

POUGHKEEPSIE

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Dept. 539, Bldg. 965
March 26, 1959

MEMO TO: Mr. R. M. Shedden

SUBJECT: Input/Output Units for 7030 System

We think it very important that our input/output units be priced reasonably on the basis of wide usage, and that any differential due to the assumption of limited usage be applied to the main frame.

1. We hope to see our input/output units picked up by other systems, as the memory already has been. This cannot occur if our units are priced on limited usage. As an example, the pricing of the disk file and its adapter can make or break its later use with the 7090.
2. We are working toward a lower cost system for the future. Such a system would greatly increase the demand for our input/output units. We will have a very difficult time arriving at a reasonable overall system rental if the input/output units have been priced on limited production.
3. Our units are, in several instances, very much simpler than corresponding units in the 7070, 7090 and EAM lines. Our punch and card reader have no cams, no relays and no plugboard. No other parallel punch or reader in the entire IBM line is as simple or will require as little maintenance. Our chain printer has less to it than the tape operated chain printer which in turn is simpler than the Space machine.
4. We all know from past experience that it is not practical to adjust our prices after they have once been established, and the prices we set now will have to be lived with for some time to come.

With the above factors in mind, we would recommend the following rental prices for the input/output units:

Mr. R. M. Shedden

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Card Reader	\$ 200.00
Card Reader Control	\$ 800.00
Card Punch	\$ 300.00
Card Punch Control	\$ 800.00
Chain Printer	\$ 500.00
Chain Printer Control	\$ 1,000.00
Tape Control	\$ 1,000.00
Console	\$ 1,500.00
Disk File	\$ 3,000.00
High Speed Exchange for Disk Files	\$10,000.00

We will be pleased to go over the above items with you to establish the reasonableness of our proposed prices.

SWD/mms

S. W. Dunwell
S. W. Dunwell, Area Manager
7030 Engineering

cc: Dr. W. Buchholz
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