 28, 1961

Dr. E. T. Howvours  
P. O. Box 1389  
Wilmington 99, Delaware

Dear Dr. Howvours:

Thank you for your recent request for financial information on Digital Equipment Corporation. DEC stock is not publicly available at present, and we do not expect it to become so in the immediate future. Therefore, no annual reports to the stockholders are available.

As you may know, we are a majority-owned affiliate of American Research & Development Corporation, in Boston, whose stock is currently being traded on the New York Stock Exchange.

Digital Equipment Corporation manufactures a line of proprietary products which are described in the enclosed literature. If you have any questions, or if I can be of further help to you, please be sure to let me know.

Thank you for your interest in DEC.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 28, 1961

Electric Indicator Company, Inc.  
Camp Avenue  
Stanford, Connecticut

Dear Sirs:

Please send a copy of your latest complete catalog for our  
files. Thank you.

Sincerely yours,

Kenneth H. Olson

KHO/v

COPY



March 23, 1961

Mr. Daniel G. Lawrence  
International Business Machines Corporation  
Communications Center  
10301 Lakeview Drive  
Rockville, Maryland

Dear Dan:

It was good to meet you again at the I.R.E. Show and to hear of your interest in Building Blocks. I am enclosing several pieces of literature; and if you can use any more, please feel free to call on us. We want to help you as much as we can on the equipment you already have and help you fill any needs you have in the future.

If you would like to borrow some of this equipment or try it out, or have a demonstration, please let us know.

I am sending (under separate cover) several copies of our Logic Book. If you would let us know how many you can use, we would be glad to send you any number.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 23, 1961

Mr. Charles Fredericks  
International Business Machines Corporation  
Federal Systems Division  
Neighborhood Road  
Kingston, New York

Dear Chuck:

It was good to meet you again at the I.R.E. Show and to hear of your interest in Building Blocks. I am enclosing several pieces of literature; and if you can use any more, please feel free to call on us. We want to help you as much as we can on the equipment you already have and help you fill any needs you have in the future.

If you would like to borrow some of this equipment or try it out, or have a demonstration, please let us know.

I am sending (under separate cover) several copies of our Logie Book. If you would let us know how many you can use, we would be glad to send you any number.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 23, 1961

Mr. James R. Kiseda  
International Business Machines Corporation  
Research Center  
Yorktown Heights, New York

Dear Jim:

I was glad you stopped in to see us at the I.R.E. Show. I am enclosing a few pieces of literature that we have that might be of interest to you. The Logic Book is something which many companies are finding useful to help train their new technicians. If you can use a quantity of these, we would be happy to send them to you.

We would like to come down and demonstrate our solid state current drivers to you sometime. If you would let us know when it would be convenient, we would be very happy to come down.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 23, 1961

United Aircraft Products, Inc.  
Box 1035  
Dayton, Ohio

Dear Sirs:

Please send descriptive information on the United Metallic  
"O" rings as described in Product Design & Development magazine.

Sincerely yours,

Kenneth H. Olsen

KHO/v



March 23, 1961

Climax Metal Products Company  
863 East 140th Street  
Cleveland 10, Ohio

Dear Sirs:

Please send descriptive information on your nylon gears, pulleys,  
and ratchets, as described in Product Design & Development magazine.

Sincerely yours,

Kenneth H. Olsen

KHO/v



March 21, 1961

Mr. Josiah Macy  
Department of Physiology  
Albert Einstein School of Medicine  
Yeshiva University  
Eastchester Road and Morris Park Avenue  
New York 61, New York

Dear Mr. Macy:

We are pleased to hear of your interest in the PDP computer, and I hope that we will be able to see you during the I.R.E. Show to discuss it in detail. I am enclosing some of our literature describing the PDP.

We have delivered one computer to Bolt, Beranek and Newman, Inc., in Cambridge, who are interested in applying it to various medical applications. If you are interested in their experience and performance on the computer, I am sure that they would be glad to tell you. The man in charge of the group is Dr. Licklider, and the man most knowledgeable about the computer is Mr. Edward Fredkin. We are now building four computers, one of which will go to Itek Corporation, and one to the Air Force for psychological experiments.

The prices on the computer are as follows:

Basic Computer with Photoelectric Tape Reader and Paper Tape Punch and Typewriter	\$110,000.
Tape Unit, Type 50	15,000.
Tape Control Unit, Type 51	7,500.



Mr. Josiah Macy

- 2 -

March 21, 1961

Tape Control, Type 52	\$ 35,000.
Memory Module 11	40,000.
Memory Module 12	30,000.
Memory Module 13	30,000.
Multiply and Divide, Type 10	10,300.

If there are any other questions, please feel free to call on us. If you would like to try out our machine, we have it available at our plant for potential customers to experiment with.

Sincerely yours,

Kenneth H. Olsen

KHO/p  
Enclosures

COPY



March 17, 1961

**Mr. H. R. Gilson, President  
Consolidated Avionics Corporation  
800 Shames Drive  
Westbury, New York**

**Dear Mr. Gilson:**

I want to thank you for your thoughtful letter. Digital Equipment Corporation stock is not presently available, and although we do eventually expect to have the stock publicly traded, we have no immediate plans to do so.

The company is financed by American Research & Development Corporation, of Boston, and they own the large majority of the stock. Their stock is publicly traded and, as of a few days ago, is listed on the New York Stock Exchange.

Sincerely yours,

Kenneth H. Olsen

KHO/v



March 17, 1961

Mr. T. C. Lu  
North American Aviation, Inc.  
Columbus Division  
4300 East Fifth Avenue  
Columbus 16, Ohio

Dear Mr. Lu:

We are pleased to hear of your interest in our products and to hear of the recommendation that Bernie Widrow has given us. I am enclosing a collection of our catalogs which include a description of our small PDP computer. If you would like more detailed information on a specific product, we would be very pleased to send it to you; and if you would like to look at some of the equipment and play with it, we would be happy to loan units for evaluation.

We maintain a large inventory of Building Blocks, and so we can fill most orders "off the shelf." We also have a number of units to do special jobs that we don't list in our catalog but that we have developed for special systems.

Our PDP computer has created a lot of interest in the field, particularly by the very technical groups who can understand what the machine can do. Besides our prototype which we had in operation for fifteen months, we have delivered one to Bolt, Beranek & Newman, Inc., in Cambridge, and will deliver another one very soon to Ittek Corporation. We have four being built right now, and we hope to deliver those in the next few months.

If we can be of any help to you, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 17, 1961

Mr. Walter E. Brown, Jr.  
Jet Propulsion Laboratory  
4800 Oak Grove Drive  
Pasadena, California

Dear Mr. Brown:

I want to thank you for taking the time with Ted Johnson and myself to tell us about your thoughts on our equipment. Building Blocks are the heart of our business and it is very important that we do a good job and take advantage of all the ideas that our customers develop.

I think we have a very good solution to the problem you had of not finding enough ground terminals. We are now rewiring all the power and ground connections on the taper pin panels as we have been on our standard panels. In doing this, we are using only one of the two parallel ground sockets. This leaves one ground terminal on each socket free, which I think will take care of all the needs.

We are also connecting this ground wire several times to the chassis ground. We feel this is very important because we have found that the only way one can really be safe in large systems from noise problems is to develop a large and complete ground plane and ground all terminals to this plane. By making these grounds within the panel, we will encourage people to develop this ground net or plane.

We are looking into the idea of having printed strips for each of our plug-in units to help identify the socket terminals, but this is going to take a little time to work out.

We would appreciate hearing other ideas or experiences you have with our equipment, and if we can help you in any way, please feel free to call on us.

Sincerely yours,

KHO/v

Kenneth H. Olson



March 14, 1961

Mr. David H. Steelin  
Box 426  
305 Memorial Drive  
Cambridge 39, Massachusetts

Dear Mr. Steelin:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour, beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWINbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olson

KHO/v  
Enclosures



March 14, 1961

Mr. William Wai Chang  
314 Harvard Street  
Cambridge 39, Massachusetts

Dear Mr. Chang:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

KHO/nd  
Enclosures

Kenneth H. Olsen



March 14, 1961

Mr. William C. Grimmell  
3 Ames Street  
Cambridge, Massachusetts

Dear Mr. Grimmell:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is Twinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Mr. Robert S. Kaplan  
2018 Commonwealth Avenue  
Brighton 35, Massachusetts

Dear Mr. Kaplan:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

KHO/nd

Kenneth H. Olsen

Enclosures



March 14, 1961

Mr. Joseph P. McHamara, Jr.  
33 Pershing Road  
Jamaica Plain, Massachusetts

Dear Mr. McHamara:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is Twinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Mr. Kenneth L. Macoul  
272 Marlborough Street  
Boston, Massachusetts

Dear Mr. Macoul:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

KHO/nd  
Enclosures

Kenneth H. Olsen



March 14, 1961

Mr. Paul E. Wood, Jr.  
11 Everett Street  
Cambridge 38, Massachusetts

Dear Mr. Wood:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Mr. Herbert A. Fox  
222 Babcock Street  
Brookline 46, Massachusetts

Dear Mr. Fox:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWINBROOK 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

KHO/nd  
Enclosures

Kenneth H. Olsen



March 14, 1961

Mr. Andrew Bulfer  
37 Bay State Road  
Boston, Massachusetts

Dear Mr. Bulfer:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Mr. Harold Levy  
305 Memorial Drive  
Cambridge 39, Massachusetts

Dear Mr. Levy:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock of our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

KHO/nd  
Enclosures

Kenneth H. Olsen



March 14, 1961

Mr. Erik V. Pedersen  
487 Commonwealth Avenue  
Boston 15, Massachusetts

Dear Mr. Chang:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would live very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Mr. Thomas N. Hastings  
28 The Fenway  
Boston 15, Massachusetts

Dear Mr. Hastings:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour beginning at 8:25 a.m.

We would like to have you talk to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/nd  
Enclosures



March 14, 1961

Chicago Hardware Company  
North Chicago  
Illinois

Dear Sirs:

Please send descriptive information on your new CHT table bases.

Sincerely yours,

Kenneth H. Olsen

KHO/v

COPY



March 14, 1961

Mr. James A. MacStravic  
38½ Cherry Street  
Somerville, Massachusetts

Dear Mr. MacStravic:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

We would like to have you speak to some of our senior engineers; and if you would call Mrs. Chamock of our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWainbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you, if you decide to visit our plant.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 14, 1961

Mr. Raul Curbelo  
26 Clinton Street  
Cambridge 39, Massachusetts

Dear Mr. Curbelo:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

We would like to have you speak to some of our senior engineers; and if you call Mrs. Charnock in our Personnel Department, she will arrange a convenient date for your visit. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you, if you decide to visit our plant.

Thank you for your interest in our company. If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



March 13, 1961

Mr. Charles Bennett  
51 Ames Street  
Dorchester, Massachusetts

Dear Mr. Bennett:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour, beginning at 8:25 a.m.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 13, 1961

Mr. William C. Stevens, Jr.  
6 Dennison Avenue  
Swampscott, Massachusetts

Dear Mr. Stevens:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour, beginning at 8:25 a.m.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is Twinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 13, 1961

Mr. Leo Chudigian  
49 Locust Street  
Winthrop 52, Massachusetts

Dear Mr. Chudigian:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you, if you decide to visit our plant.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 13, 1961

Mr. Jordan L. Miller  
1737 Commonwealth Avenue  
Boston 35, Massachusetts

Dear Mr. Miller:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you, if you decide to visit our plant.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



March 13, 1961

All Steel Equipment, Inc.  
Aurora  
Illinois

Dear Sirs:

Please send descriptive information on your office furniture.

Sincerely yours,

Kenneth H. Olsen

EHO:MR

COPY



March 13, 1961

Scandix Designs Inc.  
432 Park Avenue South  
New York 16, N.Y.

Dear Sirs:

Please send descriptive information on your modular desks and office furniture.

Sincerely yours,

Kenneth H. Olsen

KHO:mr



March 13, 1961

Mr. John S. Huber, Jr.  
31 Sharon Road  
Quincy 71, Massachusetts

Dear Mr. Huber:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

If you need transportation to Maynard, a bus leaves Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes past the hour, beginning at 8:25 a.m.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



March 13, 1961

Mr. Richard J. Tringale  
32 Sixth Street  
Medford, Massachusetts

Dear Mr. Tringale:

I was very pleased to interview you last week and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you, if you decide to visit our plant.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olson

KHO/jv  
Enclosures



March 13, 1961

Mr. Richard E. Radtke  
39 Brigham Street  
Watertown, Massachusetts

Dear Mr. Radtke:

I was very pleased to interview you on Thursday and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us. Incidentally, if you should find transportation to Maynard a problem, there is a bus leaving Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes after the hour, beginning at 8:25 a.m.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you, and see if he is free at that time. The best number to call is our Waltham phone, which is Twinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

We look forward to seeing you here at DEC, and if you have any questions, please call me at the above number.

Sincerely yours,

Kenneth H. Olsen



March 13, 1961

Mr. John C. MacKeen  
13 Harrison Street  
Cohituate, Massachusetts

Dear Mr. MacKeen:

I was very pleased to interview you on Thursday and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us. Incidentally, if you should find transportation to Maynard a problem, there is a bus leaving Harvard Square at the corner of Massachusetts Avenue and Gardner Street every hour at 25 minutes after the hour, beginning at 8:25 a.m.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you, and see if he is free at that time. The best number to call is our Waltham phone, which is Twinbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

We look forward to seeing you here at DEC, and if you have any questions, please call me at the above number.

Sincerely yours,

Kenneth H. Olsen



March 10, 1961

Mr. Theodore A. Russo  
73 Prospect Avenue  
Revere 51, Massachusetts

Dear Mr. Russo:

I was very pleased to interview you yesterday and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



March 10, 1961

Mr. Robert E. Hamilton  
40 Dartmouth Street  
Arlington, Massachusetts

Dear Mr. Hamilton:

I was very pleased to interview you yesterday and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers in order to maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find the plant, if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone, which is TWInbrook 9-0510. The week of March 20 to 24 will be inconvenient from our standpoint because of the I.R.E. Show in New York City which most of our engineers will be attending.

Enclosed is a copy of our own application form which we would like you to fill out because it has a little more information and is in a form which we find easier to use. Please bring this completed form with you at the time of your visit.

If you have any questions, do not hesitate to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



March 10, 1961

Joy Manufacturing Company  
Oliver Building  
Pittsburgh 22, Pennsylvania

Dear Sirs:

Please send a copy of your bulletin No. 2518-64B on the Joy Axivane  
Series 60 electronic cooling fans. Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/iv



March 10, 1961

**Stearns Electric Corporation  
120 North Broadway  
Milwaukee 2, Wisconsin**

**Dear Sirs:**

**We would appreciate receiving information on your clutch data  
file 61C. Thank you.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO/v**

COPY



March 10, 1961

Globe Industries, Inc.  
1784 Stanley Avenue  
Dayton 4, Ohio

Dear Sirs:

Please send a copy of your bulletin No. GNB describing your Vaneaxial  
AC/DC Universal Blower. Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/v

COPY



March 9, 1961

Mr. W. R. Mullison  
1412 N. Parkway  
Midland, Michigan

Dear Mr. Mullison:

Thank you for your recent letter requesting information about Digital Equipment Corporation.

DEC stock is not available on the market and, therefore, no annual reports to the stockholders are prepared. As you may know, DEC is a majority-owned affiliate of American Research & Development Corporation, of Boston; and we are pleased to inform you that AR&D stock is going to be traded on the New York stock exchange within the next few days.

Digital Equipment Corporation manufactures a line of proprietary products which are described in the enclosed literature.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olson

KHO/v  
Enclosures



March 9, 1961

Mr. Erwin Tomash  
Telemeter Magnetics, Inc.  
P. O. Box 329  
Culver City, California

Dear Erwin:

Thank you for the very pleasant lunch we enjoyed during our visit to Los Angeles. I was very pleased to see the enthusiasm with which you see the future of your business.

I was particularly pleased to hear about your expectation for the future of the very fast memory. We will be interested to watch the development of this memory because, if the price comes even close to your expectation, it will be a real contribution to the field.

Probably the most interesting bit of news I picked up during the trip was the fact that the Ampex digital tape department will now come under you. We look forward to big improvements there in the future.

Thank you for your hospitality.

Sincerely yours,

Kenneth H. Olson

KHO/v



March 9, 1961

Professor N. L. Cotton  
Department of Electronics  
Naval Postgraduate School  
Monterey, California

Dear Professor Cotton:

I was pleased to have the opportunity to talk to you two weeks ago, and I hope that in the future we will have an opportunity to be of service to you. After my visit, I was able to see why the Monterey Post-graduate School is the pride of the Navy.

I feel that our Building Blocks could be a real help to you in both teaching and in experimental work. We would very much like to have you try them out at our expense for as long a time as would be useful. We would be happy to loan you almost any of the Building Blocks that you would like. I would suggest that you request two 901 mounting panels, about eight or ten 3201 flip-flops, and enough other units of the 3000 Series to fill up the two mounting panels. I would also suggest that you request one 1906 mounting panel which uses our System Building Blocks but use the Test Equipment stacking banana pins for interconnection. One mounting panel holds twenty units and you can make up any assortment you would like. You should also request one 721 power supply.

I was very much interested in your need for a small, very high speed memory. We are obtaining samples of the latest very high speed cores, and we will perform experiments with them, but we will not be able to actively pursue this for about three months because of previous commitments of our memory group. I would, however, like to hear from you what the optimum size of this memory is so that if our experiments work out very well, we can give you some definite information.

I do hope that you will accept our offer to loan equipment to you.

Sincerely yours,

KHO/jv

Kenneth H. Olsen



March 8, 1961

Professor A. B. Mewborn  
Department of Math & Mechanics  
Naval Postgraduate School  
Monterey, California

Dear Professor Mewborn:

I enjoyed visiting with you two weeks ago and seeing your facilities. I had heard that the Postgraduate School was the pride of the Navy, and I can see why. I was most pleased to see the enthusiasm and interest shown by the faculty and students.

I have taken the liberty of putting you on our mailing list; and if at any time we can be of any help, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/v



March 8, 1961

Professor W. R. Church  
Chairman of the Department  
Department of Math & Mechanics  
Naval Postgraduate School  
Monterey, California

Dear Professor Church:

I want to thank you for the very gracious reception that I received while visiting the Postgraduate School two weeks ago. I was very interested and pleased to discover that both an academic environment and an enthusiasm have been generated there.

I have taken the liberty of putting you on our mailing list; and if at any time we can be of any help to you, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/v



March 8, 1961

**Mr. William H. Congleton  
American Research & Development Corporation  
The John Hancock Building  
Boston 16, Massachusetts**

**Dear Bill:**

We are going to have to justify the profit level which we expect to the Government sometime this year. I think a copy of IBM's profit record would be a good argument when the time comes. If you could easily obtain current or back copies of the IBM annual report, we would like to see them.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



March 2, 1961

**Mr. Vernon D. Walker, President  
M S & A, Inc.  
12838 Weber Way  
Hawthorne, California**

**Dear Mr. Walker:**

**I appreciated the opportunity to talk with you and your people last week and to hear about your organization. We have found it very worth while to work with several consulting organizations in the East, but thus far we have no ties with anyone on the West Coast. None of the organizations here have as broad interest and abilities as your organization, and we look forward to getting to know you better and co-operating on projects in the future.**

**If you ever have any questions, suggestions, or ideas on ways in which we might co-operate, be sure to let us know.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO/v**



March 2, 1961

Professor Melville Clark, Jr.  
Room 24-102  
Massachusetts Institute of Technology  
77 Massachusetts Avenue  
Cambridge 39, Massachusetts

Dear Professor Clark:

We were pleased to see the confidence you have shown in DEC in offering us the opportunity to manufacture your new musical instrument. This idea has indeed fascinated us, but after thinking about it for some time, it is clear to us that we are not in a position to take advantage of this offer. We are now too heavily committed to projects which we now have under way.

I mentioned your idea to Mr. Paul E. Richards, president of Richards Music Corporation, yesterday and he would like to hear from you to see if they could participate in this project. Richards Music Corporation has just received some financing from American Research & Development Corporation, who are the parent company of DEC. Richards has set about to consolidate a number of music companies into one large organization which will be big enough to exploit modern high speed manufacturing techniques and aggressive advertising campaigning. They already have several lines in their company and, in the immediate future, they hope to acquire an electronic organ company, and they plan to invest in the development of new musical instruments. They seem like very aggressive and capable people.

I am enclosing a calling card of Mr. Richards, so if you are interested you can get in touch with him.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosure



February 21, 1961

Mr. Robert E. Slater  
The John Hancock Building  
200 Berkeley Street  
Boston, Massachusetts

Dear Bob:

We are going to have our computer set up in the Dorothy Quincy Suite of the John Hancock Building on Monday afternoon, February 27, or Tuesday morning, February 28. We would like to take some time to show it to your people, if it would be convenient for them. I will be out of town for the week before that, but if you would have someone call Harlan Anderson, he would be happy to set up a time when we could put on a demonstration for you.

Sincerely yours,

Kenneth H. Olsen

KHO/v



February 17, 1961

Mr. H. Omar Olney  
265 Bridge Street  
South Hamilton, Massachusetts

Dear Mr. Olney:

I was hoping to be able to visit you to talk about ways in which we might be helpful, but I haven't been able to get away for a while. I was pleased to hear that you will be able to use the Heathkit oscilloscope which we left at the college. The other equipment which we have in surplus is a Heathkit Q meter and a Heathkit impedance bridge. We bought these when we first started the company and were economy-minded, but it turned out we were so economy-minded that they were not practical for industrial use where you pay a premium price for engineering and accuracy. In fact, they were never finished or never checked out, but if there is someone at the college who has an interest in these things, they could be made to be useful devices. If there is anyone there who would like to get them in working order, we would be glad to give them to you.

We do not have surplus preamplifiers, but if you are interested in building equipment yourself, we do at times have surplus components, particularly transistors and vacuum tubes which might be useful to you.

If you could send me an outline of what you will cover in your electricity and magnetism section of Physics II, we might have ideas as to equipment which might be useful to you that we can give away or loan during the time in which you are teaching these courses.

I am enclosing some literature on the equipment we manufacture. One thing which might be of interest to you in the booklet on "PDP Applications and Programming Systems" is a description of electroencephalographic processing work which we have experimented with.

If you are ever out this way, we would like to have you stop in and visit with us.

Sincerely yours,

Kenneth H. Olson

KHO/v  
Enclosures



February 17, 1961

Mr. W. Littrell  
U. S. Naval Electronics Laboratory  
Point Loma  
San Diego 52, California

Dear Mr. Littrell:

I was pleased to have the opportunity to visit with you today. Enclosed are schematics covering the various units NEL has purchased.

If we can ever be of any further service to you, please do not hesitate to contact us.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



February 17, 1961

Mr. Willard B. Allen, Code 2354  
U. S. Naval Electronics Laboratory  
Point Loma  
San Diego 52, California

Dear Mr. Allen:

I was pleased to have the opportunity to visit with you today, and we will be very happy to put you on our mailing list.

Enclosed is a catalog describing our complete line of products. If we can be of any further service to you, please do not hesitate to contact us.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosure



February 17, 1961

Mr. R. Lyndall McFarland, Code 2624  
U. S. Naval Electronics Laboratory  
Point Loma  
San Diego 52, California

Dear Mr. McFarland:

I was pleased to have the opportunity to visit with you today, and we will be very happy to put you on our mailing list.

Enclosed is a catalog describing DEC's complete line of products. If we can be of any further service to you, please do not hesitate to contact us.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosure



February 17, 1961

Mr. R. A. Whitehorne  
590 Madison Avenue  
New York 22, N. Y.

Dear Al:

It was nice to see you and the rest of the SAGE crew at the Eta Kappa Nu meeting in New York. I very much appreciated this opportunity to see you again.

We learned a lot working with IBM and our respect for the company has increased many times since we have had the opportunity to learn about business.

Be sure to stop in and see us if you are in the Boston area.

Sincerely yours,

Kenneth M. Olson

KHO/jv



February 14, 1961

Mr. John Zvara  
Raytheon Company  
1089 Washington Street  
West Newton, Massachusetts

Dear John:

I was very interested to hear about the project which you are now working on. It indeed sounds like a fascinating problem. I am sorry that we are not in the position to show you how to apply our computer to your mathematical problem.

I am enclosing several pieces of literature which tell about our computer. I look forward to showing the computer to you someday.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



February 14, 1961

**Dr. Merrill Flood  
Mental Health Institute  
University of Michigan  
Ann Arbor, Michigan**

**Dear Dr. Flood:**

I was pleased to be able to meet you in General Doriot's office the other day and hear about the work you are doing. I would like to stop in and visit you when I am in Ann Arbor next.

Dorothy Rowe called to say that you would like to have some literature on our PDP-1 computer. I am enclosing several pieces of literature on the computer and also some bulletins on our other products.

If we can ever help you in any way, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



February 13, 1961

Mr. Victor Cargele  
Route 1  
Shallowater, Texas

Dear Mr. Cargele:

We are pleased to hear of your interest in Digital Equipment Corporation, and we are very happy to fill your request for folder A-710. We do not have a unified catalog, but I am enclosing bulletins on our other products. We will be happy to put you on our mailing list for future publications.

If there is any way we can help you in the future, please feel free to call on us.

Sincerely yours,

Kenneth H. Olsen  
President

KHO/v  
Enclosures



February 13, 1961

Mr. Way D. Woo  
Cybetronics, Inc.  
235 High Street  
Waltham, Massachusetts

Dear Mr. Woo:

I was pleased to run into you the other day and to hear about your new endeavor. I am enclosing some samples of our literature which might be of interest to you in the course you are teaching. If you would let us know which ones you are interested in, we would be happy to supply any quantity you might need. We have circuit schematics printed for most of the units we sell, and we can supply any of these you might need.

If you are ever out this way, please stop in and see us.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures



February 13, 1961

United States Plywood Corporation  
Flexible Materials Division  
P. O. Box 17085  
Louisville 17, Kentucky

Dear Sirs:

Please send descriptive information on your flexwood interior paneling, as described in *Architectural Forum Magazine*.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



February 7, 1961

Mr. Robert W. Hughes  
International Telephone & Telegraph Corporation  
67 Broad Street  
New York 4, New York

Dear Mr. Hughes:

We were pleased to receive your order for a Programmed Data Processor and associated input-output equipment to be used as a prototype ADX system. During the last week, we have scheduled the complete project and have placed orders for most of the components and have released all the standard parts of this system to our production department. We feel confident that we will be able to deliver this system on time, and we expect to have several weeks before delivery for checkout.

We know that a project of this type is very much dependent on confidence on the part of both parties that goes beyond any legal statement within the contract. However, we want to be sure that we both agree as to the nature of the project which we have just started and there is one point that we want to make clear.

We are in the business of selling catalog items and special machines. In general, we do not sell engineering. When there is a contract for special machines, such as the ADX prototype, there is a charge for cancellation. On the ADX system prototype, we have offered to limit this cancellation charge to \$5,000 for the first month and \$10,000 total for the first two months. In addition, we offered to give to you all notes and drawings that were developed during this time.

It is our goal to use all creativity and enthusiasm to make the ADX project a success. However, the point I wish to make clear is that the contract to buy this special piece of equipment does not give ITT the right to all engineering and invention that goes on at DEC during the period of this contract except that engineering resulting from carrying out the project as defined by ITT.

DEC has not offered the right to other designs, inventions, or technology developed during this contract which were not part of this system as originally



Mr. Robert W. Hughes

-2-

February 7, 1961

defined by ITT even though these inventions and technology are potentially useful in message switching systems.

I was afraid that when we said that a termination charge would be largely made up from the unrecoverable engineering costs that some people at ITT may have gotten the impression that this is a consulting charge when we understand it to mean a cancellation charge.

We look forward to working closely with you in the next few years and making this ADX system a profitable commercial success to both companies.

Sincerely yours,

Kenneth H. Olsen

KHO/v

CC: Dr. Louis T. Rader  
Mr. Glenn Bailey

COPY



February 7, 1961

Chemplast, Inc.  
3 Central Avenue  
East Newark, New Jersey

Dear Sirs:

Please send descriptive information and prices on your Fluarglide  
all purpose, dry film lubricant in aerosol dispensers.

Sincerely yours,

Kenneth H. Olsen

KHO/v



February 7, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons. We would appreciate your rushing this order.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 4 Patent Coupons



February 6, 1961

Robert E. Miller Company, Inc.  
Department PD-261  
35 Pearl Street  
New York, N. Y.

Dear Sirs:

Please send one copy each of your bulletins Nos. 108 and 160  
illustrating levelers and spring clips.

Sincerely yours,

Kenneth H. Olson

KHO/iv

COPY



February 6, 1961

Mr. Richard R. Webster  
Jones & Laughlin Steel Corporation  
Research Laboratory  
900 Agnew Avenue  
Pittsburgh 30, Pennsylvania

Dear Mr. Webster:

Please send information on the Instrument Society of America's  
Annual Conference on Instrumentation for the Iron-Steel Industry, to be held  
at the Roosevelt Hotel on March 8 - 10.

Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



February 6, 1961

ASTME  
10700 Puritan Avenue  
Detroit 38, Michigan

Dear Sirs:

Please send information on the Seminar on Automation and Numerical Controls, sponsored by the Society of Tool and Manufacturing Engineers, to be held at the Bond Hotel, Hartford, Connecticut, on February 22 - 23.

Sincerely yours,

Kenneth H. Olson

KHO/jv



February 6, 1961

**P.E.T.S. Headquarters  
2216 South Hill Street  
Los Angeles 7, California**

**Dear Sirs:**

**Please send information on the first Pacific Electronic Trade  
Show to be held at the Great Western Exhibit Center, Los Angeles, on  
February 26 - March 1.**

**Sincerely yours,**

**Kenneth H. Olson**

**KHO/v**



February 3, 1961

Mr. Jerome R. Cox, Jr.  
Research Associate  
Central Institute for the Deaf  
818 South Kingshighway  
St. Louis, Missouri

Dear Jerry:

We have been debating a long time as to what we should do about your suggestion of a gift to C.I.D. This is very difficult because of the common feeling that the work of C.I.D. is very worth while.

If this converter was a product that we were sure we were going to exploit, we would be very happy to pay you for the work and charge it off as business expense; but we now have so much pressure on other projects that we are not sure whether we will ever exploit this one. As a result, anything we give would have to be a gift.

Our Board of Directors suggest that, because there is always much pressure for gifts to local organizations, we would be open to criticism for any large gift to a geographically distant group. Because it is important for us to carefully use the 5 per cent of profits that the government allows for this use, they asked us to see if you couldn't work out some arrangement by which the donation of equipment would be profitable to you. We feel that working with you is very worth while, and so we want to be sure that we maintain a good relationship with you.

Sincerely yours,

Kenneth H. Olsen

KHO/v



February 3, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sirs:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olson

KHO/v  
Enclosures - 47 Patent Coupons



February 2, 1961

Dr. Jordan Baruch  
Bolt, Beranek & Newman, Inc.  
50 Moulton Street  
Cambridge 38, Massachusetts

Dear Jordan:

We discussed your proposal on starting a third company with our Board of Directors in some detail. Everyone, of course, is fascinated by the thought of a new venture, particularly with good people such as you have at BEN. However, the conclusions were negative for the following reasons.

We have already developed too fast in the manufacturing area without developing corresponding strength in applications, selling, and customer servicing. Having a third company take on these responsibilities would make life much easier for us and, for a period, we could probably make more money; but our Board of Directors not only did not like the idea of us completely dropping these responsibilities in computers, but as a result of discussion, they suggested that we seriously consider a program of dropping sales representatives for our building blocks so that we can develop sales strength in that area.

This does not mean that the type of co-operation which we have already enjoyed would be in any way limited and, where possible, our two companies will co-operate and, where appropriate, we will pay for your services. This is much different, however, from completely dropping all sales and applications work within our company.

Our Board also expressed the fear that, unconsciously, our reason for wanting to do this work with a third company is that it would insulate us somewhat from the responsibility of the results. They feel that to do a good job we have to take complete responsibility and, in co-operative ventures, you and we would have to directly share the responsibility rather than be insulated by another company.

They also pointed out that we are very short of administrative and management skills and that we could not really contribute anything to the management of



Dr. Jordan Baruch

-2-

February 2, 1961

this third company and, because of this, we probably should not accept the responsibility.

We appreciate the confidence that you have shown in making this proposal and, although we do not accept this proposal now, we hope that it doesn't in any way limit our co-operation.

Sincerely yours,

Kenneth H. Olsen

KHO/v

COPY



January 31, 1961

Mr. John D. Keyes  
Fischbach & Moore, Inc.  
1717 Baylor Avenue  
Dallas, Texas

Dear Mr. Keyes:

There has apparently developed a misunderstanding between one of your engineers and our Sales Department. Because we feel that our relationship with other commercial organizations is very important, I would like to take this opportunity to explain to you why we may have appeared to have been unco-operative.

Our main business is selling digital modules which we sell as components to many people. With these, we often give advice and engineering help.

Some time ago we sold a number of these digital modules to American Measurements Company, in Waltham, Massachusetts. At that time, I think we gave them some advice on the problem they were working on; but we have no record of this discussion. Your Mr. Elmer Hayes asked us to quote a price on the equipment necessary to do the job which American Measurements did. We feel that we have no right to tell a competitor about the business activity of another; but even more important, we have no idea how much more equipment was used, and there is the possibility that they didn't use all the equipment that they bought. We definitely could not guarantee or even imply that if you bought the same equipment you could do the same job. One of our engineers did visit their plant to help in some trouble they ran into. If he still remembers anything he saw in their plant, it would be obviously wrong to pass it on to someone else.

I am sure that you understand that we have not tried to withhold information from you except that which our customer might consider proprietary. I hope this clears any misunderstanding which may have developed, because we would like to co-operate with you in any way.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 30, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed  
patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/v  
Enclosures - 38 Patent Coupons



January 30, 1961

Mr. Wayne P. Brobeck  
Vitro Corporation of America  
Suite 245  
777 Fourteenth Street, N. W.  
Washington 5, D. C.

Dear Wayne:

We are very sorry for the trouble that resulted from our losing your boots in our coat room. We are embarrassed to say that we still can't find your boots and would suggest that you buy a new pair and put them on your expense account for the trip.

We appreciate the trouble you go through to attend our meetings and for the interest you have shown.

Sincerely yours,

Kenneth H. Olsen

KHO/v



January 26, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 30 Patent Coupons



January 25, 1961

Mr. H. N. Mahle  
Ramsey Engineering Company  
1853 W. County Road C  
St. Paul 13, Minnesota

Dear Mr. Mahle:

We are sorry that we overlooked your request for a sales outlook for the Ramsey Core Handler. We appreciate the opportunity to work with you on these handlers, and we want to co-operate with you in every way.

We do not do very well in predicting our memory systems business. Sometimes we get none of the business, and other times we get all of it. Our best guess is that we will sell between two to four handlers in the next six to eight months.

Thank you for offering literature on your handlers. We would like four sets of spec. sheets on the CH58 and CH60 handlers.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 24, 1961

The Commissioner of Patents  
Washington, 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 38 Patent Coupons



January 24, 1961

Mr. Ronald B. Willoughby  
29 Main Street Park  
Malden 48, Massachusetts

Dear Mr. Willoughby:

I was very pleased to interview you recently and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers so that we can maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit at our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find our plant if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone which is Twinbrook 3-1779.

I am enclosing a copy of our own application form which we would like to have you fill out because it has a little more information and is in a form which we find easier to use.

If you have any questions, please feel free to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 24, 1961

Mr. David F. Connelly  
39 Coral Avenue  
Winthrop 52, Massachusetts

Dear Mr. Connelly:

I was very pleased to interview you recently and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers so that we can maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit at our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find our plant if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone which is Twinbrook 3-1779.

I am enclosing a copy of our own application form which we would like to have you fill out because it has a little more information and is in a form which we find easier to use.

If you have any questions, please feel free to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 24, 1961

Mr. Harvey G. Berig  
10 Rainier Road  
Mattapan 26, Massachusetts

Dear Mr. Berig:

I was very pleased to interview you recently and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers so that we can maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit at our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find our plant if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone which is TWinbrook 3-1779.

I am enclosing a copy of our own application form which we would like to have you fill out because it has a little more information and is in a form which we find easier to use.

If you have any questions, please feel free to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 24, 1961

Mr. Paul J. Grant  
68 Templeton Street  
Dorchester, Massachusetts

Dear Mr. Grant:

I was very pleased to interview you recently and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers so that we can maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit at our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find our plant if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone which is Twinbrook 3-1779.

I am enclosing a copy of our own application form which we would like to have you fill out because it has a little more information and is in a form which we find easier to use.

If you have any questions, please feel free to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KBO/jv  
Enclosures



January 24, 1961

Mr. William P. Blotnick  
195 Tappan Street  
Brookline 46, Massachusetts

Dear Mr. Blotnick:

I was very pleased to interview you recently and to hear of your interest in Digital Equipment Corporation. We are very interested in hiring productive and creative engineers so that we can maintain our position of leadership in advanced digital technology to the digital field. We would like very much to have the opportunity to have you visit at our plant to show you just what we are doing and show you what facilities we have. I am enclosing a map which will help you find our plant if you have the opportunity to visit us.

Richard Best is our chief engineer and the most important man for you to visit, and so I suggest that you give him a call and let him know what is a convenient time for you and see if he is free at that time. The best number to call is our Waltham phone which is TWInbrook 3-1779.

I am enclosing a copy of our own application form which we would like to have you fill out because it has a little more information and is in a form which we find easier to use.

If you have any questions, please feel free to call me at the above number.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 23, 1961

Mr. Matthew J. Relis  
Chief Digital Computer Engineer  
Curtiss-Wright Corporation  
35 Market Street  
East Paterson, New Jersey

Dear Mr. Relis:

Jack Gilmore, of Charles Adams Associates,  
asked me to send information on our Programmed  
Data Processor to you. We are very happy to do  
this; and if we can help you in any way, please  
feel free to call on us.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 24, 1961

Mr. R. E. Navin, President  
Navin, Delano Associates  
211 East 51st Street  
New York 22, N. Y.

Dear Mr. Navin:

Thank you for offering your services to us.  
Because of the services we obtain from our parent company,  
American Research & Development Corporation, and because  
we already retain a management consultant, I feel that it  
would not be worth while to consider another organization  
at the present time.

Sincerely yours,

Kenneth H. Olsen  
President

KHO/jv



January 23, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO:ep

Enclosures: 30 Patent Coupons



January 19, 1961

Mr. A. I. Rome  
280 Main Street  
Fitchburg, Massachusetts

Dear Mr. Rome:

A short time ago, we signed a lease for space on the third floor of Building 3. This lease also included additional space which we were to take over the first of April of this year. We now find that we will not be able to use this additional space and, if possible, we would like to withdraw from this agreement.

We are now actively looking for other space because we feel that we will have to withdraw some of our activities from the mill because of the parking situation. Additional expansion in the mill is just out of the question. We would like to consider this now because, with some warning, the present tenants in that additional space might be happy to stay on.

Sincerely yours,

Kenneth H. Olsen  
President

KBO/jv



January 19, 1961

California Technical Industries  
Belmont 7  
California

Dear Sirs:

Please send descriptive information on your  
punched paper tape accessories.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 18, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents  
indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 19 Patent Coupons



January 18, 1961

Universal Electric Company  
Owosso  
Michigan

Attention: Sales Department

Dear Sirs:

Please send a catalog of your standard fractional  
horsepower induction motors.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 16, 1961

The Commissioner of Patents  
Washington 25  
D. C.

Dear Sir:

Please send one copy each of the patents  
indicated on the enclosed patent coupons.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures - 41 Patent Coupons



January 13, 1961

Mr. Ted G. Johnson  
Digital Equipment Corporation  
8820 Sepulveda Boulevard  
Los Angeles 45, California

Dear Ted:

Here is a copy of the program for the Winter Convention on Military Electronics, in Los Angeles. The summer meeting, which is held in Washington, D. C., often seems a little dry; but if it is convenient for you, it might be a good idea to stop in at this one just to see if anything new and exciting is going on.

I think they should have the summer session in Los Angeles and the winter one in Washington because Washington is intolerable in the summertime.

We are becoming more and more enthusiastic about our decision to postpone PDP-3. We will now be able to do a truly good job on the PDP-1. We are now starting a production run of four PDP-1's. This means that we will be able to offer a customer a unit which is in production and which is reasonably accurately scheduled. It also forces us to face the production problems on computers.

Our plan for the I.R.E. Show is to push the Building Blocks because we do not have room for the computer. The people that go there are not general computer customers, and the computer weakens our pitch for Building Blocks. We are, however, planning to produce a booklet entitled, "Nonmathematical Applications for Computers." Most people do not realize how useful computers are in other than mathematical applications. We will attempt to concisely and clearly get this concept across. We will include everything about



Mr. Ted G. Johnson

-2-

January 13, 1961

computers in the book because all our applications are largely nonmathematical. This will also be an explanation as to why an 18 bit computer is useful.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosure

COPY



January 13, 1961

Mr. Jean D. Label  
Chemin des Layeux  
Villars s/Ollen  
(Vaud) Suisse  
SWITZERLAND

Dear Jean:

I would like very much to see you when you  
are in Boston. The afternoon of February 1 would  
be fine with me.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 13, 1961

General Industries  
Department GL  
Elyria, Ohio

Dear Sirs:

Please send a copy of your latest catalog for  
subfractional motors. Thank you for your assistance.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 12, 1961

Mr. C. L. Snyder  
General Ceramics Division  
Kearney, New Jersey

Dear Chris:

Thank you for making it possible for us to present this bid. If there is anything else we can do to help, be sure to let us know.

We have had a small price lowering on machines of this type since you bought yours, and you will notice in this bid that we are now offering solid state current drivers. These current drivers will have much faster rise times and more stable outputs than the present vacuum tube units. They use very expensive transistors, but because the power supply needs are so much less, a system of these units costs no more than one with the vacuum tube types. We do not have all the bugs out of these drivers as yet, but we are quoting ten week delivery.

I still look forward to visiting your plant in the near future.

Sincerely yours,

Kenneth N. Olsen

KNO/jv



January 12, 1961

Carter Motor Company  
2798 West George Street  
Chicago 18, Illinois

Dear Sirs:

Please send your latest catalog for subfractional  
motors. Thank you for your assistance.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 12, 1961

Heinz Mueller Engineering Company  
Department ED-11  
4727 West Iowa  
Chicago 51, Illinois

Dear Sirs:

Please send a new catalog on your subfractional  
motors and blowers. Thank you for your assistance.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 12, 1961

Torrington Manufacturing Co.  
Specialty Blower Division  
Torrington, Connecticut

Dear Sirs:

Please send your latest catalog for subfractional  
motors and blowers. Thank you for your assistance.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 12, 1961

Mr. Fred L. McDonald  
194 Spicer Street  
Akron, Ohio

Dear Mr. McDonald:

We are pleased that you asked us for help in supplying information for your thesis. Although we have had quite a bit of experience in making computers with vacuum tubes, our most sincere advice to you is to forget the vacuum tubes and work with transistors. Making a computer with vacuum tubes is like making an airplane with a steam engine.

By now, the textbooks pretty well describe the techniques used in vacuum tube computers. We feel that one of the best is written by R. K. Richards, titled Digital Computers - Components and Circuits.

If you would like a detailed description of a large vacuum tube computer, it might still be possible to obtain a copy of Report No. R-221 from Lincoln Laboratory on "Whirlwind I Operation Logic."

I am enclosing a copy of the DEC Building Block Logic Book and several pieces of our literature. If there is any other way in which we can help you, please feel free to call on us.

Sincerely yours,

Kenneth E. Olsen  
President

KHO/jv  
Enclosures



January 12, 1961

Mr. William B. Groth  
158 Oakland Avenue  
Eastchester, New York

Dear Mr. Groth:

Thank you for your letter inviting my wife to the Eta Kappa Nu Award Dinner. We will, of course, accept your gracious invitation and will look forward to that evening.

Sincerely yours,

Kenneth M. Olsen

KHO/jv



January 10, 1961

Mr. Robert Pfister  
Van Dyck Associates  
Bridge Square  
Westport, Connecticut

Dear Bob:

I like your long post cards. They seem like just the thing for short, informal notes. I think Digital should do something like this.

The seventeenth of the month would be just fine for your visit, and we look forward to seeing you then.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 10, 1961

Mr. C. Daniel Geisler  
University of Chicago  
Faculty Exchange Box 184  
Chicago 37, Illinois

Dear Dan:

I completely forgot that I promised to have you check over our note on ARC before we printed it up. We printed up this whole collection of PDP material in our own plant the week before the Eastern Joint Computer Conference, and we are quite proud that we did so much in such a short period. We would still like to hear your reactions to it.

Wes Clark asked why we didn't mention your name in the memo, but I told him that we didn't want to add more respectability to this memo than what it deserves. We are hardly making a contribution to science but, instead, simply demonstrating a machine.

I do not suggest that you carry table tops across the countryside, but I have set aside a set of legs for you.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosures



January 10, 1961

**Mr. Armen Kashgegian**  
929 Massachusetts Avenue  
Arlington 74, Massachusetts

**Dear Mr. Kashgegian:**

Enclosed is the deposit of \$70, which is half  
the rental for the use of Camp Ararat on Saturday,  
September 9, 1961, by Digital Equipment Corporation.  
The balance will be paid on the morning of September 9.

Sincerely yours,

Kenneth H. Olsen

KHO/jv  
Enclosure



January 10, 1961

Dean Vernon R. Alden  
Harvard University  
Graduate School of Business Administration  
Soldiers Field Road  
Boston 63, Massachusetts

Dear Vern:

We were pleased and flattered at your suggestion that we discuss the application of our computer with the Boston Safe Deposit and Trust Company. Although we are challenged and fascinated by applications like this, we must acknowledge that we do not have the experience nor the manpower to work out applications such as this.

In general, IBM is doing a good job in this field, and all we could offer would be a somewhat lower price. We are, instead, concentrating in those areas where IBM is not doing or cannot do a good job.

Datamatic, in Boston, and Philco, in Philadelphia, also claim to be in this business; but, personally, I would go with IBM when IBM can do the job.

I am now setting up my personal trust with Boston Safe Deposit. I was sure that it was a good bank when I saw that you were a director.

Thank you for the suggestion, and we look forward to seeing you soon.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 9, 1961

Mr. John L. Call  
Blair & Co., Inc.  
Barr Building  
Washington 6, D. C.

Dear Mr. Call:

Thank you for your letter of January 6 inquiring about financial information concerning Digital Equipment Corporation. DEC is a majority-owned affiliate of American Research & Development Corporation, of Boston. DEC stock is not publicly available at the present time, nor do we expect it to become available within the near future.

The enclosed literature describes our line of proprietary products and will give you an idea of the items we manufacture.

Thank you for your interest in our company.

Sincerely yours,

Kenneth H. Olsen

KHO/jv



January 9, 1961

Mr. John E. Ward  
Assistant Director  
Electronic Systems Laboratory  
Massachusetts Institute of Technology  
Cambridge 39, Massachusetts

Dear John:

I was very pleased to receive your memo on the new light pen design. We just finished our production model of the light pen a short time ago and it seems to be working quite well. However, we have not as yet made careful measurements on the unit, and I am sure that your designs can be very helpful as we improve the unit.

If you have any ideas as to how we may help the work going on at M.I.T., please feel free to ask us.

Sincerely yours,

Kenneth H. Olsen

KHO/jv