

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

**Folder Record**

**Title:** Ken Olsen Collection

**Author:** Olsen, Kenneth H.

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

**Imprint:** 1964

**Subjects:**

**Description:** One folder

**Notes:** Letters from

**Summary:** Jan 6 to Prof. Donald A. Molony, Electrical Engineering Dept., Rutgers University: response to request (attached) for educational discount on PDP-5 with price quotation

Feb 13 to Virginius Vaughan, AT&T: request to connect PDP-6 to the telephone network so that any phone user could dial into a computer at Maynard

Mar 12 to Prof. Peter Elias, Electrical Engineering Dept., MIT: offer to donate additional core memory to MIT's PDP-1

Sep 14 to Dr. Brian Macefield, Dept. of Nuclear Physics, Oxford University: price quotation on PDP-7

Sep 16 to Ivan Sutherland, ARPA: discussing DEC's future plans regarding Flip-Chip modules and computers—PDP-6, PDP-7, and PDP-8 (formerly PDP-5); also mention of delivery of PDP-6 to Project MAC

Oct 14 to Desmond de Villiers Oxford: response to letter (attached) concerning manufacturing in South Africa

Oct 20 to Gordon Brown, Dean of Engineering, MIT: comments on the work of Jack Dennis

Dec 11 to John Leng: regarding a suggestion to make corporate ties with a large Canadian organization

Dec 30 to J.E. Smith, Computing Devices of Canada, Ltd.: response to letter (attached) regarding terms for order of DEC tape decks and control units

December 30, 1964

**C**

Mr. J. E. Smith  
Vice President  
Computing Devices of Canada Limited  
P. O. Box 508  
Ottawa 4, Canada

**O**

Dear Mr. Smith:

**P**

We have read over your letter in which you outlined your understanding of our attitude about Computing Devices of Canada building a militarized version of the DECtape. We feel that this is a good statement of our attitude and we look forward to working with you.

**Y**

We wish to show our appreciation for the order for microtapes which we have received.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ecc

cc: Denny Doyle

**Computing Devices**  
**OF CANADA LIMITED**  
P. O. BOX 508 • OTTAWA 4 • CANADA

December 14, 1964

Digital Equipment Corporation  
146 Main Street  
Maynard, Mass.  
U.S.A.

Attention: Mr. K. Olson  
President

Subject: D.E.C. Tape Decks and Control Units

Dear Sir:

I would like to confirm our understanding of the results of the discussions held on December 1st between you and your staff and our Messrs. D. A. Bassett and N. Harding during their visit to your facilities on that date.

In addition to the specific questions raised by our representatives with regard to the immediate purchase by us of four of your Tape Decks and one Control Unit, our representatives were asked to discuss with you the possible arrangements under which Computing Devices could obtain circuit design data from you and permission to utilize this data to develop and produce an airborne militarized version of your equipment for a specific contract in process in Canada. Reviewing the report submitted by Mr. Bassett and Mr. Harding on these latter discussions, it is our understanding that your position is that:-

1. Digital Equipment Corporation were very interested in selling their present commercial equipment to the military but were not planning to develop a special system designed specifically to meet aircraft military environmental requirements.
2. Recognizing that Computing Devices have an immediate requirement for a military tape and control unit, and that a system of D.E.C.'s present general design could meet this requirement, you will have no objection to our proposal in which we duplicate your design, repackaging the equipment and reproducing the circuits to a requisite military standard.
3. Digital Equipment Corporation will be prepared to provide Computing Devices with a reasonable amount of technical support in this endeavour but will not under any circumstances accept any responsibility for problems which may arise during development or production of the Computing Devices configuration of the system.

Mr. K. Olson

- 2 -

December 14, 1964

I would like to advise that we are very pleased with the stand that you are taking in this matter. We are pleased to have your support and cooperation, and trust that our development expenditure in this area will result in a product which can become mutually beneficial in the future.

I would like to thank you for your reception and assistance to Mr. Bassett and Mr. Harding during their visit. I hope that you and your staff will schedule a visit to Ottawa in the near future and permit us to reciprocate.

Yours truly,



J. E. Smith  
Vice-President

JES/gj

December 23, 1964

Mr. Frank Kernan  
Product Planning Group  
National Cash Register Company  
Dayton 9, Ohio

Dear Mr. Kernan:

Mr. Olsen asked me to follow up on his visit with you a few weeks ago. We were very pleased to hear that you may have a possible interest in our PDP-8 computer in your product line as a programmable buffer.

Enclosed is the quotation on PDP-8's on an OEM basis. It has been several months since we did our pricing calculations on this machine so we have now taken the time to go over them again in detail.

Enclosed are some photographs of the PDP-8. This is designed to be an attractive table top computer for normal computation and is also designed to fit nicely into a standard 19 inch rack for applications which need larger cabinets or for OEM use. It consists of four boxes; two vertical boxes of logic which should be kept side by side as they are in the original design, a power supply, and a control panel. The power supply and control panel can be very easily made distant from the rest of the computer.

I am also enclosing copies of our PDP-8 handbook. If there is anything else I can do to be of service, please feel free to call on me.

Sincerely,

Nick J. Mazzaresse  
Computer Sales Manager

NJM:ecc  
Enclosures

## PDP-8 OEM Discount

The PDP-8 OEM discount is based upon a removal of standard DEC services from this product, as well as reduced manufacturing and selling costs. This savings is passed along to OEM customers.

### Definition of OEM Customers

An OEM customer is defined as one who resells our product.

### Terms of OEM Sale

The services which have been excluded in the OEM price are:

- 1) Programming and maintenance training courses.
- 2) Field installation and equipment acceptance at customers site.
- 3) Field maintenance of equipment.
- 4) Equipment manuals, software package and documentation.

These services are available for an additional fee to OEM customers. The following prices do not apply to the first unit purchased but do apply to all additional units.

### OEM Price

PDP-8 (less cabinet and 33 ASR)	\$15,280
33 ASR	\$ 900
Cabinet	\$ 300

Peripheral equipment prices are as shown on standard DEC price list.

A discount for quantity purchases is applied to the OEM PDP-8 price as follows:

		<u>Price of PDP-8 (less cabinet &amp; 33 ASR)</u>
1 - 4	0%	\$15,280
5 - 9	2%	14,974
10 - 24	5%	14,516
25-100	10%	13,752

Also sent 6 copies of green PDP-5 manual

● literature on the PDP-8  
including Fortran Manual

8 Module Catalogs

8 FLIP CHIP Module Catalogs

8 System Modules

8 A/D Conversion Books

8 of anything on the PDP-7

December 23, 1964

C

Mr. Barton L. Weller, President  
Vitramon Incorporated  
Bridgeport, Connecticut

Dear Mr. Weller:

O

I want to thank you for the very pleasant visit I enjoyed at your plant. I enjoyed talking with you and hearing about your product plans. I found it particularly interesting to hear that you started the company to make monolithic component assemblies.

P

Enclosed are two schematics of circuits which we commonly use. From these you can get a picture of what we need. Enclosed also are a couple of samples of the ceramic piece we are using. We now pay less than two cents a piece for the bare ceramic piece and, with automatic silk screen machines and large belt ovens, we don't think our costs will be very high for putting down the conductors and resistors. The most significant cost is going to be in welding down the leads on the semiconductors. We are now buying our silvered barium titanate chips for capacitors.

Y

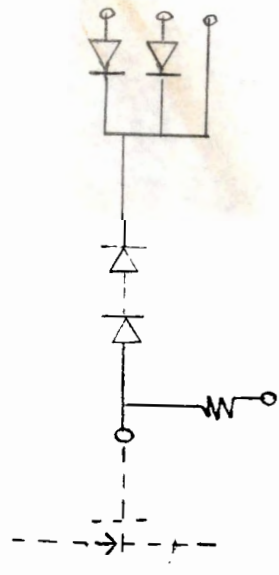
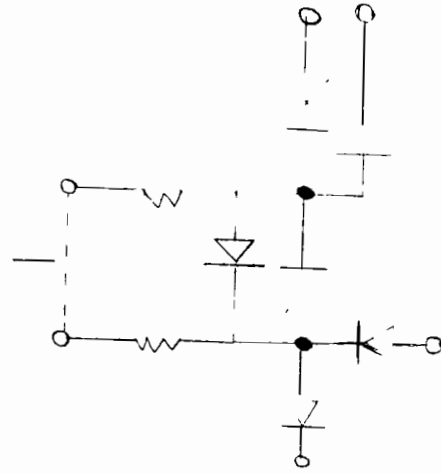
We would be very interested to hear if you have any ideas which might improve our product or lower our costs.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ncs  
Enclosures





December 23, 1964

**Mr. George E. Comstock**  
**Director of Research and Development**  
**Friden, Inc.**  
**2350 Washington Avenue**  
**San Leandro, California**

**Dear Mr. Comstock:**

I want to thank you for taking the time to visit with me and to explain your ideas in those ways in which we might possibly help you. I have told Mr. Ken Larsen of our Palo Alto office about our conversation and he will contact you to see if there is anything else we can do for you.

Although we do not sell consulting time, we do have a number of experienced people who can be of service to our module customers. Gordon Bell, who conceived and did most of the design of our PDP-6 and PDP-7, will be happy to spend a certain amount of time giving suggestions to you.

Please feel free to call on me if there is anything I can do for you.

Best wishes for a most Happy Holiday.

Sincerely yours,

**Kenneth H. Olson**

KHO:ech

December 23, 1964

**Mr. Charles F. Bruder**  
**Vice President**  
**The Singer Company**  
**30 Rockefeller Plaza**  
**New York 20, New York**

**Dear Mr. Bruder:**

I want to thank you for arranging a very pleasant and profitable trip to Friden. We look forward to this developing into a worthwhile acquaintance for both organizations. I look forward to visiting the Friden facilities in Rochester and sometime I hope to visit the Singer labs. I do hope that you and the people from Friden will be able to visit us at Digital sometime after the holidays.

Enclosed is a copy of the report on the computer industry which we discussed last week. I am also enclosing a copy of a talk given by one of our Directors which I am sure you will be interested in. I don't pass this on to you because I believe it is the way one should run a business but because the ideas are very thought-provoking.

**Best wishes for a very Happy Holiday.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ecc**

**Enclosures**

December 23, 1964

**Mr. Martin Dublier  
Executive Vice President  
Friden, Inc.  
2350 Washington Avenue  
San Leandro, California**

**Dear Mr. Dublier:**

**I enjoyed the opportunity to visit with you last week. Our businesses are so closely alike and yet are so very different that I found this very interesting and very worthwhile.**

**I do hope that you will have the opportunity to visit us in Maynard and to see what we are doing.**

**Best wishes for a very Happy Holiday.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ecc**

December 23, 1964

**Mr. Philip R. Samwell  
President  
Friden, Inc.  
2350 Washington Avenue  
San Leandro, California**

**Dear Mr. Samwell:**

**I want to thank you for the very gracious hospitality I received during our visit to Friden last week. I found this not only interesting but very worthwhile to see your facility and to hear about your organization. I do hope that we will find a way to work together in the future.**

**I do hope that you will have the opportunity to visit with us in Maynard when you are in the East during January.**

**Best wishes for a very Happy Holiday.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ecc**

December 22, 1964

**Mr. George H. Hare  
Director of Research  
Friden, Incorporated  
2350 Washington Avenue  
San Leandro, California**

**Dear Mr. Hare:**

I enjoyed the opportunity to talk with you the other day and to hear about your plans. I was particularly interested to hear of your interest in a PDP-8 for simulation work. We have not done any simulation work on the PDP-5 or 8 but I have asked Gordon Bell to call you to see if he does have any interesting information for you. Gordon is the one who did the original design work on this computer, in addition to the other computers we now have in production, and he does have some general experience in simulation.

**Best wishes for a most Happy Holiday.**

**Sincerely,**

**Kenneth H. Olsen**

**KHO:ecc**

December 14, 1964

C

Mr. George T. O'Dea  
187 Gates Avenue  
Montclair, New Jersey

O

Dear George:

We came out with our Annual Report a few weeks ago, and I thought you might like to have a copy. We worked hard at the end of the year and got quite a bit of equipment out and we are quite pleased with the year. We have a lot of new products now and are really working very hard to get them out the door but I think this year will show a significant increase in volume.

P

I wish for you and your family a very pleasant and happy holiday.

Sincerely,

Y

Kenneth H. Olsen

KHO:jcs

GEORGE T. O'DEA

21 CUSHING ROAD, WELLESLEY, MASSACHUSETTS 02181

April 14, 1964

Dear Gene

At the moment of truth Harman Kardon wavered -  
so I took the job with Farrington.

We'll be moving to New York around July 1 - in  
the meantime I'm commuting on week ends

As I said before, best regards to you and  
Harlan and Stan

George



December 11, 1964

**Mr. John Long  
Digital Equipment Corporation  
11 Castle Street  
Reading  
Berkshire, England**

**Dear John:**

**This is a brief answer to the suggestion that we make corporate ties with a large Canadian organization.**

**Many American companies have tried this in Europe and in other parts of the world but very few of them have worked out satisfactorily. Most of these unhappy cases have developed in companies where there has been a language problem and where their parties haven't shared Anglo-Saxon attitudes or morality. However, after hearing so many of these unhappy stories, we have no interest to get involved in ties with other companies either within the United States or outside.**

**If you would like to have me write a formal answer to the letter which you received, please let me know.**

**We are very pleased with the results you are seeing in the United Kingdom now. I am hoping that you are so pleased with the results yourself that you plan to stay on for another year.**

**Sincerely yours,**

**Kenneth H. Olsen  
President**

**KHO/eg**

file



*equipment corporation (U.K.) Ltd.*

11 CASTLE ST. - READING - BERKS

Telephone Reading 57231 - Telex 84327

30th November, 1964.

GPF/HAR.

Kenneth Olsen Esq.,  
President,  
Digital Equipment Corporation,  
146 Main Street,  
Maynard,  
Massachusetts

Dear Ken,

Here in the U.K. we are approached from time to time concerning association with a U.K. Company, on more than just a customer basis and I write to gauge more exactly our Company policy,

The proposals in the attached letter from W.S. Elliott to John Leng (who has himself given us an LOI for a Display Control System ~~PDP-7~~ and Type ~~340~~ contingent upon his Cambridge Grant) have been restated during recent meetings. The company concerned is Automatic Telephone and Electric Co. Ltd., whose general account brochure I pass on to you.

As I see it, there are short term advantages to us, in making use of existing manufacturing facilities operating under the U.K. Flag. If we set up on our own, we are entirely independent, but will have to be content with a low, but safe, growth rate. However, the current political pressures make an association more important for us to consider and marketing problems would certainly be greatly reduced.

Normal import duty (14 or 20) our customers have a reasonable chance of recovering, but the 15% import surcharge they do not. I do not estimate this surcharge to be lifted before May, '65. The new Government emphasis is even more "buy domestic" and this has blocked a few sales. Our current fear is that the pound may be devalued, making us up to 30% less competitive. However, although the atmosphere is not yet improving, our sales prospects are quite bright (John Leng's report 10th November) and we are overloaded without having to invest in advertising to any <sup>large</sup> degree.

Contd....

We can avoid the political pressures by going more for the industrial market, but this means generally less chance of duty exemptions.

A manufacturing association such as the one suggested is not very favourable to either John Leng or myself. Having seen what happened when the ITT associate STC failed to make a cheaper PDP-1 copy (ITT ADX 7300 and 8300) in England, I do not believe the present U.K. non-automated manufacturing techniques would help to reduce the selling price in England. This excludes further drastic measures that this Government may take.

Perhaps you would care to write to Mr. Elliott yourself or, alternatively, let me have your comments on this matter so that I may pass them on.

Yours sincerely,



G.P. FINCH

ENCL:

December 11, 1964

**Mr. Barton L. Weller, President  
Vltramon Incorporated  
Bridgeport, Connecticut**

**Dear Mr. Weller:**

I want to thank you for the very pleasant visit I enjoyed at your plant. I enjoyed talking with you and hearing about your product plans. I found it particularly interesting to hear that you started the company to make monolithic component assemblies.

Enclosed are two schematics of circuits which we commonly use. From these you can get a picture of what we need. Enclosed also are a couple of samples of the ceramic piece we are using. We now pay less than two cents a piece for the bare ceramic piece and, with automatic silk screen machines and large belt ovens, we don't think our costs will be very high for putting down the conductors and resistors. The most significant cost is going to be in welding down the leads on the semi-conductors. We are now buying our silvered barium titanate chips for capacitors.

We would be very interested to hear if you have any ideas which might improve our product, or lower our costs.

Sincerely yours,

**Kenneth H. Olsen  
President**

KHO/aw

Enclosures

December 11, 1964

**Mr. Barton L. Weller, President  
Vitramen Incorporated  
Bridgeport, Connecticut**

Dear Mr. Weller:

I want to thank you for the very pleasant visit I enjoyed at your plant. I enjoyed talking with you and hearing about your product plans. I found it particularly interesting to hear that you started the company to make monolithic component assemblies.

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We would be very interested to hear if you have any ideas which might improve our product, or lower our costs.

Sincerely yours,

**Kenneth H. Olsen  
President**

KHO/mr

Enclosures

VITRAMON, INCORPORATED  
Bridgeport, Connecticut

Barton L. Weller  
President

November 30, 1964

Mr. Kenneth H. Olsen, President  
Digital Equipment Corporation  
Maynard, Massachusetts

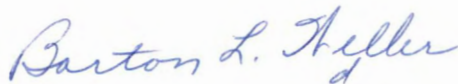
Dear Mr. Olsen:

Thank you for taking the time from your Thanksgiving weekend to pay us a visit. Gil Goodman and I found the discussion to be very constructive in our program to become a supplier for monolithic component assemblies.

We look forward to receiving from you specifications of the kind of unit you are using. By directing our own programming in your favor, our capabilities may constitute an alternate source for you.

I hope your stay in Bridgeport was enjoyable.

Cordially,



Barton L. Weller

BLW:pd

December 11, 1964

C  
Mr. Rex A. Bristol, President  
The Foxboro Company  
Neposset Avenue  
Foxboro, Massachusetts

Dear Mr. Bristol:

O  
We want to thank you for taking the time to visit with us last week. I particularly enjoyed having the discussions with you because I feel that we have much to learn from organizations like Foxboro.

P  
I am sending under separate cover a Memory Plane potted in plastic which is fascinating because this is the type which are included in the computers which Foxboro is using.

Thank you again for your very gracious visit.

Sincerely yours,

Y  
Kenneth H. Olsen  
President

KHO/mr

December 11, 1964

**C**  
Mr. Rex A. Bristol, President  
The Foxboro Company  
Nepanset Avenue  
Foxboro, Massachusetts

**O**  
Dear Mr. Bristol:

We want to thank you for taking the time to visit with us last week. I particularly enjoyed having the discussions with you because I feel that we have much to learn from organizations like Foxboro.

**P**  
I am sending under separate cover a Memory Plane potted in plastic which is fascinating because this is the type which are included in the computers which Foxboro is using.

Thank you again for your very gracious visit.

Sincerely yours,

**Y**  
Kenneth H. Olsen  
President

KHO/mr



December 11, 1964

**Mr. Raymond A. Shappy**  
**Assistant Director**  
**Computer Laboratory**  
**University of Rhode Island**  
**Kingston, Rhode Island**

**Dear Mr. Shappy:**

I was surprised to hear of your serious interest in the beards we used in our advertisement but I am very happy to answer your questions. In searching for a subliminal message, I am afraid I draw a complete blank. I think we did it just for the fun of it.

No, I don't have a beard. I have never counted the beards but, out of the 700 employees, I think we have two programmers and one carpenter with beards. One machinist and the Manager of our Australian office each have a moustache. Theoretically, a beard and a moustache wouldn't affect any one prospect to advance through the organization. I never really thought of it before, but I'm wondering how I would look with a beard.

Sincerely yours,

**Kenneth H. Olson**  
**President**

KHO/mr

C

O

P

Y

December 11, 1964

**Mr. Raymond A. Shappy**  
Assistant Director  
Computer Laboratory  
University of Rhode Island  
Kingston, Rhode Island

Dear Mr. Shappy:

I was surprised to hear of your serious interest in the beards we used in our advertisement but I am very happy to answer your questions. In searching for a subliminal message, I am afraid I draw a complete blank. I think we did it just for the fun of it.

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Sincerely yours,

**Kenneth H. Olsen**  
President

KHO/wr

COMPUTER LABORATORY  
UNIVERSITY OF RHODE ISLAND  
KINGSTON, RHODE ISLAND

Ulin Hinkle

November 25, 1964

Digital Equipment Corporation  
Maynard, Massachusetts

Gentlemen:

Please direct this inquiry to the corporation executive who was responsible for the DEC advertizement which appeared on the last page of Communications of the ACM, November 1964 (Vol. 7, No. 11).

Two PDP consoles were pictured and the male model seated at each console wore a full beard. Had only one model appeared or had there been one bearded and one beardless model, I wouldn't have written. The use of two fully bearded models has piqued my curiosity beyond the point of control. I'm seriously interested to know what subliminal message this ad delivers.

Answer, too, if you will, these ancillary questions: Do you have a beard? How many managers and executives at DEC have beards? In your opinion, would the growth of a beard on one of your more competent engineers or scientists change his prospects for elevation into management? If whiskers make a difference, please describe that difference.

Thank you for serious consideration of this seemingly non serious topic.

Sincerely,

Ray Shappy  
Raymond A. Shappy  
Assistant Director

ras:geb

PS My degrees are in engineering and math but I'm really a frustrated Psych major!

RAS

12/2/64

November 23, 1964

Local Board No. 4  
Selective Service System  
U. S. Custom House  
Sixth and King Streets  
Wilmington, Delaware

Re: Gail C. Belden, Jr. - S.S. #7-4-39-122

Gentlemen,

Digital Equipment Corporation (DEC) wishes to request continuation of an occupational deferment for Mr. Gail C. Belden, Jr., who became an employee of the Company on July 23, 1964. His current deferment will expire in December.

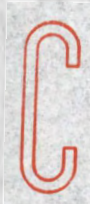
My letter of April 27, 1964 requesting a deferment for Mr. Belden contained all of the pertinent information relating to his educational background and his responsibilities as Computer Applications Engineer at DEC. If you need any further information in order to consider this request, we would be very happy to provide it.

Sincerely,

Kenneth H. Olsen  
President

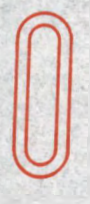
KHO:ech

November 18, 1964




Mr. George Eisler  
Eisler Associates  
2754 Anchor Avenue  
Los Angeles 64, California

Dear George:




I enjoyed very much spending the evening with you on Friday, November 13th. We have enjoyed this sort of informal interchange with our other competitors and we're sorry that we had to wait until you had separated from SDS before we got to know you.



If you have any ideas as to how we might cooperate, please be sure to let me know, and if I have any ideas or any suggestions for you, I'll let you know.

Sincerely yours,



Kenneth H. Olsen

KHO:ech

November 17, 1964

C  
O  
P  
Y  
Mrs. Ruth L. Kulow  
170 Patton Drive  
Cheshire, Connecticut

Dear Mrs. Kulow:

We are pleased to hear of your interest in DEC. We plan to issue annual reports regularly from now on and hope that you will continue to be pleased with our progress.

When DEC is prepared to offer stock publicly, the announcement will have to be made in a formal way and it is not possible for us to tell any individual ahead of time. I'm sure that as a stockholder of American Research and Development Corporation, you will be notified when the announcement is made. As we mentioned in the annual report, however, we do not have any plans for public issuance of stock.

Thank you for your interest.

Sincerely,

Kenneth H. Olsen

KHO:ech

170 Patton Drive  
Cheshire, Conn.  
November 8, 1964

Mr. Kenneth H. Olsen, President  
Digital Equipment Corp.,  
Maynard, Massachusetts.

Dear Sir:-

As a stockholder in American  
Research & Development I was pleased  
to receive a copy of your latest  
Annual Report.

I would be interested in buying  
stock in your corporation when  
you make a public offering and  
wonder if you could possibly  
inform me of said public offering  
some time in advance of the  
actual date. This would be greatly  
appreciated as I do not want to  
miss out on this opportunity. I  
have heard many favorable reports  
about your company from friends in  
the financial world.

Thank you in advance for your  
courtesy.

Yours sincerely  
(Mrs) Ruth L. Kulow

November 11, 1964

**Mr. Benjamin Kessel  
President  
Computer Control Company, Inc.  
983 Concord  
Framingham, Massachusetts**

**Dear Ben:**

I enjoyed seeing you at the Fall Joint Computer Conference a couple weeks ago. We did get our annual report out and I am enclosing a copy for you.

I find that I do not have a copy of your annual report and I would like very much to see one if you have them available.

Sincerely yours,

**Kenneth H. Olsen**

**KHO:ech  
Enclosure**



November 11, 1964

Mrs. Bette Gurley  
508 Main Street  
West Concord, Massachusetts

Dear Bette:

We have just published our first annual report and have sent you a copy under separate cover.

We invested heavily last year in research and development of new products. The reception has been very good for these new products and we expect this present year to be very good.

Sincerely yours,

Kenneth H. Olson

KHO:ech

November 11, 1964

**Mr. Horace Ford  
100 Memorial Drive  
Cambridge, Massachusetts**

**Dear Mr. Ford:**

**We have just published our first annual report and have sent you a copy under separate cover.**




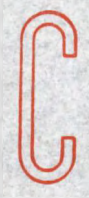
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**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ech**

November 11, 1964



**Mr. Robert Everett  
Vice President  
The Mitre Corporation  
Bedford, Massachusetts**

**Dear Bob:**

We have just printed our first annual report and I thought you would like to see a copy of it. As you can see, we have invested a lot in engineering this last year and have come up with a new line of products. There has been a very good response to these products and this coming year looks very good.

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ech  
Enclosure**

November 11, 1964

Mr. Robert Slater  
Vice President  
John Hancock Mutual Life Insurance Company  
200 Berkeley Street  
Boston, Massachusetts

Dear Bob:

Enclosed is a copy of a review of modern scientific management methods. I thought you might be interested in this because it presents many of the current ideas in outline form.

I don't like to hear this called "Management Science" because the word science implies more validity than some of these popular ideas deserve. I am also surprised that they didn't touch on management communications which are now possible with computers.

Two of the authors work at Digital and so I got this copy free of charge.

Sincerely yours,

Kenneth H. Olsen

KHO:ech  
Enclosure

November 10, 1964

Mr Albert J Kelley  
Deputy Director  
NASA  
Electronics Research Center  
Cambridge, Massachusetts 02142

Dear Mr Kelley:

Thank you for your letter of November 2nd addressed to Mr Kenneth H Olsen which has been turned over to the writer.

I shall attend the meeting on November 19th at the Baptist Library Auditorium Building at Boston College and shall plan to be there at 9:00 A M.

Sincerely yours

James P Hastings

JPH:ASJ  
CC  
K H Olsen

C

O

P

Y

November 5, 1964

**Dr. Seymour Tilles  
Management Consulting Division  
Boston Safe Deposit and Trust Company  
100 Franklin Street  
Boston, Massachusetts 02106**

**Dear Dr. Tilles:**

**Thank you for sending copies of your recent studies. We do not have any written history of our Company but if you would like to get the information by word of mouth, we will be very happy to cooperate with your current study.**

**Please feel free to call on us at any time.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ech**

*catalog  
in back of file*

**BOSTON SAFE DEPOSIT AND  
TRUST COMPANY**



100 FRANKLIN STREET  
BOSTON, MASSACHUSETTS 02106

AREA CODE 617 LIBERTY 2-9450

MANAGEMENT CONSULTING DIVISION

October 26th, 1964.

Mr. Kenneth Olsen  
President  
DIGITAL EQUIPMENT CORPORATION  
Maynard, Mass.

Dear Mr. Olsen:

Our division, periodically, does a major research report on some phase of corporate strategy. Enclosed are two reports that we have recently published.

We are currently working on the special problems of strategic planning in the electronics industry. Our approach is to first examine in depth the recent history of the industry, to see what generalizations can be drawn from the experience of selected companies. To this we will add our own projection of significant trends, and then attempt to state their implications for companies in various segments of the industry.

If Digital Equipment Corporation has a document describing its history, this would be most helpful to us in completing the first phase of our study.

Cordially,

Seymour Tilles (Dr.)

October 27, 1964

Mr. J. Alden Cheever  
147 Ridge Road  
Winchester, Massachusetts

Dear John:

I spent some time looking over the Church audio system and have some ideas as to what we should do. I have concluded that a big problem is that we have never agreed on a plan and then went about to follow it. Instead, we change and add to the system every week and the result is intolerable. I suggest that we form a committee, with you as chairman, that would formulate this plan. It could also assign responsibilities for watching the system during services.

I would suggest this committee consist of those who have experience or knowledge or can spend time in helping. I think it should have Dave and Paul and those who we think might help. I'm sure I cannot be chairman because I have been the critic for too long.

I see that we have two possible approaches to solving the problem. One is to put all our equipment in storage and go back to the original Stromberg-Carlson amplifier in the little box on the auditorium floor with a locked door over it. People then have the choice of turning on the power or leaving it off and there are absolutely no knobs available to be touched. The only thing we'd have in the audio room then would be the radio and the tape recorder. We had very few complaints about the audio system when things were run this way.

The other alternative is to rebuild the large box which was custom-built for us so that it will work. It also can be made much, much simpler. It would then be used to drive the auditorium, the other rooms, the tape recorder, and an emergency tie for the radio. I would suggest that we leave the radio completely separate for normal use. The way the system is now hooked up with all the thousands of dollars worth of equipment, it does nothing more than the original Stromberg-Carlson unit did when it was in the box on the first floor.



Even before we form the committee, however, we can, with just two of us, go around and adjust the loud speakers so that people can at least hear. That's the only real complaint we have right now, aside from some random noise coming through the system.

Friday nights would be a good time to have our committee meetings and this initial tuning up of the loud speakers you and I might do Friday night if you're in.

Sincerely yours,

Kenneth H. Olsen

KHO:rech

Typed and signed in Ken's absence

C

O

P

Y

October 21, 1964

C  
Better Business Bureau of  
Metropolitan Boston, Inc.  
52 Chauncy Street  
Boston, Massachusetts 02111

Gentlemen:

O  
We are in receipt of your invoice of October 1, 1964,  
in the amount of \$90.00.

Kindly cancel our membership as the company does not wish  
its renewal.

Very truly yours,

P  
(Mrs.) Lois Evans  
Accounts Payable

LE/lwl

Y  
cc: E. Holmes

October 21, 1964

Dr. Gordon Brown  
Dean of Engineering  
Massachusetts Institute of Technology  
Cambridge, Massachusetts

Dear Dr. Brown:

Professor Fano asked if I would send a note to you telling of our opinions of Jack Dennis. We are pleased to do this because we think highly of Jack and his technical capability. DEC has had regular contact with Jack for the last several years and we have, at times, used him as a consultant.

I have asked several of our people who have contact with Jack what their opinions were and I have received only favorable comments (except that, at times, he has recommended manufacturers other than DEC.) When we have worked with him, everyone has great respect for his technical judgment. We have been pleased to observe that the projects which he has started at MIT have been completed, even though he does not have the facilities and personnel available in the industry.

When we have used him as a consultant, we have usually taken his advice. We have just lately used his consulting to develop our plans for multi-processor development and his ideas are the basis of our plans.

Many of our people are young, bright fellows, not long out of MIT, and exceedingly critical of others. The fact that they are positive in their reactions to Jack Dennis, I think, is significant.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

October 19, 1964

Mr. Vernon R. Alden  
29 Park Place  
Athens, Ohio

Dear Vern,

We would like to invite you and Mrs. Alden to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

**Mr. John Barnard, Jr.  
Mass. Investors Trust  
200 Berkeley Street  
Boston 16, Massachusetts**

**Dear Jack,**

We would like to invite you and Mrs. Barnard to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

**Kenneth H. Olsen**

r.s.v.p.

x

October 19, 1964

**Mr. Wayne P. Brobeck  
5028 Westpath Terrace  
Washington 16, D. C.**

**Dear Wayne,**

**We would like to invite you and Mrs. Brobeck to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.**

**We look forward to seeing you then.**

**Sincerely,**

**Kenneth H. Olsen**

**r.s.v.p.**

October 19, 1964

Mr. William H. Congleton  
American Research and Development Corp.  
200 Berkeley Street  
Boston 16, Massachusetts

Dear Bill,

We would like to invite you and Mrs. Congleton to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

**Mr. Arnaud de Vitry  
Post Office Box 41  
Villars-sur-ollen  
Vaud, Switzerland**

**Dear Arnaud,**

**We would like to invite you and Mrs. de Vitry to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.**

**We look forward to seeing you then.**

**Sincerely,**

**Kenneth H. Olsen**

**r.s.v.p.**



October 19, 1964

**Mr. Jay W. Forrester  
11 Holden Wood Road  
Concord, Massachusetts**

**Dear Jay:**

**We would like to invite you and Mrs. Forrester to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.**

**We look forward to seeing you then.**

**Sincerely,**

**Kenneth H. Olsen**

**KHC:ncs**

**r.s.v.p.**

October 19, 1964

Mr. Henry W. Hoagland  
American Research and Development Corp.  
200 Berkeley Street  
Boston 16, Massachusetts

Dear Harry,

We would like to invite you and Mrs. Hoagland to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

**General Georges F. Doriot**  
**American Research and Development Corp.**  
**200 Berkeley Street**  
**Boston 16, Massachusetts**

Dear General Doriot,

We would like to invite you and Mrs. Doriot to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

Miss Dorothy E. Rowe  
American Research and Development Corp.  
200 Berkeley Street  
Boston 16, Massachusetts

Dear Dorothy,

We would like to invite you to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

X

October 16, 1964

Mr. Robert Leonard  
ITT Data and Information Systems Division  
P. O. Box 285  
Paramus, New Jersey

Dear Bob,

Enclosed is the signed copy of your letter dated October 6, 1964 permitting you to copy without charge the information in our manual "Programmed Data Processor-6 Handbook" (F-65).

I should like to stress that when modifications by ITT are made in this handbook, the statement "ITT has written part of this document" be included as part of this agreement.

If you have any questions, please feel free to contact me.

Best personal regards,

R. L. Lane

RLL/pam  
Enclosure: 1

C  
O  
P  
Y



DATA AND INFORMATION SYSTEMS DIVISION

P. O. Box 285

PARAMUS, N. J.

07652

TWA 201 267 0421

201 CC 2 8606

October 6, 1964

Digital Equipment Corporation  
Maynard  
Massachusetts

Gentlemen:

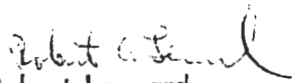
When proposing to supply the ITT 9000 System (PDP-6) to prospective customers, it is often necessary for ITT DISD to furnish, or agree to furnish upon delivery, descriptive material concerning the equipment.

In most instances the information contained in your copyrighted "Programmed Data Processor - 6 Handbook" will satisfy this requirement.

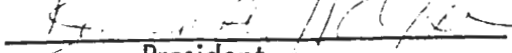
Accordingly, your permission is requested to copy without charge such information for the aforementioned purpose, with leave to make appropriate modifications therein to reflect those changes in equipment designation and identification as are made when the same is supplied by ITT and to add such supplementary data as may be necessary to cover any peripheral equipment offered or furnished as part of the System.

Material prepared in accordance with the foregoing will indicate that it was printed with permission of the Digital Equipment Corporation as copyright owner.

Very truly yours,

  
Robert Leonard  
Vice President

The above request is hereby granted.  
DIGITAL EQUIPMENT CORPORATION

By   
President

Dated October 1964

October 16, 1964

Technicolor Corporation  
Commercial and Educational Branch  
123 South Hollywood Way  
Burbank, California

Attention: Dept. WJ 10

Gentlemen:

Please rush me illustrated material on the Technicolor 8mm.  
Projectors and Magi-Cartridges. Send me Source Directory on Educational  
Single Concept Firms. I am particularly interested in equipment for selling.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

C

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Y

October 15, 1964

Mr. J. W. Birkenstock  
Vice President  
International Business Machines Corporation  
Armonk, New York 10504

Dear Mr. Birkenstock:

Thank you for your invitation to be your guest at dinner on Wednesday, October 21st at the Wilshire Country Club in Los Angeles. I am sorry that I will not be able to join you.

Digital Equipment Corporation does not manufacture equipment for normal business applications but we would like to hear more about your organization.

Sincerely yours,

Kenneth H. Olsen

KHO:ech



**IBM** *International Business Machines Corporation*

Armonk, New York 10504

*Office of Vice President*

October 5, 1964

Mr. Kenneth H. Olsen  
President  
Digital Equipment Corporation  
146 Main Street  
Maynard, Massachusetts

Dear Mr. Olsen:

Knowing that many of the leaders of companies in our industry will be in Los Angeles for the Business Equipment Exposition at the Memorial Sports Arena and for the BEMA Conferences and Annual Meeting at the Ambassador Hotel during the week of October 19, we are planning an informal get-together of the principal officers of companies in our industry.

I am pleased, as Chairman of the Business Equipment Manufacturers Association, to invite you to be our guest for cocktails and dinner at 6:30 p.m. on Wednesday, October 21 at the Wilshire Country Club in Los Angeles.

There will be no formal program - informal discussion, renewal of old friendships and the making of new ones will be the order of the evening.

Although your company is not yet a member of BEMA, we thought that you would appreciate the opportunity of meeting with the key men in our industry. Speaking on their behalf, I know that they will be most interested in having you meet with them on this occasion.

I do hope that you will let me know that you can join us on the 21st.

Sincerely yours,



J. W. Birkenstock

JWB:jh

October 14, 1964

Mr. Desmond de Villiers Oxford  
38 Melinda Street  
Toronto 1, Ontario, Canada

Dear Mr. Oxford:

I want to thank you for considering Digital Equipment Corporation as a possible computer manufacturer to fill the need in South Africa. We were, of course, fascinated by this idea and your enthusiasm does tease our imagination. However, during the last month we have been clarifying our plans for overseas operations and have concluded that, for now, we should more intensively concentrate on the subsidiaries we have started in Canada, Australia, and on the Continent of Europe.

Thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

DESMOND DE VILLIERS OXFORD

— COMPUTER APPLICATIONS —  
MINING AUTOMATION CONSULTANT

—  
TELEPHONE: 362-4641

38 MELINDA STREET  
TORONTO 1, ONTARIO

9<sup>th</sup> Sept. 1964.

— STRICTLY CONFIDENTIAL —

The President,  
Digital Equipment Corporation,  
Maynard, Massachusetts. 01754.

Dear Sir,

I have had correspondence delivered to me to-day, from Southern Africa, requesting me to act as a consultant in acquiring a computer manufacturer who is willing to manufacture, or partially manufacture, computers in that area.

Naturally my thoughts turned to your organization as you are well-known in the manufacture and supply of computer modules.

I believe that a suitable company can be formed and got under way in a very short time as S.A. is well equipped for electronic manufacture and research. The skills are there and the market is there if we can produce a machine at the right price. By manufacturing in the country you will be eliminating the 20% import duty. The first year's sales ought to be not less than 100 machines and that is a suitable rate to build on. In three years you will eliminate most competitors.

Please let me have your reactions.

Yours sincerely,

Desmond de Villiers Oxford, M.S.E. etc.

D. de V. OXFORD.

P.S. written after hours. D.

October 13, 1964

Boston Section, IEEE  
313 Washington Street  
Newton, Massachusetts 02158

Gentlemen:

Please register the following people from our Company in the six week lecture series on Microminiaturization and Integrated Circuits to be held between October 15 and December 3, 1964 at the M.I.T. Lecture Hall.

*Mil Assenault - reg. at door*  
Gordon Bell

- \* Roland Bolsvert
- Emile Chevrier
- Derrick Chin
- Ed de Castro
- \* George Gerolds
- \* Steve Lambert
- \* Miss Ai Tsung Lu
- Paul O'Malley
- \* Robert Savell
- Lawrence Soligman
- Ken Senior
- Jack Shields
- \* Tom Stockebrand
- Pat Sullivan
- \* Dan Wardiman
- Larry White

Enclosed are two checks amounting to \$220.00 to cover the registration fee.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech  
Enclosure

\* Member of IEEE

COPY

# CONCEPTS OF SYSTEMS

MEETINGS, 7:00 TO 9:30 PM, PRESENTING  
ELECTRIC UTILITY INDUSTRY FROM AN

Large Units - Methods of Economic Control  
General Trends - Transmission Planning  
Losses - Heat Rate Economics - Production

Design - Tandem and Cross Compound  
Temperatures - Sizes and Ratings - Steam  
Cycle - Turbine Generators - Exciters.

Combinations - Combination Gas and Steam Turbines  
Operating - Operating Experience with Gas  
- Diesel Units.

Way Determination - Conductor Size and  
Lightning Performance - Switching Surge  
- Report on EHC Projects (Apple Grove

Time to Visit NEREM

## EQUIPMENT

Arresters, Breakers, Disconnects, Switch-  
es and Series Capacitors and Instrument

## FUTURE TRENDS

Protective Relay Developments (Electro-  
nics) - Control and Remote Data Logging -  
Computers (Experiences, Trends and Prob-

**BOSTON EDISON COMPANY  
AUDITORIUM  
1165 MASSACHUSETTS AVE.  
DORCHESTER, MASS.**

**IEEE MEMBERS \$10.00  
NON-MEMBERS \$15.00**

**IF SPACE IS AVAILABLE — \$2.00 EXTRA**

# MICROMINIATURIZATION AND INTEGRATED CIRCUITS

SIX THURSDAY EVENING LECTURE MEETINGS, 8:00 TO 10:00 PM, PRESENTING  
THE LATEST DEVELOPMENTS, TECHNIQUES AND APPLICATIONS IN THIS  
IMPORTANT NEW FIELD.

The Boston Section of IEEE will present a six-week lecture series on Integrated  
Circuits this fall. These two-hour talks by recognized technical leaders in the field  
will be presented in the Boston area on successive Thursday evenings, between  
October 15 and December 3, 1964. Admission will be by subscription. Since the  
Boston area is one of the country's foremost electronics centers, a very large enroll-  
ment for this lecture series is anticipated and hence early registration is suggested.

Some of the lecture subjects to be covered are: 1) the history and development  
of microminiaturization; 2) the multi-chip approach; 3) basic silicon planar and  
thin film technology; 4) digital monolithic circuits; 5) linear monolithic circuits;  
6) a critique on the past and present situation in integrated electronics and what  
the future of molecular electronics holds.

Speakers are being recruited from the West Coast and other locations, as well  
as the New England area, in order to provide experts to cover each individual  
topic.

The subject matter to be discussed is not satisfactorily covered in any textbook  
now available. Every electronic engineer should be actively interested in attending  
since the future of electronics will be heavily involved in integrated circuits. It  
has been reported that, "Thirty-three percent of all current military circuits can be  
fulfilled by integrated circuits, according to Texas Instruments, Inc. By the '65 to  
'68 time period, the level will rise to 50% and to 75% by 1972." General Electric  
Company generally concurs and suggests a further breakdown. "By 1966," the  
company says, "new military equipment will carry the following percentages of  
microelectronic circuits: computers (90%) data processing (75%), communica-  
tions (85%), controls (55%), large (20%), and small radars (70%)." Many in  
industry predict a market totaling well over several billion dollars during the next  
six years.

On six consecutive Thursdays 8:00-10:00 pm  
(Excluding NEREM week and  
Thanksgiving Day)  
BEGINNING OCTOBER 15th

LOCATION  
MIT LECTURE HALL 26-100  
CAMBRIDGE, MASS. LA 7-5

PLEASE REGISTER ME FOR THE 1964 FALL LECTURE SERIES

POWER SYSTEMS       INTEGRATED CIRCUITS

MY CHECK IS ENCLOSED FOR .....

NAME .....

ADDRESS .....

MAKE CHECKS  
PAYABLE AND  
MAIL FORM TO:

**BOSTON SECTION, IEEE**  
313 WASHINGTON STREET  
NEWTON, MASS. 02158

October 13, 1964

Colonial Theatre  
106 Boylston Street  
Boston, Massachusetts

Dear Sir:

Please send me five (5) 1st balcony tickets for the Wednesday, October 21 Matinee of "Trial by Jury" and "H. M. S. Pinafore." Enclosed is a check in the amount of \$21.

Sincerely,

Kenneth H. Olsen

October 12, 1964

**Mr. Ivan E. Sutherland**  
**Director for Information Processing Techniques**  
**Advanced Research Projects Agency 3D-179**  
**Washington, D. C. 20301**

Dear Ivan:

Tom Stockebrand asked me to send a note to you outlining our plans for building equipment in the future and how it might fit in with the work which Wes Clark is proposing. Our plans are quite well laid out for the immediate future and we are quite pleased to hear of Wes Clark's plans because in no way do our plans compete or duplicate his work.

Our plans for hardware are to continue to expand our Flip-Chip modules to use cermet integrated circuits like we've been using for a couple years but with semiconductors and, to a limited degree, monolithic integrated circuits in the same package. Our sockets on mounting panels are arranged for automatic wire wrapping and we hope that Wes will use our modules assembled in groups for his modular computers because we can so readily automatically wire up the pieces.

Our plans are to continue to improve our three present general purpose computers -- the PDP-6, PDP-7, and PDP-8 (formerly PDP-5.) Our work will be concentrated on making the 7 and 8 faster and less expensive and the PDP-6 into multi-processor configurations with a lower unit cost. Immediate plans are to continue to make Chinese copies of Wes Clark's original LINC and we have not yet decided as to whether it would be worthwhile to make a modernized LINC. We could, of course, make one with less cost and faster speed but it would be a significant investment.

We have no intention to build a computer the type Wes is interested in because software, for a simple computer, costs us so much money that we cannot conceive of making software for an expandable computer like Wes is talking about. If anyone else proposed this computer, I would have said that he was naive and that it was impossible but, because of the respect we have for Wes, we feel that he must know what he is doing.

Mr. Ivan E. Sutherland

- 2 -

October 12, 1964

Give me a call sometime if you would like to discuss this in detail. You might be interested to hear that we delivered our first PDP-6 to Project MAC on Tuesday. The movers dropped it off at 5:30 in the afternoon and the fellows started plugging the cables together and at 6:30 it was running the program which had been left in the memory when it was packaged for shipping.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech

C

O

P

Y



October 8, 1964

Dr. Hans K. Flesch  
7 Chemin de la Metairie  
Pully, Switzerland

Dear Dr. Flesch:

John Ackley has suggested that we write to you about our interest in beginning an operation in France. As he may have mentioned, DEC started a sales subsidiary in Germany last year and one in England just six months ago. We feel that a similar venture in France is important as we cannot effectively reach the French market from England or Germany.

In addition, we are considering the possibility of appointing a Manager of European Sales to be based in Europe. It seems apparent to us that we need either an American or someone very familiar with American marketing practices to plan and manage these efforts.

We have a great deal of confidence that our products, if effectively sold, will do very well in Europe. If you are interested in these possibilities, I would be pleased to receive your ideas. Should you plan to be in the United States during the next few months, we would like to have you visit us in Maynard. If that is not possible, we will have to work out other arrangements to meet with you.

I look forward to hearing from you.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

September 18, 1964

Clerk  
Municipal Court of the City of Boston  
Room 101, New Court House  
Pemberton Square  
Boston 8, Massachusetts

C  
Dear Sir:

O  
Enclosed is a parking ticket that I received while being parked along side of Park Street Church. I am an officer of the Church and was there on Church business and would like to be excused from the fine.

P  
If you feel I should pay the fine, please return the ticket and I will mail the fine to you without argument.

Y  
Please note that, although the ticket said the parking was in front of No. 3 Park Street, it was actually in front of No. 1 Park Street, which is Church property and the painted curb is left over from the time Roberts Furs Company occupied part of the building.

Sincerely yours,

Kenneth H. Olsen

returned  
to Ken sent  
check on  
9/28  
eh

September 18, 1964

Mr. Mogens Rand  
12 Sherwood Drive  
Bedford, Massachusetts

Dear Mr. Rand:

I am sorry that I haven't given you some answer to your proposal on doing business in Europe. We have been trying to clarify our attitudes and plans but I am afraid that, even after this delay, we are still not clear as to what we should do in Europe and I think that it will be a few more weeks before we have our ideas clarified.

Thank you for sending the clipping along to me. I'll let you know as soon as we have more definite ideas on what we plan to do.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

KHO file

September 18, 1964

**Mr. G. E. Forsythe, President  
Association for Computing Machinery  
211 East 43 Street  
New York 17, New York**

**Dear Mr. Forsythe:**

**I have received your letter of September 8, urging that we become an Institutional Member of the Association for Computing Machinery. We are happy to accept your invitation and will enclose our check for \$500.00 to cover the annual dues. I would like to designate as our representative Harlan E. Anderson who is Vice President of Digital Equipment Corporation.**

**We wish you continued success in your plans for maintaining and extending the important work of the Association for Computing Machinery.**

**Sincerely,**

**Kenneth H. Olsen  
President**

**KHO:ncs  
Enc: \$500 Check.**



COUNCIL

G. E. FORSYTHE, PRESIDENT  
H. S. BRIGHT, VICE PRESIDENT  
E. H. JACOBS, SECRETARY  
W. HOFFMAN, TREASURER

P. ARMER  
R. W. BEMER  
C. L. BRADSHAW  
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A. OPLER  
E. I. ORGANICK  
D. B. PARKER  
A. J. PERLIS  
D. M. YOUNG, JR.

ASSOCIATION FOR COMPUTING MACHINERY

211 EAST 43 STREET NEW YORK 17, NEW YORK

September 8, 1964

Mr. Kenneth Olsen, President  
Digital Equipment Corporation  
146 Main Street  
Maynard, Massachusetts

Dear Mr. Olsen:

I am writing to you to urge that Digital Equipment Corporation become an Institutional Member of the Association for Computing Machinery. As you know, the field of computers and information processing has been growing at an unprecedented rate. I am sure that you share my conviction that the acceleration is still positive and will continue to be for some time to come. The ACM is the organization for personnel working in this field.

We are soliciting your membership in order to support both our continuing services to our membership as well as some services which we believe ought to be added to our program. Our current services include the publication of COMMUNICATIONS OF THE ACM, COMPUTING REVIEWS, and the JOURNAL OF THE ASSOCIATION FOR COMPUTING MACHINERY; support of more than 79 local chapters of both regular members and student members; support of special interest groups for particular sub-areas of information processing; conduct of an annual national meeting and some regional meetings; a visiting scientists program to universities; a national lectureship program for chapters; and an education program for persons outside the profession.

An example of an additional service which we would like to provide is the following: many of our members are engaged in using information processing methods which will be obsoleted by new techniques. We need a concerted effort of internal education to prepare our members for continuing growth with the field.

I have enclosed a brochure describing ACM Institutional Membership as well as a current list of Institutional Members. You will notice that several of your corporate colleagues are already members. If you believe in the philosophy of professional organizations as a force to improve the communication of information, to promote the advancement of the

state-of-the-art, to facilitate the education of its members and to properly depict its field to the lay public, then you will want to support the ACM.

We would be pleased to add Digital Equipment Corporation to our list of Institutional Members.

Sincerely,



G. E. Forsythe  
President

GEF:ph  
encl.

P. S. I, some member of the ACM Council, or Mr. J. D. Madden, our Executive Director, would be pleased to call on you if you would like additional information on the ACM.



# Institutional Members

## CORPORATE MEMBERS

Aerospace Corporation  
Bank of America  
Burroughs Corporation  
C-E-I-R, Inc.  
Computer Usage Company, Inc.  
Control Data Corporation  
General Motors Corporation  
International Business Machines, Inc.  
Litton Systems, Inc.  
Philco, a subsidiary of Ford Motor Company  
Radio Corporation of America  
The RAND Corporation  
Service Bureau Corporation  
System Development Corporation  
Union Carbide Corporation  
UNIVAC, Div. of Sperry Rand Corp.  
Wolf Research and Development Corp.

## EDUCATIONAL MEMBERS

Auburn University  
Baylor University  
Brown University  
California Institute of Technology  
Columbia University  
Cornell University  
Dartmouth College  
Drexel Institute of Technology  
Duke University  
Florida State University  
Georgetown University  
Georgia State College  
Indiana University  
Institute fur Angewandte Mathematik der  
Bergakademie Clausthal (Germany)  
Johns Hopkins University  
Kent State University  
Massachusetts General Hospital  
Massachusetts Institute of Technology  
Miami University (Oxford, O.)  
Michigan State University  
North Carolina State College  
The Ohio State University  
Ohio University  
Oregon State University  
Purdue University  
Rutgers the State University  
Southern Illinois University  
Stanford University  
Texas A & M College  
Texas Christian University  
University of California (Berkeley)  
University of Chicago  
University of Denver  
University of Illinois  
University of Kentucky  
University of Michigan  
University of Missouri  
University of North Carolina  
University of Notre Dame  
The University of Texas  
University of Toronto  
University of Utah  
Washington State University  
Washington University (St. Louis)  
Wayne State University  
Wesleyan University  
Yale University

September 16, 1964

Mr. Ivan E. Sutherland  
Director for Information Processing Techniques  
Advanced Research Projects Agency 3D-179  
Washington, D. C. 20301

Dear Ivan:

We are pleased to hear of your interest in the PDP-6. I am sending you a complete collection of our literature and price lists with a copy of two of the proposals we've made to give you an idea of some of the systems which we have proposed. Also enclosed is a sheet summarizing several proposals we have made. We have orders for six - nine machines and expect several others soon. We'd like to come to Washington to tell you about the computer whenever it is convenient for you.

Congratulations on your new job. I'm sure that you will make a significant contribution to the country's research effort.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-6 Handbook  
PDP-6 Programming Examples  
PDP-6 Price List  
PDP-6 Time Sharing System  
Proposal to Project MAC  
Proposal to Bell Telephone Laboratories  
Summary Sheet



Proposed Project MAC PDP-6 (Large System)

4 Processors each with 16 word, 400 nanosecond memories  
262,144 words of 1.1  $\mu$ sec core memory  
2,000,000 words of 4.15  $\mu$ sec drum memory  
50,000,000 words of disc storage  
Duplexed In-Out System including terminals for Multiple Consoles

Cost: Approximately \$4,000,000

Proposed Rand Corporation PDP-6 (Medium System)

C  
1 Processor with 16 word, 400 nanosecond memories  
32,384 words of 2.0  $\mu$ sec core memory  
1,000,000 words of 4.15  $\mu$ sec drum memory  
Paper Tape Input-Output  
30 Remote Consoles

Cost: Approximately \$830,000

Purchased University of Western Australia PDP-6 (Small System)

O  
P  
1 Processor with 16 word, 400 nanosecond memories  
16,384 words of 2.0  $\mu$ sec core memory  
Card Input  
Line Printer  
Micro Tape  
IBM Tape

Cost: Approximately \$440,000

Y Purchased Charles W. Adams Associates PDP-6 (Medium System)

1 Processor with 16 word, 400 nanosecond memories  
49,152 words of 2.0  $\mu$ sec core memory  
1,000,000 words of 4.15  $\mu$ sec drum memory  
Card Input  
Paper Tape Input  
Micro Tape  
IBM Tape  
Line Printer

Cost: Approximately \$800,000



ADVANCED RESEARCH PROJECTS AGENCY  
WASHINGTON, D.C. 20301

30.179

September 11, 1964

Mr. Kenneth Olsen  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Ken:

I am writing to you partly just to say "hello," and partly because I don't really know the proper machinery to use at DEC. As I talk to advanced computer users, I find that many of them are interested in the PDP-6. Although I have a general idea of the PDP-6 design and implementations, I now need to know the specific details of cost for the various components of the PDP-6 system.

Would you have someone send me an outline of typical PDP-6 systems and the cost associated with them? You might pick, for instance, a small, medium and large installation and indicate what the typical equipment complement would be and cost associated with it.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Ivan", is located below the typed name.

Ivan E. Sutherland, Director for  
Information Processing Techniques

## Proposed Project MAC PDP-6 (Large System)

4 Processors each with 16 word 400 nanosecond memories  
262,144 words of 1.1  $\mu$ sec core memory  
2,800,000 words of 4.15  $\mu$ sec drum memory  
50,000,000 words of disc storage  
Multiplexed In-Out System including terminals for multiple users

Cost: Approximately \$4,000,000

Status: No technical comment from MIT.

## Proposed Rand Corp. PDP-6 Medium System

1 Processor with 16 word, 400 nanosecond memory  
32,384 words of 2.0  $\mu$  sec. core memory  
1,000,000 words of 4.15  $\mu$ sec drum memory  
Paper Tape Input-Output  
30 Remote Consoles

Cost: Approximately \$830,000

## Purchased Univ. of West. Australia PDP-6 Small System

1 Processor with 16 word, 400 nanosecond memory  
16,384 words of 2.0  $\mu$ sec core memory  
Card Input  
Line Printer  
Micro Tape  
IBM Tape

Cost: Approximately \$440,000

Purchased Chas. W. Adams Co. PDP-6 medium System

1 Processor with 16 word 400 ~~nanosecond~~ <sup>nanosecond</sup> memory  
49,152 words of 2.0  $\mu$  sec core memory  
1,000,000 words of 4.15  $\mu$  sec drum memory  
Card Input  
Paper Tape Input  
microTape  
IBM Tapes  
Line Printer

Cost: Approximately \$800,000

Enclosures

MAC Proposal

Price List

F-65

Programming Examples

Time Sharing

September 15, 1964

Department 28  
I-XL Furniture Company, Inc.  
Goshen, Indiana

Dear Sir:

Please send a copy of your new 40-page color book "How to Plan a Kitchen You'll Love." Enclosed is \$1.00 to cover the cost.

Sincerely,

Kenneth H. Olsen

KHO:ech  
Enclosure

September 15, 1964

Dr. James Forrester, President  
Gordon College  
255 Grapevine Road  
Wenham, Massachusetts

Dear Jim:

I enjoyed being at the College on Sunday and taking part in the program. I was very pleased to see the new buildings. I think they will do great things for the morale and enthusiasm of everyone.

Enclosed is a check for the School. When we were collecting pledges, I promised to pay twice this over a period of three years but now I find that I can give this amount each year and so if that mysterious offer to match funds is still open, you can call this an extra gift.

I still look forward to having lunch with you sometime.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

September 15, 1964

**Ludowici-Celadon Company**  
75 East Wacker Drive  
Chicago, Illinois 60601

**Attention: Architectural Department HGBG**

**Dear Sir:**

**Please send brochures on your tile product.**

**Sincerely,**

**Kenneth H. Olsen**

**KHO:ech**

C

O

P

Y

September 15, 1964

**C**  
Home Planners, Inc.  
16310 Grand River Avenue  
Detroit 27, Michigan

**O**  
Dear Sir:

**P**  
Please send one copy of the book, "House  
Construction Detail" to the above address. Enclosed  
is a check in the amount of \$5.95.

Sincerely yours,

**Y**  
Kenneth H. Olsen

KHO:ech  
Enclosure



September 14, 1964

**C**  
Mr. Richard P. McLamey  
Equipment Division Headquarters  
Raytheon Corporation  
40 Second Avenue  
Waltham, Massachusetts

**O**  
Dear Mr. McLamey:

**P**  
We are pleased to hear of your interest in the PDP computers. I'm enclosing the price lists of these computers and copies of the brochures.

**Y**  
I have told our New England sales office about your interest and our Mr. Kotsaftis will call you to see if you have any other questions and to tell you about our training courses.

Sincerely,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-1, 4, 5, 6 & 7 brochures  
PDP-1, 4, 5 & 6 price lists

K. Olsen.

September 14, 1964

Dr. Brian Macefield  
University of Oxford  
Department of Nuclear Physics  
21 Banbury Road  
Oxford, England

Dear Dr. Macefield:

Thank you very much for your letter of September 1, 1964, requesting a quotation on a PDP-7 system. Mr. John Leng of our Reading office will be able to provide the detailed quotation for you. Digital Equipment Corporation is happy to be able to offer to you a special educational contribution which, in this case, will amount to a discount of 20% on the DEC items to be purchased on this order. The only items to which this educational discount will not apply are the Nuclear Data Analog to Digital Converters with their interface, and the Incremental Plotter Model 565 and Control Type 350. All other items will be subject to the 20% discount.

The purchase price includes all installation costs at Oxford. This installation will be performed by engineers from Digital Equipment Corporation (UK) Ltd. All of the equipment will be guaranteed to be free from design and manufacturing defects for a period of six months following the date of acceptance. Any component which fails during this period will be repaired, or at DEC option, replaced. This warranty does not cover components which have been modified without DEC approval or which have been subject to unusual physical or electrical stress. The warranty is limited to damaged equipment itself and not to any costs resulting from such damage. Upon expiration of the warranty system maintenance service is available from DEC on a contract or per call basis. A copy of the Standard DEC Maintenance Agreement is included with this letter.

C

O

P

Y

Dr. Brian Macefield

-2-

September 14, 1964

We are happy to be able to make this offer to Oxford University and we are looking forward to providing the equipment for you.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:nlz

Enc.

Standard Maintenance Agreement

cc: Jonathan Fadiman, DEC Maynard  
John Leng, DEC U. K.

C

O

P

Y

SEP 8 1964

F 574

UNIVERSITY OF OXFORD · DEPARTMENT OF NUCLEAR PHYSICS

*Nuclear Physics Laboratory, 21 Banbury Road, Oxford.*

*tel ph 3414*

1st September, 1964.

K. Olsen, Esq.,  
Chairman Digital Equipment Corporation,  
Maynard,  
Massachusetts,  
U.S.A.

Dear Sir,

We have recently been discussing with Dr. J. Leng of your Reading office the purchase of a PDP-7 and have reached the stage where we should be pleased if you could provide a quotation for the items listed below. As we shall be using the equipment for nuclear physics research and teaching we should be grateful if you would consider us for your educational discount.

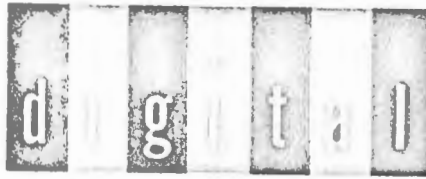
PDP-7 processor with 8k of memory  
Extended Arithmetic element type 177  
Automatic priority program interrupt type 172  
Precision incremental CRT display type 340  
with light pen, character mode and direct access channel  
Dual Microtape transport type 555  
Microtape control type 55-A  
Data interrupt multiplexer type 173  
4 Nuclear Data ADC's 1024 channel matched to PDP-7  
Incremental plotter model 565 and control type 350  
(this item to have the alternative of a paper tape input  
as discussed with Dr. Leng).

The above equipment to be powered by a 240v AC 50 c/s single phase supply.

We should be grateful if you would confirm that all the installation costs at Oxford are included in the purchase price of the computer and that the guarantee period is 6 months. Since it is unlikely that we shall have personnel sufficiently trained to service the PDP-7 after the guarantee period we would appreciate a quotation for maintenance.

Yours faithfully,

B. E. F. Macefield



*equipment corporation*

MAYNARD, MASSACHUSETTS  
TWinoaks 7-8822 TWX MAYN 816

September 10, 1964

Mr Hubert L Shortt  
President  
Technograph  
Printed Electronics Incorporated  
920 Northwest Blvd  
Winston-Salem, N C, 27103

Dear Mr Shortt:

Mr Kenneth H Olsen has asked me to acknowledge your letter to him dated August 31, 1964.

Although we have not studied the patents enumerated in your letter, we have reached the conclusion, judging from the titles, that we have no interest in them.

Thank you for writing us.

Sincerely yours

DIGITAL EQUIPMENT CORPORATION

James P Hastings

JPH:ASJ

**Copies not shown on original to  
K H Olsen, R Cesari**

September 10, 1964

**New England Telephone & Telegraph Company  
Cambridge Business Office  
51 Inman Street  
Cambridge 39, Massachusetts**

**Attention: Mr. Mulhall, Manager**

**Gentlemen:**

**Mr. Arthur H. Hall III  
10 Kirkland Place**

**Cambridge, Massachusetts is hereby granted permission to  
have the telephone number MI 6-8600 listed beside his number as his  
business telephone number. This listing will be at Mr. Hall's expense.**

**Sincerely,**

**Kenneth H. Olsen  
President**

**KHO:ech**

September 10, 1964

**C**

Mrs. Bette Gurley  
508 Main Street  
West Concord, Massachusetts

**O**

Dear Bette:

Enclosed are the tickets for you and the children that I said I would send you. We hope that you will be able to use them.

**P**

Sincerely yours,

Kenneth H. Olson

**Y**

KHO:ech  
Enclosures

Win

August 10, 1964

Mrs. Loretta Pruett  
The International Villa  
2131 Massachusetts Avenue N. W.  
Washington 8, D. C.

Dear Mrs. Pruett:

I have been waiting to hear further from you giving the age groups and sex of the students. I have been making inquiries for sleeping accommodations but cannot get definite commitments. Some families prefer young ladies and others would prefer young men. As of this moment, I can promise accommodations for three young men and two young ladies on Thursday night, August 27. Is that the night the group is staying over? About what time do you hope to arrive in Maynard?

Thus far, I see an interesting program developing after the simple lunch at the Digital Equipment manufacturing plant. Two members of Maynard volunteer organizations have promised to speak to the students and possibly guide them to some of the historical places in the area.

Please send me the names, ages, nationality and sex of students so I can continue to make sleeping arrangements.

Sincerely,

Elsa Newmon (Mrs.)

EN:ajc

COPY



September 9, 1964

C  
O  
P  
Y

Mr. Edward L. Sawyer, Jr.  
Auchincloss, Parker & Redpath  
Two Broadway  
New York 4, New York

Dear Mr. Sawyer:

I want to thank you showing continued interest in DEC. We have been approached very often lately with possible mergers but our plans are well laid out before us and we do not see the need or advantage to a merger at this time.

We do want to thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

# AUCHINCLOSS, PARKER & REDPATH

MEMBERS NEW YORK STOCK EXCHANGE

TWO BROADWAY

NEW YORK 4, N. Y.

TELEPHONE  
HANOVER 2-7430

August 27, 1964

Mr. Kenneth E. Olsen, President  
Digital Equipment Corporation  
Maynard, Massachusetts

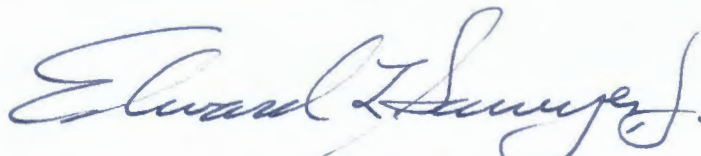
Dear Mr. Olsen:

As you may recollect, we wrote you a letter last June on behalf of a client interested in expanding its activities in the computer and test equipment field. While sorry to learn you had no wish to proceed further, I did appreciate your prompt and courteous response. Since then, we have encountered in the course of our travels a few small companies in the computer field willing to consider merger with a larger organization and we thought that you might conceivably have an interest in acquiring a suitable organization yourself.

The company we have in mind manufactures analog computers, accessories and components, display units, electronic mode controls, and engages in analog computer modernization and maintenance. Sales are approximately \$2 million, net worth is slightly less than \$500,000 and the business, while having operated in the red since its establishment a couple of years ago, is now operating on a slightly better than a break-even basis. The management believes that one significant trend in the computer field will be towards the development of sophisticated hybrid systems incorporating both digital and analog aspects. Accordingly, they would be willing to discuss merger with a company experienced and capable in the digital computer field.

I look forward to learning your views on this situation as soon as convenient.

Sincerely,



Edward L. Sawyer, Jr.

ELS:ald

**AUCHINCLOSS, PARKER & REDPATH**

MEMBERS NEW YORK STOCK EXCHANGE

TWO BROADWAY

NEW YORK 4, N.Y.

TELEPHONE  
HANOVER 2-7430

September 14, 1964

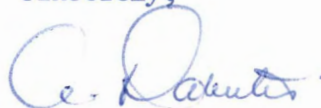
Mr. Kenneth H. Olsen, President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen:

Enclosed you will find a letter from you intended for a  
Mr. Marvin Lorgi. We are forwarding same back to you.

Unfortunately, as the envelope, as you will note, was  
addressed to Edward Sawyer, the letter was opened.

Sincerely,



Miss A. Dabulis  
Secretary for  
Mr. Edward L. Sawyer, Jr.

ald/  
enc.

September 9, 1964

C

Mr. Marvin B. Lorig  
9400 Lincolnwood Drive  
Evanston, Illinois 60203

O

Dear Mr. Lorig:

We are pleased to hear of your interest in Digital Equipment Corporation. The stock of DEC is not traded publicly but is largely held by American Research and Development Corporation in Boston. Their stock is traded on the New York Stock Exchange.

P

We have not as yet had to publish an annual report but when we do I will be sure to send a copy to you.

Sincerely yours,

Y

Kenneth H. Olsen

KHO:ech

MARVIN B. LORIG  
9400 LINCOLNWOOD DRIVE  
EVANSTON, ILLINOIS 60203

September 2, 1964

Digital Computer Company  
146 Main Street  
Maynard, Massachusetts

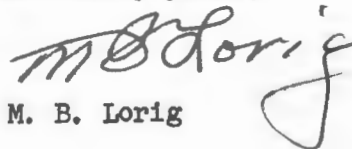
Attention: President  
Kenneth H. Olsen

Gentlemen:

I have been following the accomplishments of your company with great interest for several years and am most interested in learning more about the investment possibilities.

I would very much appreciate receiving copies of your annual reports, if they are available. I would also like to know whether your stock is traded publicly.

Sincerely yours,

  
M. B. Lorig

MBL:JK

MARVIN B. LORIG  
9400 LINCOLNWOOD DRIVE  
EVANSTON, ILLINOIS 60203

September 14, 1964

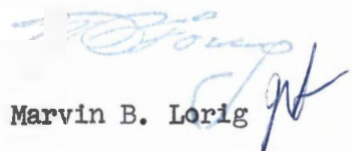
Mr. Kenneth H. Olsen  
President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen:

Enclosed is a letter addressed to Mr. Edward L. Sawyer, Jr. which I received in an envelope addressed to me. Evidently a mix-up has occurred, and I would appreciate receiving the letter intended for me.

Thank you.

Sincerely yours,

  
Marvin B. Lorig

MBL:JK  
Encl.

September 9, 1964

C

Mr. Hadley C. Ford, Jr.  
President  
The New Enterprise Club  
79 Carroll Street  
Watertown, Massachusetts

O

Dear Mr. Ford:

P

Thank you for your kind invitation to speak before The New Enterprise Club. I shall have to give a negative reply at this time because I have been asked to speak at the Business School and I'm not sure I would have enough to say to give two talks.

Thank you for your invitation.

Sincerely,

Y

Kenneth H. Olsen

KHO:ech

# The New Enterprise Club

HARVARD UNIVERSITY  
GRADUATE SCHOOL OF BUSINESS ADMINISTRATION



SOLDIERS FIELD  
BOSTON 63, MASS.  
KIRKLAND 7-9800

August 28, 1964

Mr. Kenneth Olson  
146 Main Street  
Maynard, Mass.

Dear Mr. Olson:

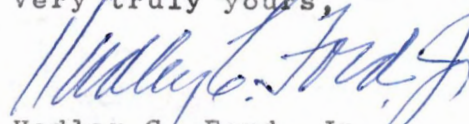
On behalf of the Board of Directors of The New Enterprise Club of the Harvard Business School, I cordially invite you to address our Club during the coming school year.

We offer you a forum for expressing your personal viewpoint on new enterprise. Your audience will consist of those young men at HBS who are particularly interested in entrepreneurial activity, men who will be starting their own businesses in the next few years.

The tentative program would include your talk to the Club (4 p.m.); an informal cocktail party (5 p.m.); and dinner with Club officers and faculty (6 p.m.).

Your knowledge and experience can be of great benefit to us; we will very much appreciate your taking valuable time to meet with us. Would you please let me know, first, whether you are interested in speaking and, second, the approximate date which may be convenient to you.

Very truly yours,

  
Hadley C. Ford, Jr.  
President

Please reply to:  
79 Carroll St.  
Watertown, Mass.



September 2, 1964

Headquarters XIII US Army Corps  
Fort Devens, Massachusetts 01433

Attention: AHBAG-RO

Gentlemen:

Mr. Packer has asked me to tell you of the nature of his work as you requested in the attached letter.

Mr. Packer is currently a staff member of Digital Equipment Corporation. He is working on systems for planning and controlling various company activities, such as our research and development programs. In addition, he is directly involved in internal data processing operations.

Digital's business is the design and manufacture of digital circuit modules, digital computers, and related computer products. Currently, over 50% of our sales are directly to the Defense Department and Space Agency or to subcontractors to these agencies.

If you need further information, please contact me.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

Attachment: Letter to Mr. Packer

COPY

HEADQUARTERS XIII US ARMY CORPS

Fort Devens, Massachusetts 01433

S: 18 Aug 64

AHBAG-RO

6 August 1964

SUBJECT: Eligibility for Transfer to the Standby Reserve

TO: 1st Lt David W. Packer  
11 Carver Rd  
Watertown, Mass

1. Reference DA Form 1140 (Army Reserve Qualification Questionnaire) wherein you requested transfer to the Standby Reserve.
2. You are eligible for transfer to Standby Reserve in view of your critical civilian occupation. Transfer cannot be effected without documentation from your employer as to the nature of your work. Upon receipt of this information, action will be taken to reassign you to the Standby Reserve. As a graduate student you may be eligible for transfer. Request documentation from the head of the school you attend.
3. Forward documentation to this headquarters, ATTN: AHBAG-RO together with this correspondence.

FOR THE COMMANDER:

Tel: PYramid 6-2808

*E. M. Curtsinger*  
E. M. CURTSINGER  
Chief, Officer Retention Unit  
Reserve Personnel Division

August 28, 1964

Mrs. William Gourley  
Schoodic Lake Camps  
Brownville, Maine

Dear Mrs. Gourley:

Thank you for sending the package to me. I am sorry to put you to this trouble.

We particularly enjoyed our stay this summer; we think Camp Dorothy is particularly pleasant.

Sincerely yours,

Kenneth H. Olsen

C

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P

Y



R. W. HUGHES  
PRESIDENT

# DATA TRENDS, INC.

1259 RT. 46, PARSIPPANY, N. J. 07054  
TEL. 201-334-1515

August 26, 1964

Mr. Kenneth Olsen, President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Ken:

I have given some thought to the question of how best we could organize ourselves to satisfy the State Department. Unfortunately, there are many restrictions involved, including some not so obvious ones, such as clearance problems, legal responsibility, etc. After much thought, I finally evolved an approach which I believe is entirely practical and satisfactory from both of our viewpoints, and which I devoutly hope will be acceptable to the State Department.

I have composed an explanation of the proposed arrangement and prepared this in the form of a letter to the State Department to be jointly signed by you and me. Please review the letter, and if you believe it is both acceptable and as good an arrangement as we can propose, then please sign it and send it in the enclosed addressed envelope. I have included a carbon copy for your file.

If either you or ARD has any suggestions for an alternate way to handle this problem, please let me know, as I imagine the State Department may be in touch with me shortly.

We are just concluding a day with Don Smith and Dave Denniston, and it looks like we are working out a good technical proposal. I believe, in fact, that we really do have the capability to propose an outstanding system, and I am therefore hopeful that we are not only allowed to bid, but awarded the contract.

We certainly appreciate your cooperation and assistance, and if you have any questions in any area, please give me a call.

With best regards,

R. W. Hughes

kb

encs:



R. W. HUGHES  
PRESIDENT

# DATA TRENDS, INC.

1259 RT. 46, PARSIPPANY, N. J. 07054  
TEL. 201-334-1515

August 26, 1964

Department of State  
Division of Supply & Transportation Management  
Room 719  
515 - 22nd Street, N. W., State Annex No. 2  
Washington, D. C. 20520

Attention Mr. Frank Gluchowski

Gentlemen:

This is in response to your request for a more detailed description of the proposed team arrangement of Digital Equipment Corporation (DEC) and Data Trends, Incorporated (DTI) to perform on the contract for the Automated Terminal Station, if awarded the contract.

In our letter of August 19, 1964, and previous correspondence, we have described the close association of these two firms and their key personnel over many years. The capabilities of the two firms are naturally complementary, with the broad system knowledge and experience of DTI in real-time system engineering and soft-ware, supplemented by an extensive line of computer and peripheral equipment produced by DEC with outstanding industry and government acceptance.

In providing this additional information, we believe that there are two possible aspects of primary concern to the State Department. One consideration is what might be called operational, and includes the project management, equipment production, system engineering, programming, and system test. The other key aspect is what might be called the contractual and legal area, wherein the usual contractual safeguards must be provided to protect the government's interest. We propose the arrangement outlined below as one which we believe is entirely practical, and in fact, provides the government with assured contract performance, flexible project management, complete contractual and legal coverage, a fast delivery schedule, and minimum possible cost.

For the operational aspect, we propose to provide a combined project management, with both organizations represented. The attached figure shows the proposed organizational arrangement, and indicates how the strengths of each company contribute to maximizing the overall effort. It can be seen that the production of the equipment is almost solely a DEC responsibility, and hence permits a clean project organization in this area. Similarly, the operational analysis, program design, and program

implementation are primarily DTI responsibilities, and also are cleanly organized. Finally, the coordination function combines representation of both companies to work closely with State Department personnel, assuring complete satisfaction of all procurement requirements.

For the contractual and legal aspect, we are proposing an arrangement which, for this specific contract, appears to be in the best interests of the government. It is proposed that a contract be written for DTI covering all aspects of the total contract, with the single exception of the computer equipment complex. Since this complex is solely within DEC's domain, and, furthermore, represents a major part of the total quotation, and, further, is so cleanly isolated and defined within the total system, it is therefore felt to be in the best interests of the government to cover this procurement in a separate contractual document. Notice that this arrangement is designed to avoid the possibility of any aspect of the total system being left uncovered by having the DTI contract written with comprehensive system coverage, and the DEC contract being a very specific excluded part. It is further pointed out that the DEC equipment will be delivered to the DTI facility for overall system test, and, therefore, the full system will be delivered to the State Department as one package.

We believe this combination of a combined project management and a separate contractual arrangement will fully satisfy all the requirements of the government, and suggest it as the basis for a contract, if successful in the bidding. In the event, however, that for any reason the above is not acceptable to the State Department, we will be glad to consider any variation, and to discuss this further with your representatives.

We trust the above fully answers your recent request.

Most cordially,

for DEC \_\_\_\_\_,  
signature title

for DTI , \_\_\_\_\_  
signature title President

kb

attach:

August 26, 1964

Department of State  
Division of Supply & Transportation Management  
Room 719  
515 - 22nd Street, N. W., State Annex No. 2  
Washington, D. C. 20520

Attention Mr. Frank Gluchowski

Gentlemen:

This is in response to your request for a more detailed description of the proposed team arrangement of Digital Equipment Corporation (DEC) and Data Trends, Incorporated (DTI) to perform on the contract for the Automated Terminal Station, if awarded the contract.

In our letter of August 19, 1964, and previous correspondence, we have described the close association of these two firms and their key personnel over many years. The capabilities of the two firms are naturally complementary, with the broad system knowledge and experience of DTI in real-time system engineering and software, supplemented by an extensive line of computer and peripheral equipment produced by DEC with outstanding industry and government acceptance.

In providing this additional information, we believe that there are two possible aspects of primary concern to the State Department. One consideration is what might be called operational, and includes the project management, equipment production, system engineering, programming, and system test. The other key aspect is what might be called the contractual and legal area, wherein the usual contractual safeguards must be provided to protect the government's interest. We propose the arrangement outlined below as one which we believe is entirely practical, and in fact, provides the government with assured contract performance, flexible project management, complete contractual and legal coverage, a fast delivery schedule, and minimum possible cost.

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We trust the above fully answers your recent request.

Most cordially,

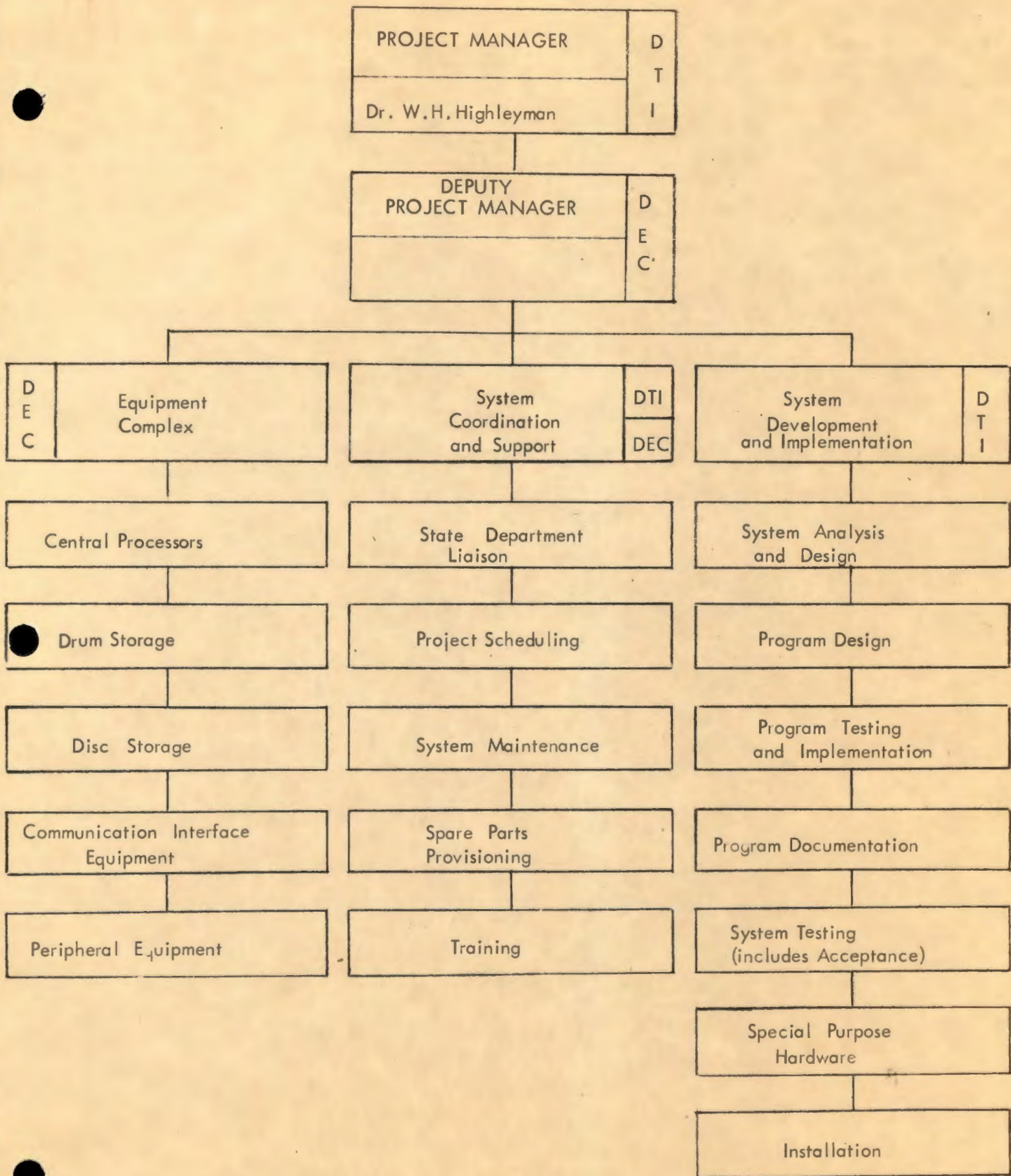
for DEC \_\_\_\_\_,  
signature title

for DTI \_\_\_\_\_, President  
signature title

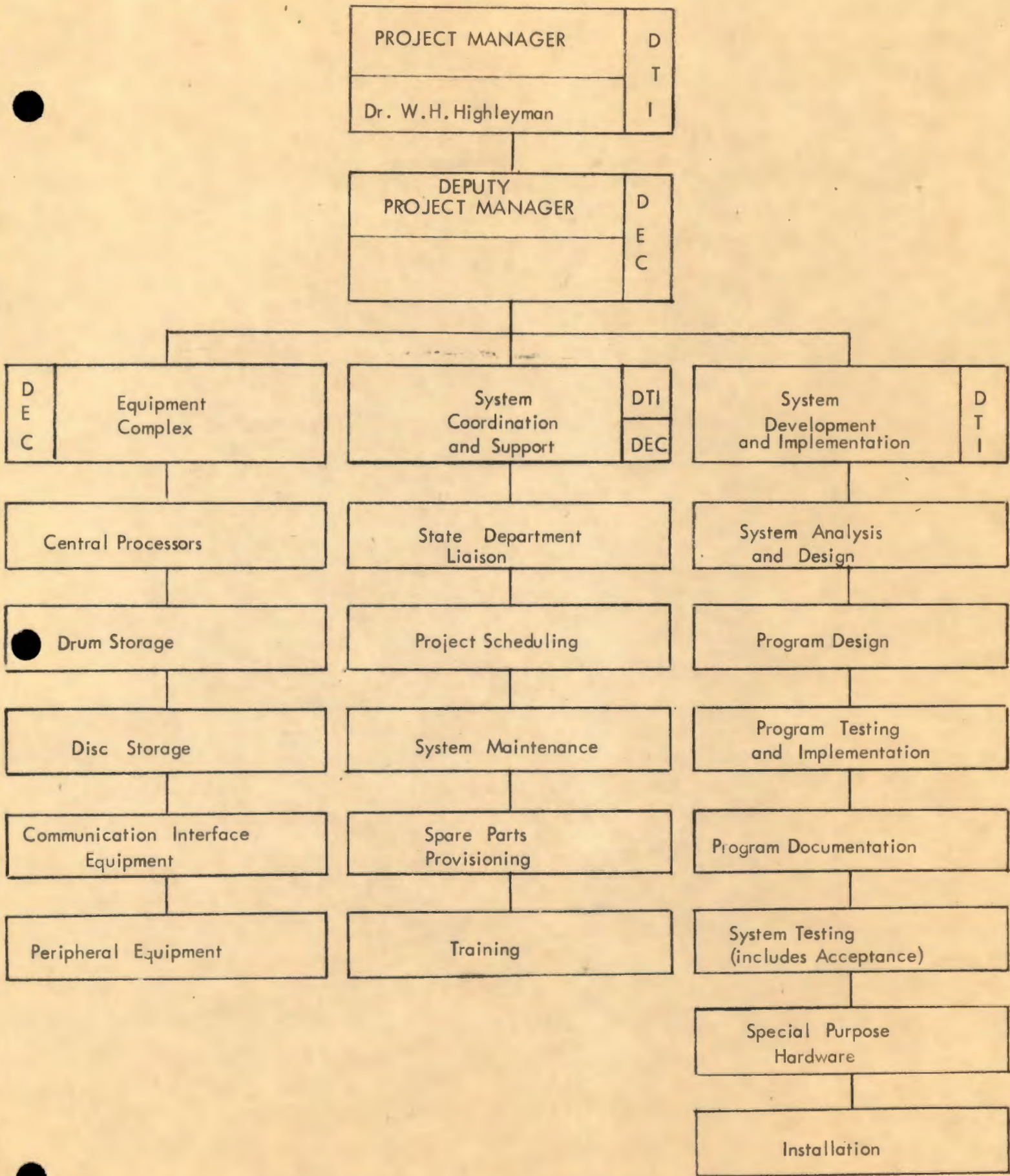
kb

attach:





PROJECT MANAGEMENT FOR AUTOMATED TERMINAL STATION



PROJECT MANAGEMENT FOR AUTOMATED TERMINAL STATION

August 26, 1964

C

Mrs. Bette Gurley  
508 Main Street  
West Concord, Massachusetts

Dear Bette:

O

We are having the annual DEC family picnic on the 12th of September this year and we would like very much to have you and the children attend. I'll send a set of tickets along a few days before the picnic and hope that you will be able to use them.

P

You are our only outside stockholder and this might be an opportunity for you to keep in touch with the company. In a few weeks, I'll send you the official financial statement for the year which was just completed. It was a good year and I hope that you'll be happy with the way management has been looking out for the stockholders interests.

Y

Sincerely yours,

Kenneth H. Olsen

KHO:ech

August 26, 1964

Mr. Mogens Rand  
12 Sherwood Drive  
Bedford, Massachusetts

Dear Mr. Rand:

Here is the literature which I promised to send to you. It will give you a general picture of the products which we manufacture. I will be very happy, at your convenience, to discuss ways in which we might cooperate.

At the present time, we have subsidiaries which are acting presently as sales offices in Canada, Australia, England and Germany. In addition, we have sales representatives in Japan and Sweden. We have an office telephone number in Paris but we do not as yet have a man stationed there. Most of these are set up as separate corporations and their charters have been left open enough so that we can manufacture in these countries when it becomes practical. We have not done anything in Denmark and very little in the Scandinavian countries. There has, however, been quite a bit of interest in these countries.

Please call on me when you would like to discuss these things. If I do not happen to be in, Mr. Jonathan Fadiman who is our Manager of International Marketing, will be happy to talk with you to show you what we are doing here and to discuss our plans in Europe.

Sincerely yours,

Kenneth H. Olsen

KHO:ech  
Enclosures

**digital**

EQUIPMENT  
CORPORATION

MAYNARD, MASSACHUSETTS

Literature enclosed:

F-01

A-715

C-4200

F-11B

F-12

F-41D

F-42

F-51

F-52

F-61

F-62

F-71

F-72

C-100

C-105

August 25, 1964

Mr. Charles Margolin, President  
Data Systems Analysts, Inc.  
5900 Westfield Avenue  
Pennsauken, New Jersey

Dear Mr. Margolin:

Thank you for your letter offering DSA programming services. I am enclosing copies of literature describing our computers, as you requested.

We have an in-house programming group which produces the software for our machines but we often recommend outside groups to our customers for application programming and we would be very happy to learn about your services so that we could tell our customers about DSA.

Mr. Nick Mazzaresse is in charge of selling our computers and he would be the best one to contact at DEC to tell about your services.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures

cc: Mr. Nick Mazzaresse

NORMANDY 5-6088

DSA

**Data Systems Analysts, Inc.**

---

**C. H. MARGOLIN**  
PRESIDENT

**5900 WESTFIELD AVENUE**  
**PENNSAUKEN, NEW JERSEY**

DSA

## Data Systems Analysts, Inc.

5900 WESTFIELD AVENUE  
PENNSAUKEN, NEW JERSEY

Telephone  
609-665-6088

July 29, 1964

Digital Equipment Corporation  
146 Main Street  
Maynard, Massachusetts

Attention: President

Dear Sir:

It is with considerable interest that we have followed progress of your company in a field dominated by large corporations. Your policy of sales only without a rental option is quite unique. This puts the burden of making a system operate where it belongs, on the customer.

As with most computer applications, much of the system success is dependent quite often on the applications programs that are written. I do not know whether you supply programming support, or to what degree if you do, to your customers or potential customers.

In this area I feel we can be of some assistance to you and your customers. Our company is strictly a software company specializing in applications programming. One of our main areas of specialization is real time systems basically in the communications field; however, our group has had diversified backgrounds in various computer applications.

My main purpose in writing to you at this time is to explore the possibilities of providing programming services directly to your company or to users of your equipment. I would also appreciate receiving some literature describing the PDP Computer you manufacture so that we can evaluate their advantages in studies we undertake for systems analysis for computer installations.

I look forward to your reply and hope that there may be some mutual interest between our companies for some future work.

Very truly yours,

*Charles H. Margolin*  
Charles H. Margolin,  
President

CHM:cm



August 25, 1964

Mr. Nicholas A. Fortis  
13470 Three Forks Road  
Los Altos Hills, California

Dear Mr. Fortis:

We appreciate hearing of your interest in DEC and we are pleased to see your confidence in the company. I am sorry to tell you that we have no plans to go public in the immediate future and have made no steps in that direction.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

13470 Three Forks Road  
Los Altos Hills, California  
August 17, 1964

Mr. Kenneth Olsen  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen:

Several of my associates and I are interested in investing in your company. We have learned that you are going public later this year and I would appreciate any information you can transmit regarding approximate issue date, price range, and the like.  
Thank you.

Sincerely yours,



Nicholas A. Fortis

KENNETH H. OLSEN  
WESTON ROAD  
LINCOLN, MASSACHUSETTS

August 21, 1964

Mr. Leon Meader  
Bowerbank, Maine

Dear Leon:

When I was in Maine I ordered a setting pole from the Milo Sport Shop but when we left it had not come in as yet. If you're out near Milo way, could you pick this up for me? Even if you can't carry it home with all of your gear, if you could just save it, I would appreciate it. These are apparently very hard to find outside of the Allagash region. It will cost between \$6 and \$8.

Sincerely,

August 20, 1964

Mr. Walter A. Kates  
26 Arcadia Avenue  
Reading, Massachusetts

Dear Walt:

I appreciate your considering DEC in looking for a new position. Several of us have discussed this and, at the present, we do not see where we have the need for someone with your extensive background.

I am sorry to have to respond negatively and wish you the best of luck.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

July 31, 1964

**Mr. John H. Dessauer  
Executive Vice President  
in Charge of Research and Engineering  
Xerox Corporation  
Rochester, New York**

**Dear Mr. Dessauer:**

**We enjoyed our visit with you last Friday. We found that meeting with your people was truly challenging and inspiring and look forward to proving to you that we can fill all of your needs in the digital field without making corporate ties. We will wait to hear from one of your people as to what the next step should be.**

**During lunch you expressed interest in automated design. I am enclosing a reprint on the subject which might be of interest to you. I would also suggest that you read in the May issue of "Fortune" magazine, the article on page 53 entitled "Machines That Man Can Talk With" by John Pfeiffer.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ech**

**Enclosure**

July 28, 1964

Mr. C. Peter McColough  
Executive Vice President  
In Charge of Operations  
Xerox Corporation  
6 Haloid Street  
Rochester 3, New York

Dear Mr. McColough:

Andy and I want to thank you for a most pleasant visit which we enjoyed last Friday. The hospitality which your people showed us was indeed gracious and pleasant. I think I was particularly pleased to see the quiet confidence which is evident among your people.

If we were ever to make ties with another organization, I think we would first consider Xerox because of the people we have met. However, for the present we can see no reason for formal ties from either our point of view or your own. We look forward to trying to prove to you that we can fill all your needs very economically and efficiently as a separate organization.

We will wait to hear from one of your people as to what the next step should be.

Sincerely,

Kenneth H. Olsen

KHO:ech

July 28, 1964

C

Mr. Leo C. Murphy, Jr.  
57 Noahs Lane  
Norwalk, Connecticut

Dear Leo:

O

We feel very flattered that you expressed interest in joining DEC. I discussed this with Andy and we have considered your many accomplishments and skills but we, at the present time, do not see where we have need for someone with your extensive experience and background.

P

We are sorry to give a negative answer to your offer but I am sure you would like to hear our thoughts as soon as possible.

Sincerely,

Y

Kenneth H. Olsen

KHO:ech

July 28, 1964

**C**  
Mr. Edward M. Bennett  
Department Head  
Information Sciences  
The Mitre Corporation  
Bedford, Massachusetts

**O**  
Dear Mr. Bennett:

**P**  
Thank you for your invitation to take part in the conference on Information System Sciences. I am very pleased to accept your invitation and will look forward to participating in the conference.

Sincerely yours,

**Y**  
Kenneth H. Olsen

KHO:ech



July 17, 1964

Institut Europeen d'Administration des Affaires  
Palais de Fontainebleau (S & M)  
France

Gentlemen:

Enclosed please find a check in the amount of \$50.00  
which is a gift to the Institut Europeen d'Administration des Affaires  
at the suggestion of Mr. Arnaud de Vitry.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech  
Enclosure

C

O

P

Y

July 16, 1964

Westinghouse Electric Corporation  
Printing Division  
Trafford, Pennsylvania

Gentlemen:

Please remove Mr. Kenneth H. Olsen's name from your mailing list and, instead, send all your New Product Information that he has been receiving to our Purchasing Department at the same address.

The material he has been receiving is addressed as follows:

Digital Equipment Corporation  
K. Olsen  
Maynard Industries  
Maynard, Massachusetts

054454 1604 4

Your attention to this matter will be appreciated.

Sincerely,

(Miss) Elsa C. Holmes  
Secretary to  
Kenneth H. Olsen, President

cc Purchasing Dept

July 16, 1964

C  
Westinghouse Electric Corporation  
Printing and Nameplate Department  
Trafford, Pennsylvania

Gentlemen:

O  
Please remove the name of Mr. Kenneth H. Olsen,  
President of Digital Equipment Corporation, Maynard,  
Massachusetts, from your mailing list.

P  
Replace with the name of Mrs. Eileen D. Thibeault,  
in charge of Catalogue Files, Purchasing Department.

Sincerely yours,

Y  
etd/

July 16, 1964

Mr. William R. Kales  
61 Jane Street  
New York 14, New York

Dear Mr. Kales:

Thank you for your letter of July 13. We are pleased to hear that you think so highly of our Company and its potential growth in the computer industry.

Since DEC stock is not publicly available on the market, Annual Reports to the stockholders are not distributed to the public. As you may know, DEC is a majority-owned affiliate of American Research and Development Corporation of Boston and ARD stock is currently being traded on the New York Stock Exchange.

Thank you for your interest in DEC.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

61 Jane St.  
New York 14, N.Y.  
13 July 1964

Mr. Kenneth H. Olsen, President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen,

After using the Digital Building Blocks that your company makes, I have become very interested in investing some of my own money in your company. Since I don't know much about your company I am taking the liberty of writing you this note to ask you more about your company. I would appreciate knowing whether you have any stock outstanding which I might be able to purchase. I would also appreciate learning how I should go about purchasing some stock.

Naturally before I commit myself I would like to know more about your company and its operations as well as its prospects for the future. If you could would you send me a copy of your income statement for 1963 as well as a copy of your latest balance sheet and also a prospectus for any stock you may have issued.

Thank you in advance for your trouble.  
Very Truly Yours,  
William R. Kales

# SALES CALL REPORT

*KHO file*

FIRM	Cutler-Hammer, Inc.	DATE	July 13, 1964
DIVISION	Apparatus Division	SALESMAN	Kenneth H. Olsen
STREET	Comac Road	OFFICE	Maynard
CITY	Dear Park, Long Island	STATE	New York
PHONE NUMBER	595-5000	NATURE OF CALL	
	AREA CODE	315	FOLLOW-UP DATE

CONTACTED

SUBJECT

REMARKS (CONTINUE ON BACK OF SHEET)

I received a call on Monday, July 13, 1964, before noon, from Mr. Richard M. Close, Director of the Apparatus Division, Airborne Instruments Laboratory, Division of Cutler-Hammer, Inc., Comac Road, Dear Park, Long Island, New York. They have become the leader in the automatic control of mail rooms. They now have a job which has to be directed and operating by January 1, 1965 - to control a mail room and to do the composing and typesetting for a newspaper. I suggested that he get in touch with Larry Buckland and Charles Adams. He apparently talked with Milgo in Florida and got the impression that they were using our computer for typesetting and composing. I am sending Mr. Close copies of PDP-4 and PDP-7 literature and price lists.

PROMISED

HOW TO LOCATE PLANT

July 13, 1964

**Mr. Richard M. Close**  
**Director, Apparatus Division**  
**Cutler-Hammer, Inc.**  
**Comac Road**  
**Dear Park, Long Island, New York**

**Dear Mr. Close:**

We were pleased to hear of your interest in DEC computers. I am enclosing copies of PDP-4 and PDP-7 literature, which will probably be the computers you would be interested in.

I took the liberty of giving your name to Mr. Lawrence Buckland of Inforonics, Inc. and Mr. Jack Gilmore of Charles Adams Associates. I did not tell them the nature of your problem but I did suggest that you might be in need of their services.

If we can be of any further service to you, please get in touch with me.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-4 and PDP-7 literature

July 7, 1964

**C**  
Mr. Ed Pausa  
Plant Manager  
Fairchild Semiconductor Company  
333 Westland Avenue  
South Portland, Maine

**O**  
Dear Mr. Pausa:

I want to thank you for receiving me last Wednesday and for giving me the opportunity to visit your plant. I received exactly what I was looking for. It was brief and gave me a general picture of what you are doing.

**P**  
Thank you for your hospitality.

Sincerely yours,

**Y**  
Kenneth H. Olsen

KHO:ech

Signed in Mr. Olsen's absence



25 Chase Street  
Newton Centre, Massachusetts  
June 29, 1964

Xerox Corporation  
Rochester  
New York

Gentlemen:

I am very much interested in your company and would appreciate your sending me a copy of your 1963 annual report at your earliest convenience.

Sincerely,

(Miss) Elsa C. Holmes

*sent for Kim and Andy*

C

O

P

Y

June 29, 1964

E. H. Nelson Company, Inc.  
250 Elizabeth Avenue  
Newark 8, New Jersey

Gentlemen:

We do not remember receiving the May 1964 issue of the "Data Systems Engineering" magazine. Would you please, therefore, send us another copy with your remittance to cover the cost.

Your prompt attention to this matter would be appreciated.

Sincerely,

(Miss) Elsa C. Holmes  
Secretary to  
Kenneth H. Olson, President

June 26, 1964

**Mr. C. Peter McColough**  
**Executive Vice President**  
**Xerox Corporation**  
**6 Haloid Street**  
**Rochester 3, New York**

Dear Mr. McColough:

We enjoyed very much the opportunity of talking with you and Mr. Wilson last week and look forward to visiting you in Rochester. It was particularly interesting for us to be with you because you have some of the same ideas and attitudes about your company as we do about ours.

We would like very much to work with you and would like the opportunity to sell your people on the services which we can supply. We would also be very happy to continue discussing other arrangements. I must admit, however, that it is difficult for us to give them serious consideration because we are so hard at work toward our present goals, which seem so well laid out before us.

I would like very much to have Harlan Anderson join me in accepting your invitation to visit Xerox. He is our Vice President and co-founder. He is in Europe until next week and then I'm going on a long-planned canoe trip. If you feel that we can postpone the visit until after July 14th, it will be most convenient for us.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

June 25, 1964

**C**  
Mrs. Loretta D. Pruett  
The International Villa  
2131 Massachusetts Avenue, N. W.  
Washington 8, D. C.

Dear Mrs. Pruett:

**O**  
We are very interested to hear of your visit to New England with the group of foreign students and are pleased that you would like to visit Digital Equipment Corporation. I am sure that we can arrange an interesting tour while you are here.

**P**  
We have asked around to see if there is a local organization which could arrange for housing but most groups have very limited activity now that summer is here. If we find a group which can be of help, we will be sure to let you know.

**Y**  
If you will let us know exactly when you will be here, we will have the tour arranged and will try to have some interesting demonstrations. If you're here at lunch time, we would be very pleased to serve a simple lunch to the group.

Sincerely yours,

Kenneth H. Olsen

KHO:tech

Ken.

We could easily give this group a plant tour in August when they visit. It seems more appropriate for a church group to work on the housing question.

Ken

The International Village  
2131 Mass Ave. NW  
Wash. D.C.

June 15, 1964.

Mr. Kenneth Olsen Pres.  
Digital Equipment Corporation  
146 Main St.  
Maynard, Mass.

Dear Mr. Olsen,

Just recently one of your friends  
was a guest of the Villa, (a Mr. Lawrence  
F. Buckland) and when he learned of  
the forth-coming tour I am arranging for  
foreign students, he thought of you and  
told me of your interesting life, and that  
you might be interested in showing  
your plant to my group.

There will be 40 enroute to New England  
states and Canada we plan to be in  
Boston 2 days.

Since these students have little money  
to spend outside their school and living  
expenses, I try to make accommodations

in homes, where they can get an insight  
of American home life, at the same time  
give our people a chance, to spread good will.

As of yet, I have only a few accommodations  
Mr. Bushland will take one, and I have a few  
friends in Cambridge.

If you can assist us in any way such as  
passing this on to Church group, Jaycees  
or Kiwanis Clubs sure would appreciate  
it. I am enclosing a little article  
written by one of students on last  
crusade, that will explain more than  
I tell you.

The students pay bus fare, and we  
are traveling by chartered bus.

Please pardon this late delay in  
reply, but I am manager of the Internat-  
ional Villa, and this has been a very  
rush season.

Thanking you for so much of your  
valuable time.

I am yours  
for better understanding  
Mrs Letitia S. Pruett

AN INSIGHT OF A FOREIGN STUDENT'S CONCEPT  
OF THE UNITED STATES

MUSTAPHA K. BAKSH

As a young man I have always been fascinated to see the great United States. And now that I have just completed a 10,000 mile trip across the nation; I would like to give you an insight into my concept of the United States before and after coming here, both as a foreigner and as a lover of America.

But before I do so, let me tell you about the three most important factors of our trip - people, money, and time. The most fascinating thing about people is that they differ. They differ in size, shape and appearance, and a million and one other things. On the trip, we were thirteen people in all, but not unlucky, similar and dis-similar. We came from the East and from the West, from the North and from the South, from Viet Nam, India, Iraq, Lebanon, Egypt, the United States, and of course Trinidad.

Our main problem was everybody's problem - that of money. Next was time. Time was an all important factor, and is one of the most conspicuous characteristics of human experience. Right now we are placed in the center of the flow of time, called the present; but what is now the present must soon slide into the past, while we move along to a new present, forever remaining in the eternal now.

This trip has been the most fascinating in my life, and though it has passed, yet the experience of it remains with me as an indelible and unfaded impression upon my memory into the ever-present now.

Before coming to the U.S., my concept about it was one of great admiration, that the country's climate, scenery, the great recreational areas in the mountains, the lakes, beaches, deserts, unmatched beauty of the cities, the pure air and water, the sunshine and the friendliness of a naturally hospitable people, all make this a marvellous place to work, to play, and to dream with the ideal conditions for thrilling and wonderful living. In fact, I thought of here as being Plato's ideal state.

But when I first went to New York and came to the Nation's Capital I changed my opinion completely, because I was thoroughly disappointed. I had the most horrible opinion about this country then. Was it propaganda I had read, heard and seen; or was it boastfulness? I would have carried back this opinion with me, as many foreign students have done, had I not seen this country.

And all my thanks go to a charming, pleasant and venerable lady, Mrs. Loretta Deel Pruett. She has recognized the sad plight of the foreign students and has been working with them since 1950 at the University of Tennessee, making them "feel at home" in a strange land.

She has realized how many foreign students have returned to their respective country with a false notion of the U.S., many of whom are now on the left. This is because the students are not treated with the friendliness, dignity, and hospitality that the American students are treated with when they become foreign students in the foreign lands. And this is a fact. There is no question about it.

Mrs. Pruett's home was appropriately called "the Little United Nations" by the local newspaper and officials of the University of Tennessee. She herself has affectionately earned the well-deserved name of "Mom Pruett." The little U.N. has so far housed students from 64 countries and Mom even saw to it that the students saw the country.

Our "Friendship Crusade" last summer was planned and executed on her own initiative with the help of churches, Chambers of Commerce, Kiwanis Clubs, Jaycees, I.S.I., friends and relatives. As a result we were able to meet Americans and to live in private homes. This has given us the opportunity of seeing America in its true perspective.



This trip has also taken us through some twenty states, with receptions in Knoxville and Nashville, Tennessee; McLeansboro, Illinois; St. Louis, Missouri; Des Moines, Iowa; Rapid City, South Dakota; Yellowstone Park; Great Falls, Montana; to the World's Fair in Seattle; San Francisco; Los Angeles; Las Vegas; the Grand Canyon, and many other places.

We were so pressed for time that we had to cancel some of our engagements. We failed to appear on the "Tennessee Ernie Ford Show," but were present for "Queen for a Day" at L.A. Our cancellation of Mr. Ford's Show was due to an accident at Vancouver, Washington. Nobody was hurt, but we were delayed for a few days at Lacenter. And here I must give special thanks to a very wonderful lady, Mrs. Vella Atree, whose farm was ours during our stay, and whose friendliness and hospitality changed my opinion. We are also greatly indebted to Mr. Cummins who provided us with a car to return to school, since the other car was wrecked. But this was not all. There was another accident at Grant, New Mexico. Again no one was hurt, but yet I cannot understand how we survived two accidents due to blown tires, a change of seven new tires, a new battery, two new generators, fuel pumps, loss of one vehicle, and many other minor things not counting the loss in time. Yet we were all in very high spirits and together made the happiest group I ever travelled with.

The experience that this trip has provided us, one can hardly find in textbooks. We were able to see American life in all its settings, religious, political, cultural, moral and all others. We have seen the good and the not so good. For this experience and for this knowledge, we are greatly indebted to Mom Pruett and all the numerous people who have made this trip possible. To them we wish to express our sincere appreciation and thanks, for they have shown us what America is and what it isn't. We have a true picture now.

Every parting we made on the trip was one of sweet sorrow, only to be met the next day with a warm welcome in another place. As we neared completion of the trip, everybody spoke in a melancholy tone. When the time came to part, I spoke with a lump in my throat, my tongue was cleaving to the roof of my mouth as I tried to return each person's adieu. The same thing happened with all the others.

Now that I have seen the United States, my opinion is not changed, but modified. America is like every other country. There is a little bit of America to be found everywhere. It is good and it is bad. It also has problems, though not as acute, and the people are not all angels either.

It is a beautiful place. It is a land of scenic contrasts almost beyond belief. It is a land of moods and moments of soul-stirring thrills; where the crimson fire of sunset, the majestic silence of one of its parks or monuments, the breath-taking surprise of emerald lakes bursting into view at a highway's turn, the sudden charm of a country town framed in green countryside and nestled against rugged mountain backdrop, the flash of a smile from naturally hospitable people, and the quiet peace of the long twilight all make this a wonderful place.

All this - and much more - is America. Much has been told and yet much has been unmapped and little known. But here too is a proud and distinct culture, and an industrious and well-educated people, presenting unlimited opportunities and a better way of life unmatched anywhere else in the world.

Tentative Itinerary

FREILSHIP CRUCADE BUS TOUR

23 August	Lv. Washington Ar. New Brunswick, N.J.	
24 August	Lv. New Brunswick Ar. New York City	
26 August	Lv. New York Ar. Boston	Late P.M. for night trip to Boston.
29 August	Lv. Boston Ar. Montpelier	(via US routes 3&2)
30 August	Lv. Montpelier Ar. Montreal	
2 Sept.	Lv. Montreal Ar. Toronto	(via Canadian Route 2)
4 Sept.	Lv. Toronto Niagara Falls Ar. Detroit	
7 Sept.	Lv. Detroit Ar. Columbus	
8 Sept.	Lv. Columbus Ar. White Sulphur Springs	(via Charleston, W. Va.)
9 Sept.	Lv. White Sulphur Springs Ar. Winchester	(via Shenandoah)
10 Sept.	Lv. Winchester Ar. Washington	

Need accommodations in Boston Area 27 Aug  
and 28<sup>th</sup>,

June 18, 1964

Garcia Corporation  
Department A  
Special Service  
Box 338  
Teaneck, New Jersey

Dear Sir:

Please send two #74 bale springs for a Mitchell-Garcia Model 308 Fishing Reel. Enclosed is 25¢ which I believe will cover the cost.

Sincerely,

Kenneth H. Olsen

Enc: 25¢

C

O

P

Y

June 16, 1964

Mr. George R. Morrow, President  
Midwestern Instruments  
41st Street and Sheridan Road  
P. O. Box 7509  
Tulsa 35, Oklahoma

Dear George:

I want to acknowledge and thank you for your very generous offer to donate the tape recorder which Roland Boisvert has been experimenting with to my Church. I had forgotten about your offer until Roland delivered the machine to me when he was finished with his experimenting. It is indeed a well-built machine and I'm sure that it will be a significant contribution to the Church. We are now having tape recordings made and I believe that with a quality machine such as this that we can do it all ourselves.

We have taken longer than expected in incorporating your M3000 Tape Transport into our product line but I believe that most of the problems are solved now and the first unit is now out to a customer. We are now very enthusiastic about the possibility of supplying equipment to ITT Corporation for the Autodin system. This would mean between 75 and 150 Tape Transports.

Thank you again for your most generous gift.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech

June 11, 1964

Mrs. Bonnar  
Bell Telephone Company  
1454 South Harvey  
Flynth, Michigan

Dear Mrs. Bonnar:

This letter is to authorize our Mr. Robert Oakley to use the Corporation's name for any directory listing in conjunction with our Ann Arbor office.

The number in Ann Arbor is Area Code 313, and the number is 663-4163.

Sincerely,

Kenneth H. Olsen  
President

KHO/jms

*Not sent -  
Ken. asked  
Dave Denniston  
to answer and  
June 11, 1964 send his reply  
to him.*

Eugene M. McCoy  
Professor of Marketing  
St. Francis College  
Remsen Street  
Brooklyn, New York 11201

Dear Professor McCoy:

We are very pleased to answer your questions regarding the marketing organization of Digital Equipment Corporation requested in your letter of June 8.

DEC has regional sales offices in Maynard, New Jersey, New York, Detroit, Pittsburgh, Chicago, San Francisco, Los Angeles, Sydney, Munich, London, and Ottawa. In addition, we have sales representatives in Texas, the Northwest, Tokyo, and Stockholm. These groups market our complete line of products, which includes digital modules, testing devices and general purpose computers.

The PDP-4 is a general purpose computer used in many applications and has been particularly successful in control applications. When a customer is interested in working out the application himself, and to buy the other components himself, we are happy to sell the PDP-4 to him and to give him the general services which we are able to give. However, when the customer needs a complete system job, we encourage him to go to the Foxboro Company who delivers a complete packaging, including our PDP-4 computer. We also sell our computers to several other process control companies and we have several other computers which have been used in control applications.

Enclosed you will find some general information on our computers, including the PDP-4. The PDP-4 will be replaced this year by our PDP-7 which will perform the same operations but at a significantly faster speed. The cost will also be slightly higher. At the present time, all our equipment is manufactured solely at Maynard and we have not made firm commitments as yet to manufacture in other countries.

If there is anything we can do to help you in your study, please let us know.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech  
Enclosures

DIGITAL EQLA

DIGITAL MAYNARD

MSG. NO. M-1716

TO TED JOHNSON

FROM KEN OLSEN

KEN WOULD LIKE TO SEE THE COPY OF THE LETTER TED WROTE THE  
TRANSPORT COMPANY IN DETROIT.

RECEIVED  
1964 JUN 10 PM 1:26  
DIGITAL EQUIPMENT CORP.  
SALES DEPARTMENT

St. Francis



Remsen Street  
Brooklyn, N. Y. 11201

College

JACKSON 2-2300

Division of Business Administration

June 8, 1964

Mr. Kenneth H. Olsen, President  
Digital Equipment Corporation  
146 Main Street  
Maynard, Massachusetts

Dear Mr. Olsen:

I am in the process of preparing two paper presentations on the process control computer. It has been brought to my attention that your PDP-4 machine is an excellent one. I would like to know, if possible, something about how it is marketed. Would you kindly forward this letter to the right person, and I shall appreciate written information on the following:

1. What is the Digital Equipment Corporation organization for marketing its process control computer?
2. From what geographical locations, or what offices, does Digital Equipment Corporation market its process control computer?
3. Can Digital Equipment Corporation forward literature about its PDP-4 machine?
4. Is the PDP-4 machine manufactured solely at Maynard?

Sincerely,

*Eugene M. McCoy*  
Eugene M. McCoy  
Professor of Marketing

EMM:mjm



June 10, 1964

**Mr. R. A. Chester**  
**Research Institute Recommendations**  
**589 Fifth Avenue**  
**New York 17, New York**

**Dear Mr. Chester:**

We are in receipt of your letter of May 25 and our check for \$24.00 that you returned to us.

We called Mr. R. W. Wadell, Director of the Member Relations Department on January 10th and asked him to renew our Recommendations subscription on April 30th but to let our Executive Membership terminate on June 30th (see his letter of January 10th confirming this.) However, since we were receiving so many requests for the Executive Membership from within the Company, Mr. Olsen decided to renew our subscription for one year when it expires on June 30th - this has been done per my telephone conversation with Mr. Wadell on May 1 and his letter confirming it on the same day.

Therefore, I am returning our check in the amount of \$24.00 to be credited to our Recommendations account, trusting that the above information is self-explanatory. If you have any further questions, please feel free to write me.

Sincerely,

(Miss) Elsa C. Holmes  
Secretary to the President

Enclosure: Check for \$24.00

June 9, 1964

**Mr. John D. Barbour, President  
Profit Development and Controls Corporation  
3407 Montrose  
P. O. Box 66383  
Houston 6, Texas**

**Dear Mr. Barbour:**

**Please forgive the delay in responding to your letter of April 27th. I am taking the liberty of writing to you in Mr. Olsen's absence.**

**We appreciate your interest in our products and, as you requested, I am enclosing price lists and brochures of some of our products. If this information is not sufficient, write to me mentioning the specific prices you desire and I will send them to you. We hope this information will be helpful to you.**

**Sincerely,**

**(Miss) Elsa C. Holmes  
Secretary to the President**

**Enclosures: PDP-1, 4, 5 & 6 Brochures  
PDP-1, 4, 5 & 6 Price lists**

**PROFIT DEVELOPMENT AND CONTROLS CORPORATION**

3407 MONTROSE • P. O. BOX 66383 • HOUSTON 6, TEXAS

JOHN D. BARBOUR  
PRESIDENT

JA 6-3801

April 27, 1964

Mr. Kenneth H. Olsen  
President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen:

Thank you very much for your courteous reply to our letter of inquiry.

We also very much appreciate the information brochures that you forwarded related to your current product line. There is a high degree of probability that either the particular client referred to initially or our other clients will have a real interest in one or more of your products. In order that we may be more effective in evaluating for such clients the utility of your products, we would most appreciate having as much price information as you would care to release.

The survey that we are making and the requirements of the client engagement have to date produced some fairly remarkable applications possibilities. Our attempt to solve this particular problem in turning to areas of seemingly dissimilar scientific inquiry has produced some 30 new applications areas, each of which will require additional investigation. This seemingly innocent cross-innovation approach has surprised us.

We expect to complete the largest portion of this assignment within the next 60 to 90 days, and at that time could very well have some product suggestions which you might care to evaluate.

Sincerely,



JDB/bc

June 5, 1964

**Mr. Shohei Kurita**  
**Research Section**  
**Operational Department**  
**Japan Electronic Computer Co., Ltd.**  
**Matsuda Bldg., #18**  
**Shiba-Nishikubo-Tomoe-Cho**  
**Minato-Ku, Tokyo, Japan**

**Dear Mr. Kurita:**

We are pleased to hear of your interest in Digital Equipment Corporation and our products. Because DEC is privately owned, we have not published annual reports and financial information is not distributed. I am very pleased to send you the enclosed product information. If we can be of any further help to you, please feel free to call on us.

For your information, we are represented in Japan by:  
**Rikei Trading Co., Ltd.**  
**Kozato Kalkan Building**  
**12-2 Chome**  
**Shiba, Tamura-Cho**  
**Minato-Ku, Tokyo, Japan**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHO:ech**

**Enclosures: PDP-1, 4, 5 & 6 brochures**  
**Computer flyer F-01**

# digital MEMO

DATE 6/5/64

TO Ken Olsen FROM Jon Fadiman

Suggest sending computer flyer (F-01) and PDP-1, 4, 5 6 brochures only. Do not send price lists - they are not asking for them. Price quotes (even informal) should be made only through Rikei Trading Company, unless we know customer well.

Include following statement in letter:

For your information, we are represented in Japan by:  
Rikei Trading Co., Ltd.  
Kozato Kaikan Building  
12-2 Chome  
Shiba, Tamura-Cho  
Minato-Ku, Tokyo, Japan



# JAPAN ELECTRONIC COMPUTER CO., LTD.

(NIPPON DENSHI KEISANKI CO., LTD.)

Cable Address

JECOMNIDEK

Telephone: TOKYO

~~XXXXXXXXXX~~  
(434)6881~8

MATSUDA BLDG., # 18  
SHIBA-NISHIKUBO-TOMOE-CHO  
MINATO-KU, TOKYO  
JAPAN

May 4, 1964

Mr. Kenneth Olsen, President,  
Digital Equipment Corporation  
Maynard, Mass.  
U. S. A.

Dear Mr. Kenneth Olsen

We noticed that Digital Equipment Corporation announced a large scale computer which is said to be the first commercially available computer to offer time-sharing and multi-processing as standard, on the March 14 edition of Business Week. We are surprised, at the same time, having much interest, that such a small company on \$70,000 shoestring as DEC is run very nicely with net earning after taxes of \$1.1million, as an enterprise solely leasing E D P S manufactured by the Japanese electronic industry.

So we take liberty of asking you to send a copy of DEC Annual Report for the latest year and the leaflet concerning your products, if you please. And if they need cost, please tell us how much they are. (continued)



JAPAN ELECTRONIC COMPUTER CO., LTD.

(NIPPON DENSHI KEISANKI CO., LTD.)

Cable Address

JECOMNIDEK

Telephone: TOKYO

~~XXXXXXXXXX~~  
(434)8801~8

MATSUDA BLDG., # 18  
SHIBA-NISHIKUBO-TOMOE-CHO  
MINATO-KU, TOKYO  
JAPAN

We look forward to your favorable reply on this matter.

Yours Very Truly

Shohei Kurita

Research Section

Operational Department

Japan Electronic Computer Co., Ltd

Shohei Kurita  
OPERATIONAL DEPT.

June 4, 1964

C

Mr. Edward L. Sawyer, Jr.  
Auchincloss, Parker & Redpath  
Two Broadway  
New York 4, New York

Dear Mr. Sawyer:

O

I want to thank you for inviting Digital Equipment Corporation to explore the possibility of becoming affiliated with another electronic firm. We appreciate the interest you have shown in DEC but, at this time, our plans for the future seem quite well laid out before us and it does not appear that we need further financial resources.

P

Thank you for your consideration.

Sincerely yours,

Y

Kenneth H. Olsen

KHO:ech



# AUCHINCLOSS, PARKER & REDPATH

MEMBERS NEW YORK STOCK EXCHANGE

TELEPHONE  
HANOVER 2-7430

TWO BROADWAY  
NEW YORK 4, N.Y.

June 1, 1964

Mr. Kenneth H. Olsen, President  
Digital Equipment Corporation  
146 Main Street  
Maynard, Massachusetts

Dear Mr. Olsen:

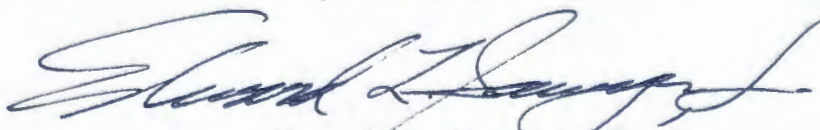
We are writing to inquire if Digital Equipment Corp. would be willing to explore the possibility of becoming affiliated with a successful, somewhat larger electronics firm manufacturing a wide variety of products closely allied to those of your company and, in many cases, selling to the same type of customer. For some time we have been working to assist this concern in its expansion program and, after reviewing the electrical and electronics industries in some detail, we have concluded that Digital Equipment and our client could contribute greatly to each other's prospects for growth.

Although detailed information on your concern is not readily available, we have done substantial checking with the various sources open to us and have learned that it is considered to be a well-managed, aggressive and sound organization with a reputation for producing a highly regarded product line. Our interest in your operation was further strengthened by a visit to your fine exhibit at last spring's IEEE Convention at the Coliseum in New York. Your experience with digital computers and test equipment is of special appeal to our client.

Aside from the obvious attraction of increased marketability if a tax-free exchange of stock is involved, the greater research facilities and, particularly, the excellent distribution system of our client could have considerable appeal to your operation. We recognize, of course, that you undoubtedly receive frequent inquiries of this kind, but we feel this situation is especially attractive and merits your serious consideration.

Your views are awaited with interest and we assure you that all correspondence will be treated with strictest confidence.

Very truly yours,



Edward L. Sawyer, Jr.

ELS/ds

May 13, 1964

C

**National Electronic Packaging & Production Conference**  
222 West Adams Street  
Chicago 6, Illinois

**Gentlemen:**

I am very much interested in attending NEP/CON's 2nd Annual National Electronic Packaging & Production Conference in June and would appreciate your sending me the necessary information.

Sincerely,

Kenneth H. Olsen

KHO:ech

Y

May 5, 1964

Floral Art House of Flowers  
Wilcoxson Avenue  
Stratford, Connecticut

Dear Dan:

My Mother has been very pleased with the corsages that you have sent to her. Stan and I would like you to deliver one to her for us for Mother's Day. Enclosed is a check for \$8.

Please have the card read, "From Ken and Stan."  
Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO:ech  
Enclosure

C

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P

Y

May 4, 1964

Presiding Justice  
Middlesex Superior Court  
Cambridge, Massachusetts

Dear Sir:

If agreeable to the Court, Digital Equipment Corporation would appreciate a six-month postponement in Mr. Robert E. Savell's service as juror. Mr. Savell is a Senior Computer Engineer for our firm and is responsible for the Company's most critical computer development project. His absence for a period of weeks at this time would result in a very serious delay in this important program.

Digital Equipment Corporation designs and produces advanced computer systems. Over 50% of these systems are used directly in the country's defense and space exploration programs. Mr. Savell currently has the responsibility for final development and check-out of the Company's newest and most complex computer. MIT has ordered the first computer of this type for its advanced computer research program sponsored by the Advanced Research Projects Agency of the Department of Defense. Delivery of this system is scheduled for August, and Mr. Savell's technical experience and leadership are vital to us in meeting this commitment.

We are very much aware of the importance of jury service to our system of justice and we expect our employees to serve when called. In this instance, we are making a special request for postponement of Mr. Savell's jury service until a later time when his work does not involve meeting such an important deadline. We would sincerely appreciate your understanding and help in granting a postponement.

Respectfully,

Kenneth H. Olsen  
President

KHO:ech

April 28, 1964

American Lava Corporation  
Chattanooga  
Tennessee 37405

Dear Sirs:

Please send information on your alumina ceramic flat packages with leads for integrated circuitry as described in "the new materials on components" section of the April "Insulation" magazine.

Sincerely,

Kenneth H. Olsen

KHO:ech

April 24, 1964

Ashworth Brothers, Inc.  
Department I  
Winchester, Virginia

Gentlemen:

Please send catalog information on Ashworth metal process belts.

Sincerely,

Kenneth H. Olsen

KHO:ech

C

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P

Y

April 23, 1964

Huntingdon Industries, Inc.  
862 Welsh Road  
Bethayres, Pennsylvania

Gentlemen:

Please send descriptive information on your spray-type adhesive applicator.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

April 23, 1964

Ceramic Press Equipment Department  
F. J. Stokes Corporation  
5500 Tabor Road  
Philadelphia 20, Pennsylvania

Gentlemen:

Please send descriptive information on your presses for  
producing small ceramic parts.

Sincerely yours,

Kenneth H. Olsen

KHO:ech



April 23, 1964

Mr. John D. Barbour, President  
Profit Development and Controls Corporation  
3407 Montrose  
P. O. Box 66383  
Houston 6, Texas

Dear Mr. Barbour:

In reply to your questionnaire about our products and plans in the optical scanning device field, I am enclosing a few brochures which describe the devices we offer in that area.

In general, our product line is limited to digital modules and digital computers but as accessory to our computers, we do offer several oscilloscopes. Several of our customers have used these with their computers to read transparencies. This is as close as we have gotten to optical scanning and we have no future plans to get into this area.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech  
Enclosures

# PROFIT DEVELOPMENT AND CONTROLS CORPORATION

3407 MONTROSE • P. O. BOX 66383 • HOUSTON 6, TEXAS

JOHN D. BARBOUR  
PRESIDENT

JA 6-3801

April 14, 1964

Mr. Kenneth H. Olsen  
President  
The Digital Equipment Corporation  
Maynard, Massachusetts

Dear Mr. Olsen:

We have been retained by a large corporate client to investigate product availability in the field of optical scanning devices in order to evaluate all avenues of possible satisfaction of their requirements in digital and analogue data reduction.

We would very much appreciate receiving whatever published information you may have which describes the operating characteristics and prices of your current product line. In addition, we would like to have whatever information you might feel you could release to us in describing your own plans for product development in these areas, short of revealing proprietary information. Specifically, we are interested in systems and sub-systems within the general areas of:

1. Digital character or pattern recognition devices
2. Analogue data reduction devices
3. Photo multiplier, plotting devices.

In addition to the above, we would appreciate a statement on your part as to whether or not your organization would be interested in a supported development program. If the answer is affirmative, we would appreciate a general rundown on your inventory of personnel resources responsible for such activity.

Sincerely,

*John D. Barbour*

JDB/bc

April 23, 1964

H. V. Hardman Company, Inc.  
Dept. PW4  
571 Cortland Street  
Belleville 9, New Jersey 07109

Gentlemen:

Please send catalog information on your epoxy dispensing machine.

Sincerely yours,

Kenneth H. Olson

KHO:esh

April 10, 1964

**C**  
Dr. Brunton  
Brun Corporation  
390 McCoy Avenue  
Columbus 15, Ohio

Dear Dr. Brunton:

**O**  
I would like to thank you for considering DEC as a possible partner for your new company. We think that it would be unwise to make corporate ties with someone in the control industry now but would like to offer to help you in any way we can. We are particularly sympathetic with the problems of a new company because we are only seven years old ourselves.

**P**  
I am taking the liberty of enclosing a collection of our catalogs so that you can see the products which we have available. Our PDP-5 is creating quite a bit of interest in the control industry and we expect it to be a significant factor there.

**Y**  
Please let me know if there is any way in which we can be of service to you.

Sincerely yours,

Kenneth H. Olsen

Enclose:  
PDP-Catalogs

Pacific Mercury Manufacturing Company  
Sepulveda, California

Attention: Thomas Organ Division

Dear Sir:

Park Street Church in Boston has a Thomas electric organ, model number G 1. People are quite pleased with this unit and it has given good service. However, we do not have a maintenance manual or a circuit schematic, which makes service difficult and expensive.

If a manual or a diagram are available, I would like very much to receive one. If there's a charge for this, I would be very happy to pay for it.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

April 8, 1964

Savage Farm Nursery  
P. O. Box 125 CC  
McMinnville, Tennessee

Dear Sir:

Please send the following order to the above address:

5 hazel nut trees	@ \$.69 ea.	\$ 3.45
25 multi flora rose		1.25
20 mountain laurel	@ \$.19 ea.	3.80
2 cherries Mont Morency	@ \$.95 ea.	1.90
10 white dogwood	@ \$.19 ea.	1.90
12 roses, "Better Times"		2.98

Total \$ 15.28

Sincerely,

Kenneth H. Olsen

KHO:ech

C

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P

Y

April 3, 1964

Western Electronic Products Company  
107 Los Molinos  
San Clemente, California

Gentlemen:

Please send me information on the WEPCO Portable  
Measuring Wire-Cutter, model MC-2.

Your prompt attention to this matter will be appreciated.

Very truly yours,

Kenneth H. Olsen  
President

KHO:ech

# WEPCO

# MEASURING WIRE-CUTTER



MODEL MC-2

## NEW PORTABLE MEASURING WIRE-CUTTER

The all-new portable Automatic Measuring Cutter, Model MC-2, cuts wire and small tubing with accuracy of 1%. Specially adaptable for short run, small quantities, of different and various wire lengths — from less than  $\frac{1}{2}$ " to a maximum of 10 feet. With no adjustment for wire size from  $\frac{1}{8}$ " to #30 AWG. Set-up time: Thirty seconds. Cuts to 10,000 one-inch pieces in an hour, longer lengths in proportionate time. Weight: 12 pounds!

**PRICE: \$365.00 F.O.B. San Clemente, California**

WEPCO also makes THERMAL WIRE STRIPPERS. The strippers that do not cut or nick the wire . . . removes the insulation clean.

Western Electronic Products Co.

107 Los Molinos, San Clemente, Calif.

Tel: (714) 492-4677


Circle 103  on inquiry



## 1/4" Diam Cermet Trimming Pot

Model 61 "Helitrim" trimming Pot is 1/4" diam single-turn unit with bottom pins on 0.1" grid. It has cermet resistance element with essentially infinite resolution and standard resistances from 10 ohm to 1 meg. Power rating is 1/2w @ 85°C, derated to zero @ 175°C.

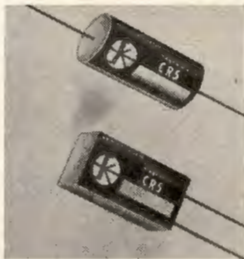
Compact unit weighs approx 1/2gm and measures 3/16" high. It occupies less than 0.01 cu in of mounting space. Stainless steel housing is sealed to meet immersion tests of MIL-R-22097B. **Helipot Div., Beckman Instruments, Inc., Dept. EE, 2500 Harbor Blvd., Fullerton, Calif.**

Circle 116  on inquiry card

## General Purpose Current Regulator

CR5 general purpose Current Regulator is two-terminal silicon device capable of supplying constant current at very high impedance when used with voltage source. It is stable to  $\pm 0.1\%$  between 10 and 50v. Device measures 0.815 x 0.406" and weighs 6gm.

Specs include 10 $\mu$ mho dynamic conductance, 9v threshold voltage, 50v min interelectrode breakdown voltage, 100v min interelectrode reverse breakdown voltage, and 175°C max operating temp. **Semiconductor Magnetics, Inc., Dept. EE, 370 N. Halstead Ave., Pasadena, Calif.**



Circle 117  on inquiry card

March 26, 1964

**Dr. Ernest H. Wakefield**  
**President and Director**  
**Linear, Inc.**  
**P. O. Box 483**  
**Evanston, Illinois**

**Dear Dr. Wakefield:**

I was very pleased to have the opportunity to meet with you in New York and to learn from your experiences in this field. I was particularly pleased to see your enthusiasm in the two projects in which we might cooperate.

I passed on all this information to John Jones and he is very interested in continuing with these projects. I look forward to a continued and worthwhile relationship between our two organizations.

Sincerely yours,

**Kenneth H. Olsen**

**KHO:ech**

*KHO file*



*equipment corporation*

MAYNARD, MASSACHUSETTS  
*TWinoaks 7-8822 TWX MAYN 816*

March 25, 1964

This form letter has been sent to the List of Distributors for Stepper Motors found on Page 219 and 220 of the March 19, 1964 Issue of Machine Design.

Gentlemen:

Please send catalog information on Stock Stepper Motors as mentioned in the March 19, 1964 Issue of MACHINE DESIGN.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen

KHO:ech

March 17, 1964

Mr. Donald H. Putnam, President  
Glennal Controls Corporation  
Duarte, California

Dear Mr. Putnam:

I was pleased to meet with you again at the AR&D Annual Meeting and to hear of your continued success.

I want to thank you for offering to send a circuit schematics for the television monitors I have taken the responsibility for in my Church. They have given good service for several years but they receive no maintenance and it will be much easier with circuit schematics.

The model number of these units is CF2I and the serial numbers are 18731 and 18787. Thank you again.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech

March 17, 1964

Institut Europeen d'Administration des Affaires  
Palais de Fontainebleau (S & M)  
France

Gentlemen:

Enclosed please find a check in the amount of \$50.00 which is a gift to the Institut Europeen d'Administration des Affaires at the suggestion of Mr. Arnaud de Vitry.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech  
Enclosure

K. Albee

March 16, 1964

Mr. Leon L. Ettinger  
Longhill Road  
Bolton, Massachusetts

Dear Mr. Ettinger:

We appreciate your recent letter pointing out to us that you have 100 acres available on Longhill Road for our consideration. In the event that we seriously consider Bolton as an area within which to purchase some land, we will certainly contact you.

We appreciate your interest in Digital Equipment Corporation.


Sincerely yours,

Richard F. Mills  
Controller


RFM/bl


COPIED

March 16, 1964


 Mr. Robert Everett  
140 Cherry Brook Road  
Weston, Massachusetts

Dear Bob:

 We were disappointed to hear of your decision. After telling the people at American Research about you, I find that I'm particularly sold on the idea of your joining us.

 The next few months would be a particularly good time from stock option point of view but other than that we have no particular reason for bringing up the subject right now. We have no immediate problem but we do have the company's long-term interest in mind and hope that in the not too distant future we will be able to talk more about this.

Sincerely yours,

 Kenneth H. Olsen

KHO:ech

March 12, 1964

**Mr. Milt Phillips  
Box 1480  
Carleton Place Industrial Commission  
Carleton Place, Ontario, Canada**

**Dear Mr. Phillips:**

**I want to thank you for your very kind gifts and  
I want you to know that I appreciate your thoughtfulness.**

**We enjoyed our trip to Carleton Place very much and  
were pleased to see the pleasant area you have to offer, but,  
even more, to see the very cooperative attitude of the people.  
I do hope that we will develop a long and worthwhile relation-  
ship.**

**Sincerely yours,**

**Kenneth H. Olsen**

**KHOtech**

C

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# CARLETON PLACE INDUSTRIAL COMMISSION

ADDRESS REPLIES  
TO THE SECRETARY  
MILT PHILLIPS  
BOX 1480  
CARLETON PLACE  
ONT.



CORPORATION OF  
CARLETON PLACE

CARLETON PLACE, ONT.

4 MAR 64

Mr Ken Olsen  
Maynard, Mass  
Dear Ken,

We are sending you these items  
for your pleasure.

John Leng and Bill McHugh spent a  
few hours with us yesterday and during  
our conversation these items were mentioned.  
We spent a very pleasant day with  
the boys and have reached agreement on many  
points which they wished clarified.

Thanks you for your visit on Monday  
and we are looking forward to seeing you  
again soon.

Yours truly  
Milt Phillips



March 12, 1964

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

Dear Professor Elias:

In reference to my recent conversation with Jack Dennis, I would like to verify our intentions with regard to an educational contribution to MIT.

In the interest of furthering education in computer science, we would like to donate to MIT a 4096 word core memory to your present PDP-1 facility.

Your continued interest in computer science, and in our products, is appreciated. We look forward to continued relations with MIT.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

March 12, 1964

Department of Inland Fisheries and Game  
State House  
Augusta, Maine

Dear Sir:

Please send forms and information  
necessary to apply for a non-resident guide's  
license.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen

KHO:ech

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March 9, 1964

Mr. F. X. Olanie  
General Marketing Manager  
Tally Corporation  
1310 Mercer Street  
Seattle, Washington 98109

Dear Mr. Olanie:

I was very sorry to hear that some of our sales people have made negative comments on your product. You are right in pointing out that we have had no experience with these products for several years and it was completely wrong for us to make any negative comments about them. I do apologize for this and I am sending a copy of your letter and this reply to all of our sales people.

I cannot promise that we will evaluate your new products at this time because that decision is up to the judgment of the product managers who may not feel that it is worth considering a change at this time. However, I do believe that I can assure you that our people will not make negative comments about your products in the future.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech

*file copy*



equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

March 9, 1964

Mr. Norbert G. Leroy  
Administrateur  
Directeur General  
Morgan & Company, Inc.  
14 Place Vendome  
Paris I, France

Dear Norbert:

I enjoyed visiting with you again at the AR&D Stockholders Meeting. I was very interested to hear about your new duties in Paris and was pleased to hear of your challenges and your successes. I look forward to accepting your invitation for lunch when I visit Paris next time.

I will definitely accept your offer to give an introduction for John Leng to MGT, London. I'm sure that he will welcome the opportunity to meet with Donald Atkin. He is English but has not had business experience in England. Thank you again for your offer.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech

cc: John Leng  
Jon Fadiman  
Dick Mills

March 6, 1964

Professor Rob Roy  
Electrical Engineering Department  
Rensselaer Polytechnic Institute  
Troy, New York

Dear Professor Roy:

We were pleased to hear of your interest in developing a digital laboratory. We have concentrated a large part of our company activities in filling the needs for academic institutions. We have a line of modules which have worked out very well in classroom use. We also have a line of computers which covers a broad area of need. Our PDP-5 is probably the smallest random access memory computer on the market and our PDP-6 is aimed for the very large educational or industrial computation center. In schools where the staff has been enthusiastic and competent, we have been liberal in offering discounts in both modules and in computers.

I have asked one of our sales people to contact you to see if there is any way in which we can be of help to you.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech



# Rensselaer Polytechnic Institute

TROY, NEW YORK

SCHOOL OF ENGINEERING

Department of  
Electrical Engineering  
Russell Sage Laboratory

February 25, 1964

President  
Digital Equipment Corporation  
Maynard, Massachusetts

Dear Sir,

In connection with a National Science Foundation inter-institution<sup>\*</sup> program to introduce the theory of Discrete State Systems into the undergraduate curriculum I am charged with the development of a model Digital Computer laboratory. The results of this study will be made available to all the engineering schools in the country under the auspices of the National Science Foundation.

Specifically, I would appreciate any suggestions and advice which your company may offer in this project. In particular, the present idea is to present experiments in logic design, memories, buffers, accumulators, and finally a series of experiments on a small, limited order code digital computer. If you have any personnel who have had experience in a laboratory of this type, we would be extremely grateful if we could benefit by their experience.

Sincerely yours,

Rob Roy  
Assistant Professor  
Electrical Engineering

RR:ms

<sup>\*</sup>The institutions involved in this program are Polytechnic Institute of Brooklyn, Case Institute of Technology, Illinois Institute of Technology, Carnegie Institute of Technology, and Rensselaer Polytechnic Institute.

February 20, 1964

Mr. Thomas A. Williams, Chairman  
Industry Committee  
Marlborough Hospital Building Fund  
Marlborough, Massachusetts

Dear Mr. Williams:

I am happy to report that Digital Equipment Corporation has decided to make a contribution of \$500.00 to the Marlborough Hospital Building Fund. A check for that amount is enclosed, since we prefer to make this gift immediately rather than pay it over a three-year period.

We appreciate the important service that the Hospital provides for many of our employees who live in Marlborough and the surrounding towns and we are pleased to help in enlarging the Hospital's facilities. Best of luck to you in reaching your objective.

Sincerely,

Kenneth H. Olsen  
President

KHO:ech  
Enclosure

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# Marlborough Hospital

## BUILDING FUND MARLBOROUGH, MASS.

PHONE • 485-1121 EXT. 53

February 4, 1964

Mr. Kenneth Olsen  
President  
Digital Equipment Corporation  
Main Street  
Maynard, Mass.

Dear Mr. Olson:

Those of us who live and work out here in "Marlborough Country" are excited about the expansion which will take place at Marlborough Hospital in the near future.

Many of your employees and members of their families are familiar with the overcrowded situation in our hospital. As a matter of fact, our in-patient admitting records show that twenty-five of your employees or members of their families were bed patients at Marlborough Hospital through the fiscal year ending January 31, 1964. Many of your employees in our service area depend on our hospital for their medical and surgical needs.

Marlborough Hospital NEEDS \$1,800,000 for this expansion program. If the community will contribute \$600,000 the hospital will be eligible to receive a \$400,000 federal grant. The remainder may come from long term loans.

A reasonable formula for corporate gifts has been suggested and approved by a number of large companies. We submitted for these companies' consideration, a formula of \$50 per employee, which is payable over a three year period. A few of those companies who have already made their contributions include: Dennison Manufacturing, Koehler Manufacturing, Massachusetts Electric, New England Telephone, Lapointe Machine Tool and General Motors Corporation.

It has been nineteen years since the hospital last conducted a campaign. A successful completion of this drive should eliminate the need for another campaign for some years to come.

At this writing, we stand just about \$100,000 away from our \$600,000 objective. It is our sincere hope that you and the officers of your company will seriously consider participating in this program. The attached material describes the need and plans.

Will you please give this your attention and advise us of any additional information you may need to give this your fullest consideration.

Sincerely yours,  
*Thomas A. Williams*  
Thomas A. Williams  
Chairman  
Industry Committee

DDB:lwe  
Copies:  
W. Leroy Temple, Pres. Trustees  
Frank H. Kelleher, Campaign Chairman  
Enc.

Name, Digital Equipment Corp.

#.....

Address Main Street, Maynard, Mass.

Acknowledged .....

Division Ind...... Solicitor .....

Recorded .....

assist in the expansion and improvement of the Marlborough Hospital to serve the people of this area, and in consideration of the gifts of others, I/we subscribe to

**MARLBOROUGH HOSPITAL BUILDING FUND**  
Marlborough, Massachusetts

the sum of ..... dollars \$ .....

to be paid over a period of three years on the schedule checked below.

The first payment will be made ..... 19.....

Monthly

Semi-annually

Quarterly

Annually

Date .....

.....  
(Signature of donor)

Your gift is deductible in computing your Federal income tax, to the extent permitted by law. Please make checks payable to: Marlborough Hospital Building Fund,



## REST EASY, NEIGHBOR . . .

---

This is YOUR hospital — at night! Behind each darkened window someone sleeps in peace, secure under the watchfulness of a nurse's quiet vigil. Where lights blaze, doctors labor to save a life, or welcome a new one. Noon! Midnight! Four A.M.! YOUR hospital never sleeps . . . your hospital always is ready to serve you or your loved one. Remember the ill and injured waiting outside the emergency and x-ray units because of lack of space . . . the laboratory so crowded with scientific equipment that space for patients is limited? Well, these three years — 1963, 1964, 1965, are years of modernization and expansion — years of great progress . . . Plans call for some alteration within the present hospital plus new construction consisting of two wings, which eventually will be of equal size, extending from the East and West sides of the present building at the ground floor level. . . . making possible — 30 additional beds so no patients will have to be kept in the corridors . . . expanded accident and emergency units . . . enlarged quarters for the central sterile supply . . . greatly expanded laboratory and x-ray facilities . . . a new and fully equipped area for the Physical Therapy Department . . . a section intended eventually for an Occupational Therapy Department . . . enlarged Medical Records Room . . . more space for mechanical equipment and maintenance shops . . . more parking space . . . ALL YOURS when YOU need them. But remember — they will be provided only because you helped put them there. This is your community non-profit hospital serving well you and your neighbors . . . But ever striving to meet the challenge of new scientific advances that are bringing better health and longer life TO YOU.

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## A Message from Your General Campaign Chairman:

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You and I share the desire for a healthy, long, and happy life.

Today this desire is more within our reach than ever before in the world's history. Scientific research is producing new medicines, new surgical techniques, new instruments—such as Marlborough Hospital's portable x-ray machine to a degree that diseases, crippling accidents, and even cancer are no longer the killers they once were.

### SCIENTIFIC BENEFITS FOR YOU

If these scientific advances are to be ready when you need them at Marlborough Hospital, modernization and expansion are necessary. It is for this reason that a master plan prepared by nationally-known hospital architects to construct, improve, and modernize Hospital facilities is now under way. As you may know, the master plan is endorsed wholeheartedly by the Hospital Board of Trustees, the 91 physicians and dentists constituting

the Hospital Medical Staff, the Administrative Staff, as well as an Advisory Committee of 100 area citizens from all walks of life.

What can you do? You can:

1. Serve on a Hospital Building Fund committee when called upon—and don't be afraid to volunteer your services.
2. Contribute to the best of your financial ability, keeping in mind that pledges may be paid over a period of three years.
3. Influence your fellow citizens, including those of the company in which you work, to inform themselves concerning the merits of Marlborough Hospital, its needs, and the benefits to all of us.

Remember, when you need it in your life—or the lives of your family—Marlborough Hospital is a very personal benefit.

*Frank H. Kelleher*

FRANK H. KELLEHER

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## A Message from the President of the Board of Trustees:

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To the families living in Marlboro, Hudson, Southboro, Northboro, Westboro, Sudbury, Bolton, Berlin and Stow.

If you value health as basic to life and if you live or work in this area, your Hospital should be of prime interest to you.

Those of you who have been one of our 4800 bed patients, or one of the 15,300 men, women, and children treated in the Out-patient department during 1962, I am sure you will agree that the Marlboro Hospital Nursing and Administrative staffs have served you and your community well.

Annually one of every eight persons require hospital treatment. Prior knowledge of your voluntary community hospital can be most reassuring at times of stress.

As President of the Hospital I have been requested by your Board of Trustees to extend to you an

invitation to visit your Hospital so that you may familiarize yourselves with the staff, facilities and administrative functions of your Hospital.

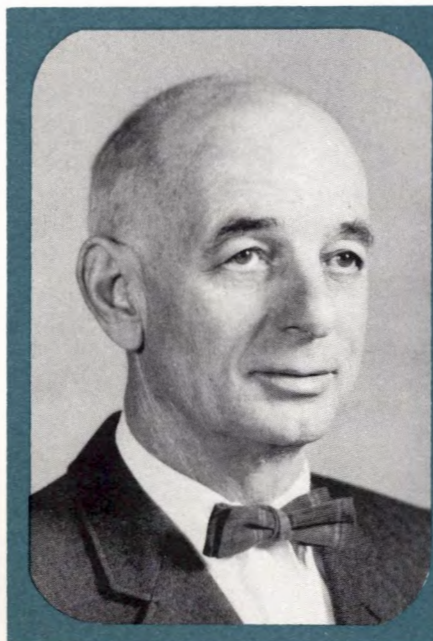
To serve the public with the latest advances in scientific medicine with rates that will continue to be reasonable, considering today's cost of good hospital care, all non profit institutions find it necessary to continually expand.

The Board of Trustees now find it necessary to appeal to you for funds to expand and modernize the Out-patient departments and add additional bedrooms.

The Board of Trustees have had such a plan under consideration for the last three years and if they are going to be responsible for the continuance of the type of hospital services you require, then the contribution you give to your Hospital will be the finest investment you can make for you and your family.

*Robert C. Morse*

ROBERT C. MORSE  
President, Board of Trustees



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# MARLBOROUGH HOSPITAL NEEDS ARE CRITICAL!

---

... Urgently Needed:

- MORE SPACE FOR X-RAY AND LABORATORY DEPARTMENTS where patient usage has grown over 300% in the past 10 years.
- MORE SPACE FOR PEDIATRICS, DIETARY, ADMINISTRATIVE AND HOUSEKEEPING DEPARTMENTS — storage space is extremely scarce.
- MORE SPACE FOR ACCIDENT AND EMERGENCY UNITS that treat 90 per cent of Marlborough area automobile, industry, and home accidents.
- THIRTY ADDITIONAL MEDICAL-SURGICAL BEDS comparable hospitals in the United States average 74.2% of capacity. Marlborough Hospital's average occupancy is from 90% to 100% and in an emergency is often over 100%.
- ENLARGED QUARTERS FOR CENTRAL STERILE SUPPLY present space is entirely too small to take care of present requirements.
- A PHYSICAL THERAPY DEPARTMENT fully equipped.
- AN OCCUPATIONAL THERAPY AREA which is sorely needed.
- SPACE FOR MECHANICAL EQUIPMENT STORAGE AND MAINTENANCE SHOPS
- A LARGER MEDICAL RECORDS ROOM



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## A MASTER PLAN HAS BEEN DESIGNED TO MEET THE NEED

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Nationally-known hospital architects and engineers have drafted a master plan that provides for a scientifically advanced Hospital.

Basis for the plan is a 125-page survey of Marlborough Hospital facilities and the nine communities it serves.

Architects' plans have received approval by the Hospital Board of Trustees, Medical Staff, Administration, and an Advisory Committee of leading area citizens.

Plans approved by federal officials who recommend a Hill-Burton grant of \$400,000 for modernization and expansion, if the program is supported by people in the Hospital area.

These officials commend Marlborough Hospital on what is achieved daily for the patient under difficult Hospital conditions.

ALTERATION WITHIN THE PRESENT BUILDINGS AND CONSTRUCTION OF TWO WINGS eventually to be the same size. Presently only the ground floor of the West wing will be constructed. The East wing will consist of four floors, the ground and third will be completed for immediate use. The first and second to be completed in the future as needs demand.

### Your Hospital

Accepts patients regardless of race, creed, or inability to pay.

Receives no federal, state, or municipal tax funds for operating expenses.

	1952	1962	Percent of Gain
Patients Admitted	2,527	4,757	88.2%
Number of Births	534	857	60.4%
Surgical Operations	1,628	1,932	18.6%
X-ray Examinations	2,720	10,917	301.5%
Laboratory Tests	22,180	92,980	319.0%

# MARLBOROUGH HOSPITAL

## A Community Duty . . .

No one can provide for himself the protection that a modern hospital furnishes. He cannot erect and equip a hospital, secure an operating staff, train able nurses and expert surgeons.

THESE ARE AND MUST BE COMMUNITY SERVICES,  
PROVIDED BY ALL FOR THE GOOD OF ALL.

## A Personal Duty . . .

In this area one person in three use the hospital each year and one in eight use the hospital bed services. You never know when sickness or accident will strike you or your family.

But . . . you want to know that your Hospital is ready, efficient, and scientifically modern.

## The Marlborough Hospital Building Fund is a Personal Responsibility . . .

**INVEST GENEROUSLY**/This is NOT an annual appeal. It is a campaign for funds to provide building facilities far into the future.

An investment in your Hospital is deductible for United States income tax purposes. Up to 30% of your adjusted gross income can be deducted.

You can pledge your gift over a three year period and over four tax years.

You purchase peace of mind when you invest in a modern, efficient Hospital.

Health, hope, happiness, and life depend on your dollars.

**\$1,800,000<sup>.00</sup> EXPANSION**

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## QUESTIONS AND ANSWERS

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Q. How much should I give?

A. As much as you are able. The solicitor can suggest the range of giving for people in similar circumstances.

Q. How does the committee know how much to ask for?

A. They don't know, for sure, they can only go by what the survey, done by your fellow citizens, indicates.

Q. Why ask for an amount?

A. Because the donor wants to know how much to give. The cost is known and the people in this area are being asked to share in it, each person according to his or her own ability.

Q. Is there a physician on call 24 hours a day at the hospital?

A. Yes, there are two.

Q. May anyone use the hospital? How about doctors?

A. Yes, *anyone* may be entered as a patient. Doctors who can qualify to the rigid hospital standards may actually treat patients at the hospital.

Q. Why don't hospital rates include building new additions?

A. A certain portion of the rates do go into paying off loans or mortgages. A healthy citizen is usually more able to support a building fund program than a patient.

Q. Are Marlborough Hospital rates higher than other hospitals?

A. No. In fact they are usually lower than most others in this part of the country.

Q. Who gets the hospital profits?

A. No one. If there are any profits and sometimes there aren't, the money is put back into equipment or goes to reduce the mortgage.

Q. When did Marlborough Hospital last go to the community for building funds?

A. Eighteen years ago.

Q. When will construction begin?

A. As soon as the campaign goal has been achieved.

Q. What area does Marlborough Hospital serve?

A. Marlboro, Hudson, Southboro, Northboro, Westboro, Sudbury, Bolton, Berlin, and Stow.



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## Board of Governors

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### OFFICERS

Robert C. Morse  
*President*

Ralph Fieldsend  
*Vice President*

Joseph P. Lynch  
*Treasurer*

John D. O'Connell  
*Secretary*

John G. Allen  
Edward F. Bigelow  
Carroll T. Daley  
John A. Frye  
James Golden, Jr.  
J. Francis Granger  
Hector A. Moineau  
Alfred F. Pope  
W. Leroy Temple

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## Honorary Building Fund Campaign Chairman

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Joseph P. Lynch

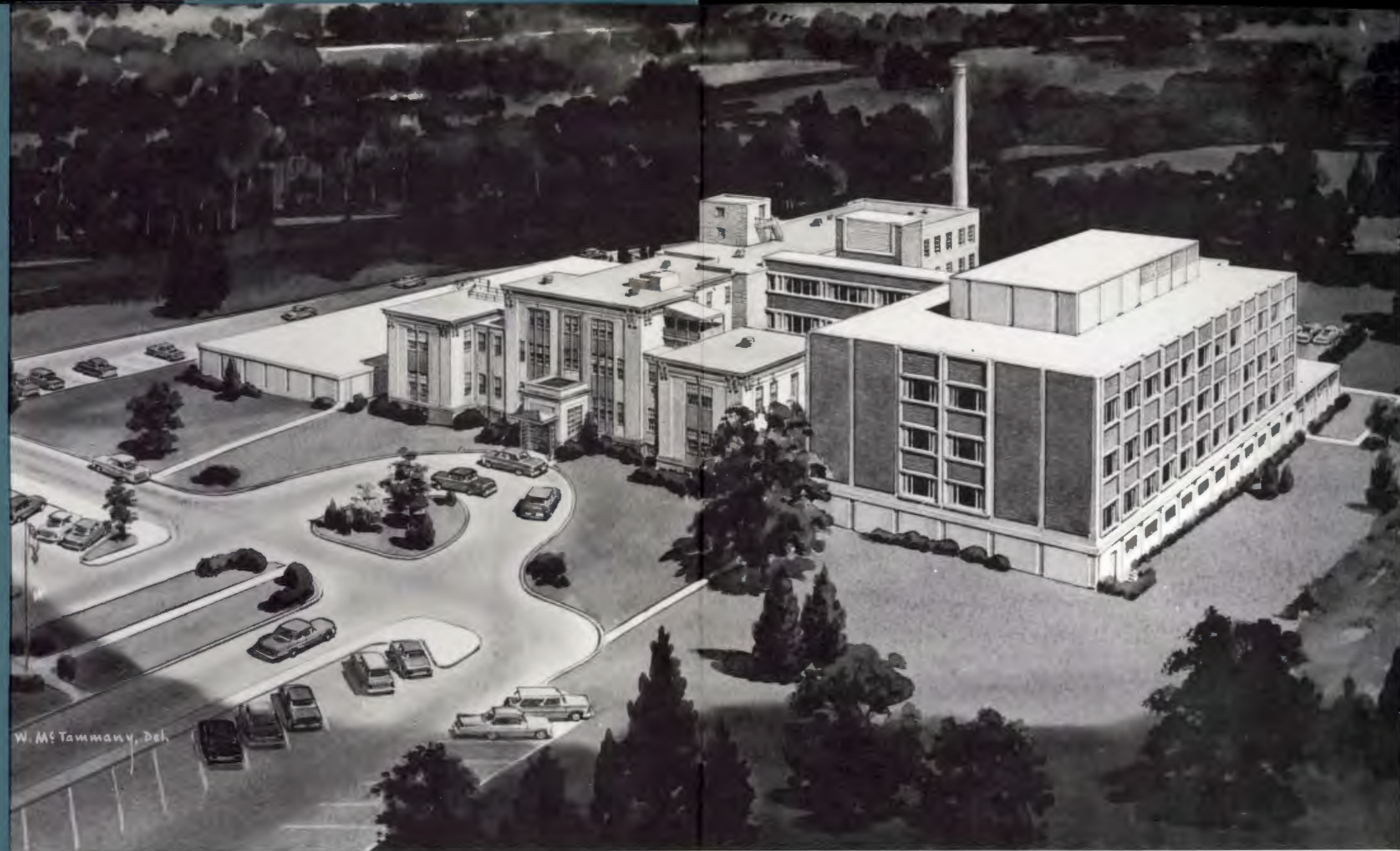
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## Board of Trustees

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John G. Allen, Marlboro  
Robert Allen, Jr., Northboro  
Ralph D. Anderson, Sudbury  
Robert H. Beaudreau, Marlboro  
Edward F. Bigelow, Marlboro  
John A. Bigelow, Marlboro  
George H. Bill, Marlboro  
John M. Carmen, Southboro  
Angelo A. Cincotta, Marlboro  
N. John Colombo, M.D., Hudson  
Francis J. Cosgrove, Marlboro  
Arnold S. Curtis, Marlboro  
Carroll T. Daley, Marlboro  
Ralph H. Decker, Marlboro  
George E. Dewey, Marlboro  
Henry T. Eager, Marlboro  
Ralph Fieldsend, Hudson  
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J. Francis Granger, Marlboro  
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John J. Henderson, Hudson  
Wiltred T. Hood, M.D., Hudson

John J. Hussey, Hudson  
Raymond A. Johnson, M.D., Marlboro  
John M. Kline, Marlboro  
David C. LaFleur, Marlboro  
Albert E. LeMarbre, M.D., Marlboro  
John J. Lepore, M.D., Marlboro  
Joseph P. Lynch, Marlboro  
James M. McCarthy, Westboro  
Hector A. Moineau, Marlboro  
Robert C. Morse, Marlboro  
Walter C. Morse, Marlboro  
D. Francis Murphy, Hudson  
John D. O'Connell, Marlboro  
Alfred F. Pope, Hudson  
Raymond C. Richer, Marlboro  
William D. Roche, M.D., Marlboro  
Harry W. Searles, Hudson  
Jackson D. Seifer, Hudson  
Paul F. Shaughnessy, Marlboro  
Richard S. Temple, Marlboro  
W. Leroy Temple, Marlboro  
Fred C. Williams, Marlboro



JAMES H. RITCHIE AND ASSOCIATES ARCHITECTS ENGINEERS BOSTON, MASSACHUSETTS

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## Ways of Giving

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### MEMORIAL OPPORTUNITIES

In the new facilities, numerous opportunities will be provided for individuals, firms and organizations to give rooms, units or departments to perpetuate a family name or to pay tribute to one who deserves honor. Appropriate recognition will be given to such donors by the Hospital.

### GIFTS BY PLEDGE

The Marlborough Hospital Development Fund Campaign will be conducted on a three-year pledge basis. Contributions made over this period of time are one way of giving an amount most closely proportioned to your interests and desires. Pledges may also be paid in one sum, in cash or in any manner convenient for you.

### GIFTS BY SECURITIES

Where securities have increased in value since their purchase, a considerable saving may be effected by giving them to the Hospital. No capital gains tax is payable on the unrealized appreciation and the donor is allowed an income tax deduction (within the limits of the total gift deduction permitted by law) for the full market value of the securities at the time of the gift.

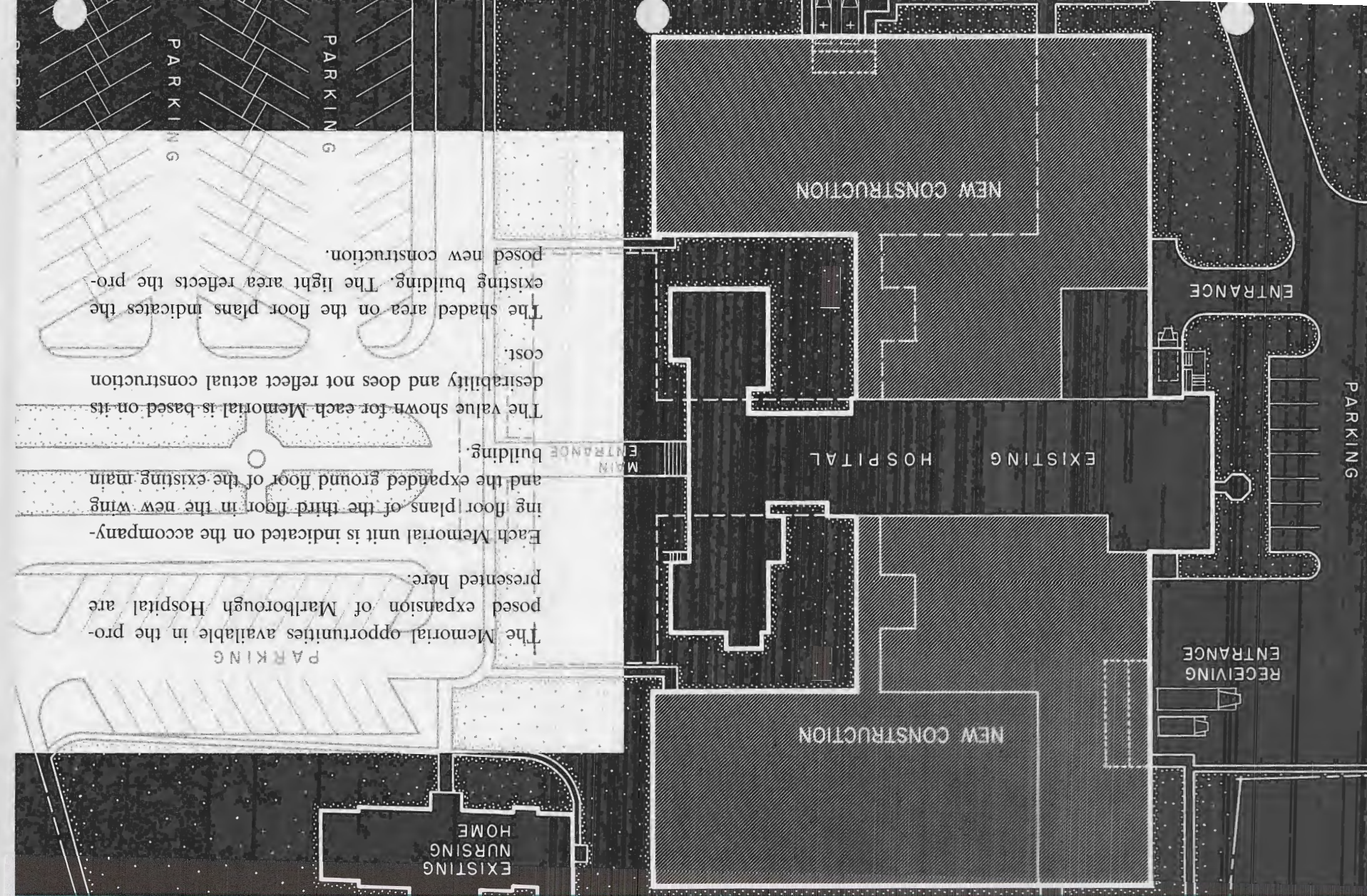
Other ways of contributing are by means of wills and bequests and by insurance policies naming Marlborough Hospital as beneficiary.

### SUBSCRIPTIONS ARE TAX-DEDUCTIBLE

Gifts to Marlborough Hospital offer definite tax advantages to the donor. The total cost of any contribution is reduced substantially under existing tax laws. Depending on the individual income bracket, the saving may be from 20 to 90 per cent. The Hospital will gladly assist you with any questions you may have regarding tax deductions and gifts to the Development Fund.

## MARLBOROUGH HOSPITAL

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The Memorial opportunities available in the proposed expansion of Marlborough Hospital are presented here. Each Memorial unit is indicated on the accompanying floor plans of the third floor in the new wing and the expanded ground floor of the existing main building.

The value shown for each Memorial is based on its desirability and does not reflect actual construction cost.

The shaded area on the floor plans indicates the existing building. The light area reflects the proposed new construction.

## Memorials In Marlborough Hospital

### Your Memorial Will Be Perpetuated

The Memorial opportunities listed in this folder are subject to whatever changes may take place in the architectural plans before construction. Should a specific Memorial unit not be included in the final plans, a suitable alternate Memorial will be offered for the consideration of the donor. In the event that a previously established Memorial is located in an area to be renovated, it will continue to be remembered in a suitable way.

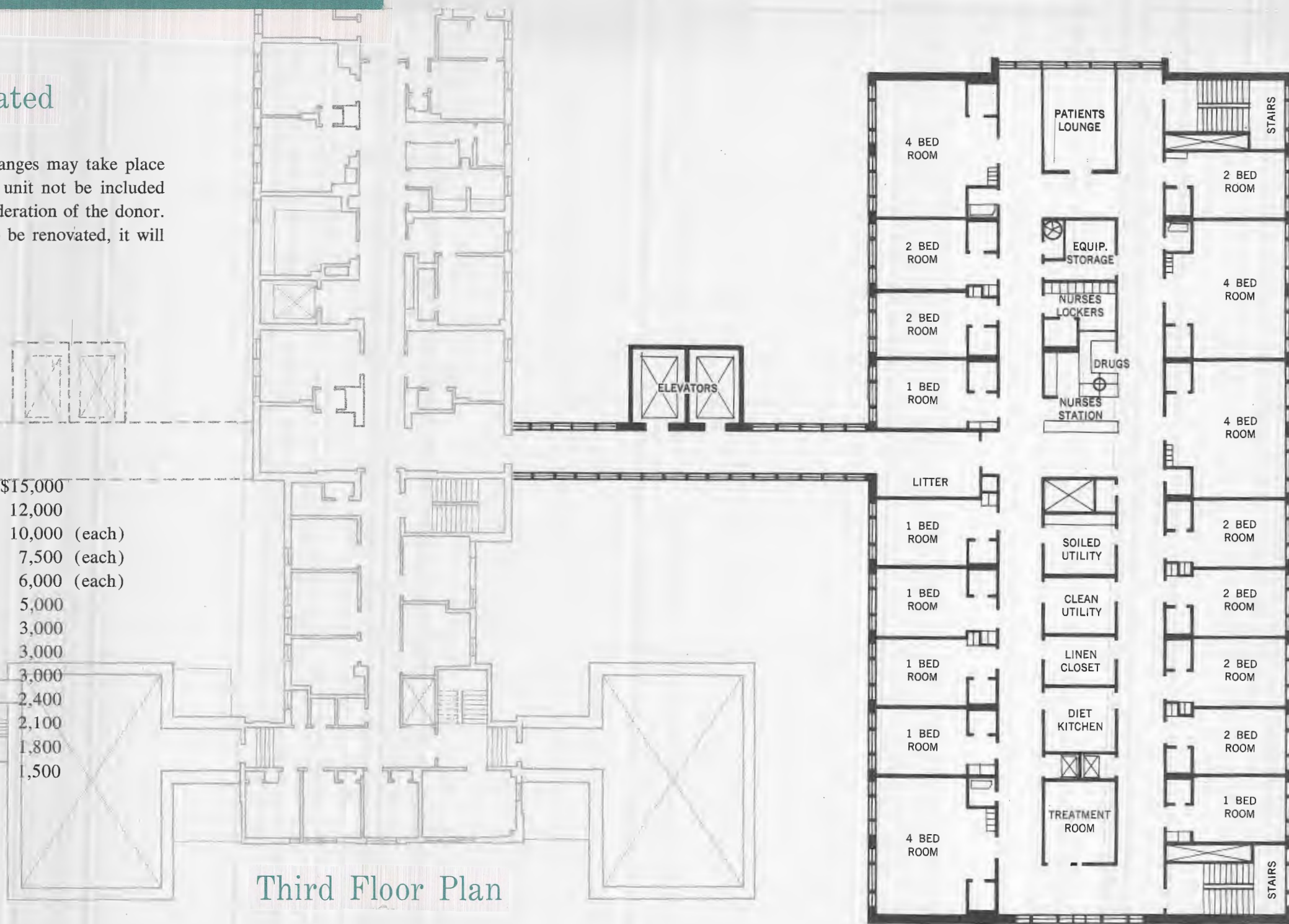
### Memorial Opportunities

Patient's Lounge . . . . .	\$15,000
Nurses' Station . . . . .	12,000
Four-Bed Rooms (3) . . . . .	10,000 (each)
Two-Bed Rooms (7) . . . . .	7,500 (each)
One-Bed Rooms (6) . . . . .	6,000 (each)
Treatment Room . . . . .	5,000
Drug Room . . . . .	3,000
Equipment Storage . . . . .	3,000
Nurses' Locker . . . . .	3,000
Diet Kitchen . . . . .	2,400
Linen Closet . . . . .	2,100
Clean Utility . . . . .	1,800
Spilled Utility . . . . .	1,500

Third Floor

\$125,000

### Third Floor Plan

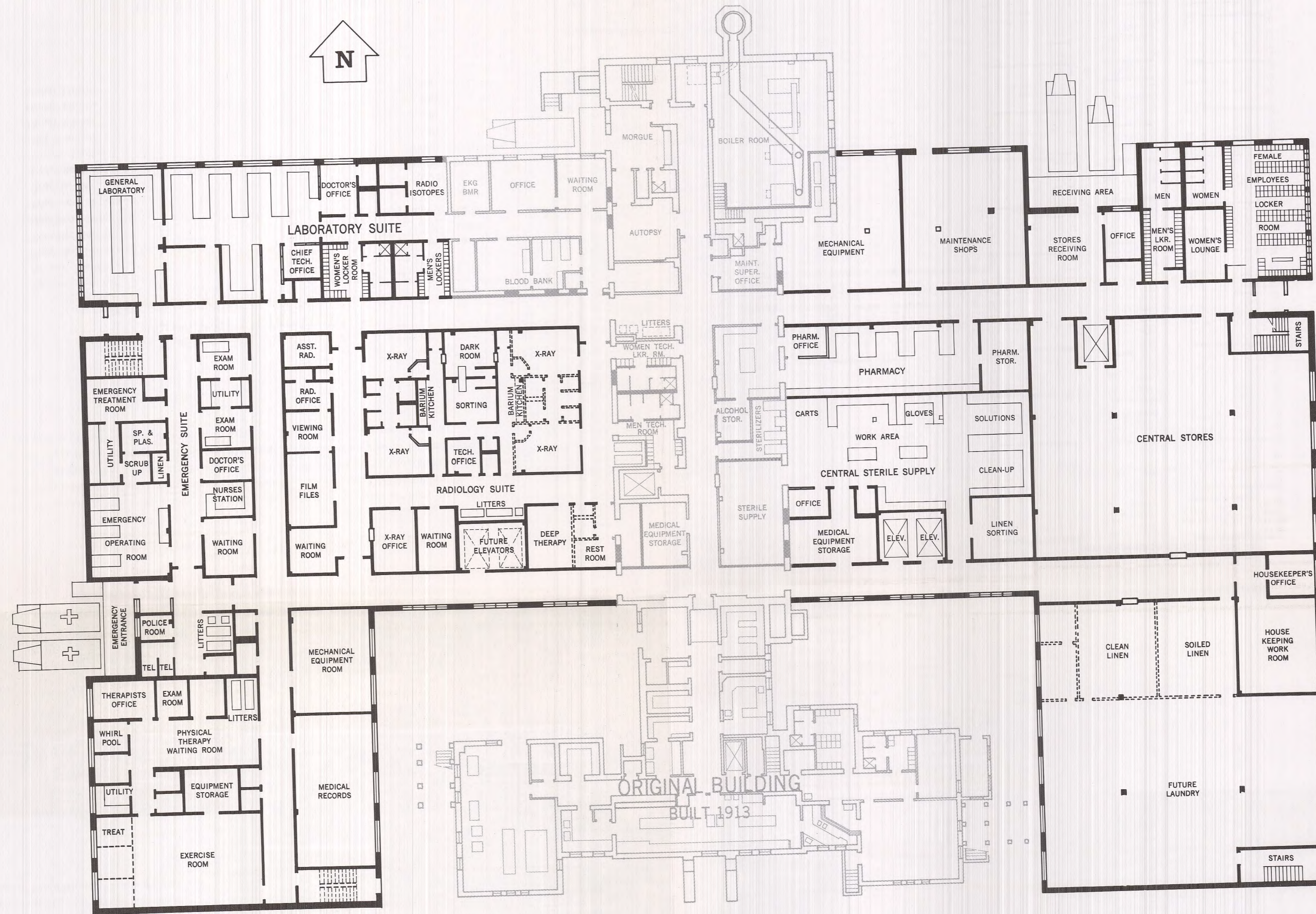


Your hospital is ready to serve you twenty-four hours a day — every day.

REST, EASY, NEIGHBOR . . .



# Ground Floor Plan



## Memorial Opportunities

General Laboratory . . . . .	\$12,000	Emergency Operating Room . . . . .	\$15,000	Equipment Storage . . . . .	\$ 2,000	Deep Therapy Room . . . . .	\$12,000	Pharmacy Storage . . . . .	\$ 1,500
Blood Bank . . . . .	18,000	Examining Rooms (2) . . . . .	6,000 (each)	Utility . . . . .	1,500	Deep Therapy Rest Room . . . . .	6,000	Alcohol Storage . . . . .	1,500
Waiting Room . . . . .	10,000	Doctor's Office . . . . .	4,000	Physical Therapy Suite . . . . .	36,000	Women Technicians' Locker Room . . . . .	2,100	Dispensing Area . . . . .	6,000
EKG-BMR . . . . .	6,000	Nurses' Station . . . . .	12,000	Medical Records Room . . . . .	15,000	Men Technicians' Locker Room . . . . .	2,100	Pharmacy . . . . .	9,000
Office . . . . .	6,000	Emergency Waiting Room . . . . .	15,000	Radiology Waiting Rooms (2) . . . . .	6,000 (each)	Litter Storage Areas (3) . . . . .	1,500 (each)	Central Sterile Supply Work Area . . . . .	10,000
Doctor's Office . . . . .	3,000	Utility Rooms (2) . . . . .	1,500 (each)	X-Ray Office . . . . .	5,000	Radiology Suite . . . . .	75,000	Office . . . . .	2,100
Chief Technician's Office . . . . .	3,000	Emergency Suite . . . . .	50,000	X-Ray Rooms (4) . . . . .	10,000 (each)	Medical Equipment Storage . . . . .	3,000	Sterile Supply . . . . .	2,400
Women Technicians' Lockers . . . . .	2,400	Physical Therapy Waiting Room . . . . .	9,000	Radiologist's Office . . . . .	4,000	Maintenance Shop . . . . .	1,500	Medical Equipment Storage . . . . .	1,800
Men Technicians' Lockers . . . . .	1,500	Exercise Room . . . . .	12,000	Ass't Radiologist's Office . . . . .	3,000	Maintenance Supt. Office . . . . .	1,500	Linen Sorting . . . . .	1,500
Laboratory Suite . . . . .	55,000	Therapist's Office . . . . .	3,000	Dark Room . . . . .	2,000	Stores Receiving Room & Office . . . . .	2,100	Central Sterile Supply Suite . . . . .	15,000
Police Room . . . . .	1,800	Examining Rooms (2) . . . . .	6,000 (each)	Sorting Room . . . . .	1,500	Male Employees' Locker Room . . . . .	1,500	Central Stores . . . . .	3,000
Emergency Treatment Room . . . . .	9,000	Whirlpool Rooms (2) . . . . .	5,000 (each)	Technician's Office . . . . .	1,500	Female Employees' Locker Room . . . . .	2,400	Housekeeper's Office . . . . .	1,500
		Treatment Rooms (3) . . . . .	4,000 (each)	Barium Kitchen . . . . .	1,500	Pharmacy Office . . . . .	1,500	Housekeeping Work Room . . . . .	2,400

February 18, 1964

Dr. Robert Batchelder  
Department of Geography  
Boston University  
Boston, Massachusetts

Dear Dr. Batchelder:

I was pleased to meet you the other night and to hear of your work at Boston University. I understand that we are both members of the IVCF local council and I look forward to seeing you there.

If you are ever interested in seeing our computers, I would be very happy to show them to you. We do have classes on programming but they may be somewhat awkward for you to take advantage of because they usually go all day for a week at a time. However, if you are interested, we do have machines here which we have set up so that people can leisurely play with them and try them out. We would be very happy to have you work with one if you're interested.

I am enclosing some booklets which describe our smaller machine. We also have a much larger machine which we call the PDP-6 which is made for large universities or industrial computer centers. The PDP-5 is the most exciting machine we have because it is quite expensive and readily understood.

Let me know if we can be of any help to you.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech  
Enclosures

PDP-1  
PDP-4  
PDP-5

February 13, 1964

Mr. Virginius Vaughan  
Data and Teletype Engineer  
American Telephone and Telegraph Company  
195 Broadway  
New York, New York

Dear Mr. Vaughan:

Our local A T and T representative has suggested that you are the proper person to act on our request to connect a Digital Equipment Corporation PDP-6 computer to the TWX network. Specifically, we wish to connect a computer in our Maynard, Massachusetts headquarters to the standard TWX network to allow any TWX user to make use of the computation equipment.

This facility should include a minimal amount of mechanical equipment, specifically no keyboards or printers. The computer should be able to both answer and originate calls, including dialing. The interface should be electrical, in serial form. 110 bit/sec. service is preferred. Should multiple lines be desired, the telephone company should provide the necessary line-hunting mechanisms to allow use of only one incoming number.

We appreciate your consideration of this request. If you should need additional technical information, please feel free to contact Mr. Donald Smith in our Maynard office.

Sincerely yours,

Kenneth H. Olsen  
President

KHO:ech

bc: A. Kotok  
D. Smith

February 12, 1964

Mrs. Kay Gourley  
Milo  
Maine

Dear Mrs. Gourley:

I am sorry that we delayed in answering your very prompt reply but it has taken us a little while to organize our plans. We would like to reserve Camp Dorothy from August 1 - 15. If it turns out to be more convenient for you, we could make this August 8 - 22.

We look forward to seeing you in the summer.

Sincerely yours,

Kenneth H. Olsen

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February 11, 1964

E S R, Inc.  
(J. B. Bronander Mfg. Co.)  
34 Label Street  
Montclair, New Jersey

Gentlemen:

Please find enclosed \$5.50 in cash to cover the cost and postage charge for one plastic do-it-yourself digital computer kit as advertised in the January 20, 1964 issue of "Product Engineering" magazine.

Your prompt attention will be appreciated.

Very truly yours,

(Miss) Elsa C. Holmes  
Secretary to the President

Enclosure



**Subject: Notes on Chapters 16 and 17  
of the Hutchinson Report**

In order to prepare for future facility needs of Park Street Church, the Hutchinson Report proposes that the interior of the Church and all of the building on No. 1 Park Street be demolished and completely rebuilt of fireproof materials. Only the Church's exterior walls, roof, trusses, and steeple tower would be salvaged. The main sanctuary would be lowered to the first floor and two floors would be built above the sanctuary, which would contain the offices and religious education departments. The whole of the new building would be air conditioned.

It seems commonly agreed that this solution is completely impractical because it would cost between \$2 - \$3 million to accomplish it and because the Church could not tolerate the lack of a meeting place for the year or so that the building operation would take. We should, however, summarize the observations and ideas which this report has presented because they can be useful in solutions which are less dramatic and expensive than the one proposed. We could accomplish much of what he desires by simplifying our present floor plan and making it as efficient as possible.

The seating in the sanctuary was expanded from 1,200 to 1,500 seats by more efficient layout. This was done by having a center aisle and two side aisles rather than the four aisles that we now have (he feels that communion, offerings, and weddings are also better in a center aisle). He also extended the circular stairway up to the balcony so that the space used by side stairways can be used for seating.

He proposed that the organist and the soloist and a choir be placed in the rear balcony. This would simplify the front of the sanctuary and also allow a shallower pulpit and, therefore, one or two more pews in the front.

He feels that the "pro patria mori" memorial tablets on the front walls distract attention and should be put in the lobby.

He suggested that the cross in the center of the sanctuary be the center of attraction, that it be enlarged and that all distracting elements be removed.

He feels that the somber darkness of the pews and pulpit should be replaced by the whiteness of the colonial church, topped by dark handrails.

He proposed that there be a preaching pulpit on one side and a reading desk on the other so that the preacher is not required to stand between the "vestigial altar" and the worshipping congregation.

It is further proposed, "that in any construction or reconstruction plan, all offices of all ministries and activities of the Church be brought together into a well-planned unity in order to achieve the utmost in cooperation and to affect sound economies. That secretarial and clerical personnel be merged into one clerical pool in our organization, and that all offices of the Church, including the clerical department, be equipped with central files, dictating and transcribing machines, addressograph and file, duplicating and copying equipment."

It is interesting to note that the office layout which he proposes has approximately the same area as the first floor of No. 1 Park Street and so we could gain this efficiency by moving all offices to this building.

If we move the offices out of the basement of the Church to the first floor of 0 Park Street, we could then take advantage of another idea in the Report, which is to use the full area of the basement for dining room space which would allow us then to have banquets which hold 500 or 600 people instead of the present 200 to 300 people. He suggested the kitchen go into the area which is now the Jones Chapel.

With the offices moved out of the Church, we could keep the Church closed during the week and save significant heating and janitor costs.

Kenneth H. Olsen

2/5/64

January 24, 1964

Mrs. Kay Gourley  
Milo  
Maine

Dear Mrs. Gourley:

It has been very warm and sunny for the past few days and it makes one think about summer plans. We would like to reserve for two weeks in the middle of August, if it is available, and would appreciate your letting us know if it is.

Sincerely yours,

Kenneth H. Olsen

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January 23, 1964

Mr. Marvin M. Koenig  
Vice President  
United Industrial Syndicate, Inc.  
Fifty Rockefeller Plaza  
New York 20, New York

Dear Mr. Koenig:

I am writing in response to your letter of January 22nd addressed to the President regarding the possible merger or acquisition of our company.

We do not have interests along any of the lines you suggest, but appreciate your contacting us.

Very truly yours,

(Miss) Elsa C. Holmes  
Secretary to the President

**United Industrial Syndicate, Inc.**  
**Investors and Operators**

**Fifty Rockefeller Plaza**  
**New York 20, N. Y.**

January 22, 1964

ORTEX PRODUCTS  
LOUISVILLE TEXTILES, INC.  
THE PORTLAND COMPANY  
CENTURY PROJECTOR CORPORATION  
SHELBYVILLE DESK COMPANY  
MASON & PARKER MFG. COMPANY  
THE UNION FORGING COMPANY  
FRANK S. NELSON & CO., INC.  
L. C. PRODUCTS, INC.  
HUEY & PHILIP COMPANY  
MOMSEN-DUNNEGAN-RYAN COMPANY  
R-WAY FURNITURE COMPANY  
BEST MADE SILK HOSIERY CO.  
SAGAMORE MANUFACTURING COMPANY  
NEW ENGLAND CONFECTIONERY COMPANY  
HIGHTSTOWN RUG COMPANY

PERSONAL AND CONFIDENTIAL

The President  
Digital Equipment Corp.  
Main  
Maynard, Mass.

Dear Sir:

We are taking the liberty of enclosing a copy of our brochure to act as an introduction.

We own and operate the Portland Company of Portland, Maine, which engineers and fabricates special machinery. It is our desire to expand and diversify in all phases of the machinery manufacturing industry, as well as the metal fabricating field. Therefore, we may have a very serious interest in discussing a merger, or the acquisition of your Company.

It has always been our policy to retain present management and personnel and to perpetuate the operation. Acquisitions are made on an all cash basis, and correspondence and negotiations are held in strictest confidence.

If you have any interest, we would welcome the opportunity to explore the matter with you.

Sincerely,

UNITED INDUSTRIAL SYNDICATE, INC.

*Marvin M. Koenig*  
Marvin M. Koenig,  
Vice President

MMK:rs  
Enclosure

D1005 PD MAYNARD, MASS JAN 21

STAN OLSEN

GROSVENOR COURT HOTEL

LONDON, ENGLAND

GRO 5161

BENSON-LEHNER MADE A DEAL WITH SOMEONE ELSE; PROBABLY CDC.

KEN OLSEN

DIGITAL EQUIPMENT CORP VIA WU CABLE

CLR RD1005WU TXS

WU2 DH HUDSON MASS 21

KEN OLSEN DIGITAL MAYNARD MASS

ADVICE FROM OUR LONDON OFFICE THIS MORNING  
STATES THAT YOUR CABLE YESTERDAY TO STAN OLSEN  
GROSVENOR COURT HOTEL LONDON IS UNDELIVERED.  
ADDRESSEE NOT KNOWN AND IS NOT REGISTERED AT HOTEL

WESTERN UNION TEL CO

917A

CLR

RWU 1&2

TO KEN OLSEN

FROM STAN

Rec'd  
12:15  
1/20/64

I WILL TRY TO VISIT BENSON-LEHNER IN LONDON AND PARIS. PLS  
CONTACT ME IN LONDON

GROSVENOR COURT HOTEL PHONE GRO 51.61

IF DEAL IS OFF OR CHANGED.



J

GAWU

STANXXXXXXXX

DI004 PD MAYNARD, MASS JAN WPXX 20

STAN OLSEN

GROSVENOR COURT HOTEL

LONDON, ENGLAND

GRO 5161

BENSON-LEHNER MADE A DEAL WITH SOMEONE ELSE; PROBABLY CDC.

KEN OLSEN

DIGITAL EQUIPMENT CORP

END

RD1004WU TXS

EAGLE-A-1  
Trojan Union Ship  
25 BOSTON WISER USA  
January 17, 1964

C  
Mr. John Hart, Materials Manager  
ITT Data and Information Systems Division  
Route 1 at Garden State Parkway  
Paramus, New Jersey

Dear John:

O  
Please accept this letter as our complete assurance that the resources of Digital Equipment Corporation will be committed to the end of making on-time deliveries of the equipments which will be ordered by ITT upon the successful conclusion of current contract negotiations. Also, let me assure you that adequate financing, both internal and external, is available to meet all requirements under our contract if successfully concluded.

P  
Sincerely yours,

Y  
Kenneth H. Olsen  
President

KHO/61

January 17, 1964

**Mr. George C. Mason  
Parrish & Company  
1603 Morris Building  
1421 Chestnut Street  
Philadelphia 2, Pennsylvania**

**Dear Mr. Mason:**

**Thank you for your letter of January 6th regarding information concerning the public distribution of stock of our company.**

**I am sorry to have to advise you that DEC stock is not available on the market and there are no plans for the immediate future.**

**Very truly yours,**

**(Miss) Elsa C. Holmes  
Secretary to the President**

MEMBERS  
NEW YORK STOCK EXCHANGE  
AND OTHER  
LEADING EXCHANGES

# Parrish & Co

ESTABLISHED 1900  
*1603 Morris Building*  
1421 CHESTNUT STREET

PHILADELPHIA 2, PA.

LOCUST 3-5800

40 WALL STREET  
NEW YORK  
READING  
POTTSVILLE  
HARRISBURG  
ALTOONA  
PITTSBURGH  
HEMPSTEAD

January 6, 1964

President  
Digital Equipment Corp.  
Main Street  
Maynard, Mass.

Dear Sir:

I have had an inquiry concerning the possible public distribution of the stock of Digital Equipment Corp. Could you tell me if there is to be a public distribution of the stock and if so, when approximately it might be?

Thank you for your time.

Sincerely,

*George C. Mason*  
George C. Mason

GCM:MMB

January 13, 1964

General Georges F. Doriot, President  
American Research & Development Corp.  
200 Berkeley Street  
Boston 16, Massachusetts

Dear General Doriot:

Enclosed is an article from an "Electronic Design" magazine on learning machines. On page 37 there is a picture of a father and son team from Andromeda, Inc. which I now guess is the company which Dupont was interested in joining with DEC.

It is interesting to note that the author of this article seems to think that everybody has approximately the same approach toward character recognition and he considers Andromeda just one of the crowd. We have requested a Dun & Bradstreet report on the company and are checking to see what else we can learn about them.

Sincerely yours,

Kenneth H. Olsen

KHO:ech  
Enclosure

January 13, 1964

Mr. F. Books Sanders, Dean  
Gordon College  
255 Grapevine Road  
Wenham, Massachusetts

Dear Dean Sanders:

C  
A short time ago, I was interviewing an undergraduate student from Stanford University and he happened to mention the difficulties they have been having with an Ampex TV tape recorder. I am not sure that their experience would be of any interest to Gordon College, but I did ask for the instructor's name so that if you were interested you could get in touch with him.

O  
He is Mr. Henry Breitrose, Radio-Television Film Institute, Stanford University, Stanford, California.

P  
Please do not acknowledge or answer my notes. If you answer them, I will wait until I have something significant to say. If you do not, I will feel much more free to pass on comments which might just have some possibility of being useful.

Sincerely yours,

Y  
Kenneth H. Olsen

KHO:ech

January 13, 1964

**Industrial Sales Division  
AMP, Inc.  
Harrisburg, Pennsylvania**

**Dear Sir:**

**Please send catalog information on the AMP manual card reader described in the November 21 "Machine Design" magazine.**

**Very truly yours,**

**Kenneth H. Olson**

**KHO:ch**

C

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Y

January 8, 1963

Mr. Donald A. Molony, Professor  
of Electrical Engineering  
Rutgers, The State University  
Department of Electrical Engineering  
Queen's Campus  
New Brunswick, New Jersey

Dear Mr. Molony:

Please accept my sincere apologies for having neglected to enclose the copy of DEC's Terms and Conditions of Price Quotation as mentioned in our letter of January 6.

I am enclosing it herewith with my apologies for any inconvenience it may have caused you.

Very truly yours,

(Miss) Elsa C. Holmes  
Secretary to the President

Enclosure



## TERMS AND CONDITIONS OF PRICE QUOTATIONS

The following Terms and Conditions apply to the attached quotation unless specifically modified within the letter of transmittal.

- A. Prices quoted herein shall remain in effect for sixty (60) days from the date of this quotation.
- B. The prices quoted herein are f.o.b. Digital Equipment Corporation, Maynard, Massachusetts, and do not include Federal Excise Taxes or any applicable state and local taxes, any insurance costs, or any foreign taxes, including tariffs, customs duties or any exporting or importing taxes.
- C. All invoices are due and payable thirty (30) days after invoice date. Payment must be in United States Dollars.
- D. All transportation costs and any special packing or installation costs involved with the delivery of the equipment quoted herein from Maynard, Massachusetts to location of installation will be paid by the customer.
- E. Any modifications to the equipment or terms specified herein may cause extensions of the delivery dates and/or increases in the quoted prices.
- F. All of the equipment quoted herein is guaranteed to be free from design and manufacturing defects for a period of six (6) months following the date of delivery and/or acceptance (see below). Any component which fails during this period will be repaired or, at DEC option, replaced. This warranty does not cover components which have been modified without DEC approval or which have been subjected to unusual physical or electrical stress. Upon expiration of the warranty, system maintenance service is available from DEC on a contract or per call basis.
- G. The date of acceptance shall become the invoice date and the beginning of the guarantee period described above. Acceptance shall follow the successful operation of the equipment using standard DEC test procedures applicable to the system involved. Subject to DEC's approval, the buyer may include special test procedures and programs. The buyer must bear all costs of preparation and checking of any such special programs, and in no event can the final testing of the system be delayed by nonavailability of such special programs. Final agreement on test procedures and programs must be reached no later than thirty (30) days before scheduled delivery date of equipment.
- H. Any standard options, to be added to a system after delivery, will be charged for on the following basis:
  - Total selling price of added equipment plus 5% to cover field installation costs. These installation costs are to be not less than \$200 nor more than \$5,000.
  - In addition, all applicable travel expenses for person(s) making the installation will be paid for by the customer.

January 6, 1964

Mr. Donald A. Molony, Professor  
of Electrical Engineering  
Rutgers, The State University  
Department of Electrical Engineering  
Queen's Campus  
New Brunswick, New Jersey

C Dear Mr. Molony:

Thank you for your letter of December 30, 1963, informing Digital Equipment Corporation of Rutgers' interest in purchasing one of our PDP-5 computers.

O Realizing the increasingly prominent and important role that digital computers are playing in today's world, it is with pleasure that we are able to offer Rutgers a \$6,000 educational contribution toward the purchase of a PDP-5 for the computer laboratory of the Electrical Engineering Department. The total cost to Rutgers for a PDP-5 computer will thus be . . . . . \$21,000.

P If Rutgers places a purchase order within the next thirty (30) days, DEC will make every effort to deliver a PDP-5 within forty-five (45) days after receipt of the order.

A copy of DEC's Terms and Conditions of Price Quotation is attached as Appendix A to this proposal.

Y Your sincere and continued interest in our products is greatly appreciated. I would be pleased to hear from you if I can be of further assistance.

Sincerely,

Kenneth H. Olsen

KHO:ech

Enc.

RUTGERS • THE STATE UNIVERSITY

COLLEGE OF ENGINEERING  
DEPARTMENT OF ELECTRICAL ENGINEERING

QUEEN'S CAMPUS  
NEW BRUNSWICK, NEW JERSEY

December 30, 1963

Mr. Kenneth Olsen, President  
Digital Equipment Corporation  
146 Main Street  
Maynard, Mass.

Dear Mr. Olsen:

For sometime we have been considering the acquisition of a modest size digital data processor for our computer laboratory within the Department of Electrical Engineering. It is our purpose to use any such equipment in connection with the required program of studies completed by all undergraduate Electrical Engineering students. For several years we have had a highly successful required program of study making use of our existing analog facility and we recognize that we must supplement these studies with a comparable program in the digital area. We also hope to exploit the obvious potentials of hybrid computation.

It would appear that your PDP-5 would be a most appropriate machine for our purposes.

I have been using a number of your system models in the computer laboratory for sometime and have been very favorably impressed as to the reliability of your equipment. In discussions with Mr. Denniston the possibility arose that we might be eligible for an educational discount. At his suggestion I am writing to you to request such a discount. Again let me state that it is our intention to use this equipment for undergraduate instruction and in an intensive manner. We do not in any way propose to compete with the existing and growing computation center supported by the University. We feel, however, that an Electrical Engineer must be more familiar with the "hardware" aspects of computing machines than a non-electrical or a non-engineering student. It appears that the only way we can accomplish this is to have equipment such as the PDP-5 available for instructional purposes.

If we do actually purchase such equipment payment will be made with regular departmental funds. Unfortunately, the funds available at this time are insufficient to allow outright purchase of a PDP-5 with 4K memory at the regular list price of approximately \$27,000. The Department Chairman has informed me that we have available slightly more than \$21,000 hence a discount of approximately 20 percent would make it possible to order a computer of this type.

*6000 educ contrib.*

*A-D ? as if they mentioned it. Don't say anything if they haven't.*

Any consideration that you can give to this request will be greatly appreciated. If you require further information please contact me at once and I will be glad to supply whatever you request. I might add that your representative, Mr. Denniston, is very familiar with our situation here and that he has been most considerate and cooperative in every way.

Very truly yours,

*Donald A. Molony*

Donald A. Molony, Professor  
of Electrical Engineering

DAM:rr

January 2, 1964

Mr. Edward A. Anderstrom  
19 Turning Mill Road  
Lexington 73, Massachusetts

Dear Mr. Anderstrom:

Thank you for your recent letter concerning your interest in discussing a position with us at DEC. In the areas of production and finance, we are currently quite well staffed and, consequently, we do not have any way that we can effectively use your extensive background.

I appreciate your considering DEC.

Sincerely,

Kenneth H. Olsen

KHO:ech