H. G. Kolsby

May 20, 1959

Memorandum to: Mr. A. J. Barr   Mr. D. W. Pendery
                Mr. A. E. Brand   Mr. C. H. Reynolds
                Mr. C. F. Earley   Dr. L. Robinson
                Dr. T. R. Horton   Mr. D. T. Spaulding
                Mr. J. J. Kenney, Jr.   Mr. E. C. Wieland
                Mr. S. L. Lida

Subject: Suggestions for Equipment Improvement

We are pleased to forward herewith Suggestions for Equipment

Improvement as summarized from the District Activity Reports for

April 1959.

H. T. Ware, Jr.

H. T. Ware, Jr., Manager,
Marketing Research Department

HTW:KER:sp
cc: Mr. C. C. Smith

Series 50 Area

SUGGESTION: NEW SERIES 50 EQUIPMENT

SIGNIFICANCE: In the Series 50 area, an interpreter, a collator and a 403 are considered by the field to be excellent additions to the series 50 line which would considerably expand the potential. (District 11)

We have received repeated requests throughout the District for a Series 50 collator. (District 8)

The following machines have been indicated as desirable in the series 50 line: 548, 077, 519, and 403. (District 12)

We have received several requests for a series 50 collator and interpreter in order to round out a complete series 50 installation. (District 10)

SUGGESTION: SERIES 50 650

SIGNIFICANCE: The need for a series 50 type 650 becomes more apparent each time we get involved in a competitive situation in the 610 area. (District 10)

All twelve branch offices in District 12 request a series 50 650 or some machine with which they can effectively combat Bendix and LGP competition. (District 12)

All branch offices in this District request a Series 50 type 650 or some small scale computer which can be used effectively to combat Bendix and LGP competition. (District 13)

Unit Record Area

SUGGESTION: ALPHABETIC COLLATING FOR 088

SIGNIFICANCE: The need for alphabetic collating device for the 088 continues. RPQ's are being returned for this device because it was being developed but at the same time, notice is given to re-submit the RPQ if announcement is not made by August.

Customers do not like to wait this long period
for the device which might be obtained through an
RPQ.   (District 2)

Several offices still request the announcement of the
alphabetic devices on the 088.   (District 12)

1200 Series

SUGGESTION: PURE OR LIMITED SORT PROOF INSCRIBER

SIGNIFICANCE: In banks considering intermediate scale equipment
where ledger and detail sorting is to be done on
paper handling or magnetic tape equipment, the
Proof Inscriber is more equipment than is needed
for the proof and limited sort job. (District 9)

305 Ramac

SUGGESTION: INCREASED PROGRAM CAPACITY FOR THE 305

SIGNIFICANCE: Several offices have requested additional program
step capacity on the 305.   (District 12)

650 Series

SUGGESTION: 4,000-WORD 650

SIGNIFICANCE: Almost every day this office receives an inquiry
regarding the status of a 4,000-word drum for the
650. (District 12)

700-7000 Series

SUGGESTION: 537 TYPE CARD-READ PUNCH FOR THE 7070

SIGNIFICANCE: This unit is still required for public utility firms
and firms where punching must be done into an
original labor ticket for union control. The New
Univac makes this item more imperative. (District 12)

There are large volume check writing and punch
card invoice writing applications where this equipment
would improve our competitive position and do a
better job for our customers.

Cases in point, Army Finance Center - Indianapolis - a large volume check writing job where two spool operations are required to punch the information on the checks. Another case is Columbia Long Playing Records at Terre Haute, Indiana, where a large volume of punch card invoices are sent out. This equipment would also help us in the Public Utility area in preparation of punch card bills with return stubs for automatic cash posting. (District 9)

SUGGESTION: TAPE DATA SELECTOR

SIGNIFICANCE: A TDS capable of effectively handling group records is necessary. The present TDS is totally inadequate for this purpose. (District 12)

SUGGESTION: OFF-LINE PRINTING FROM HIGH SPEED TAPES

SIGNIFICANCE: Redstone Arsenal and Lockheed have both expressed a need to print from high speed tapes to fully benefit from the installation of 7090's. Increased processing speeds lose significance if we are forced to write on slow-speed tapes for printing purposes. (District 7)

SUGGESTION: INTERMEDIATE OR HIGH SPEED PRINTER FOR THE 7070

SIGNIFICANCE: We need immediate announcement of improved facilities on the 7070. This has become particularly critical because of the extra shift charges involved when SPOOL is used. (District 12)

SUGGESTION: ECONOMICAL AND RELIABLE HIGH SPEED PRINTER

SIGNIFICANCE: Esso has decided to replace one 720 printer because of performance and price. Redstone Arsenal has investigated the SC 5000 and received a proposal on same; they are also looking at the General Electric printer, and the Burroughs Whippet. They not only require increased speed but they are discouraged with the performance of the presently installed 720 printers. Glenn L. Martin in Orlando is also taking a close look at the SC 5000. Pan American World Airways, Orlando is evaluating an SC 5000 proposal. (District 7)

SUGGESTION: HIGH SPEED PRINTER

SIGNIFICANCE: High speed printing continues to be a much discussed
                     area among out customers and pospects. The State
                     Government in Springfield is insisting that our rep-
                     resentative accept an order for this "to be announced"
                     chain printer. Arthur Andersen advised the State
                     Government to call in our representative and give
                     him an order for the equipment. Arthur Andersen
                     even had a price quoted which should be used by
                     the State Government in placing the order. (District 11)

SUGGESTION: ANNOUNCEMENT OF 705TX

SIGNIFICANCE: Several of our customers continue to question IBM's
                     plans and policy for presently installed 700 series
                     customers. Several of these customers are now
                     beginning to consider their next step in hardware.
                     All of these customers have advised us they do not
                     wish to consider an entire reprogramming job
                     such as would be required for the 7070; however,
                     if this is their only alternative, competitive
                     equipment will be included in the evaluations.
                     (District 13)

                     St. Paul Fire and Marine has firmed up delivery of
                     a 705-III. However, our pre-installation program could
                     be greatly upset if there is a later announcement of
                     the 705TX. We need this machine now so that our
                     customers can do effective planning. (District 12)

Miscellaneous

SUGGESTION: PRINTER-PLOTTER

SIGNIFICANCE: There is a need, from the standpoint of Boeing and
                     the 7090 system, for a high-speed printer-plotter.
                     Currently this is not available, of course, in our
                     regular line. Activity to date on the part of the branch
                     office has not resulted in any particular interest
                     in producing one in either Special Engineering Products
                     or Military Products Division. Their alternate
                     suggestion to this problem was the microfilm printer
                     which is not satisfactory to the Boeing Airplane
                     Company.

The printer of the type they feel is needed at this
account is available from several competitors for
a rental of between $5,000 and $6,000 a month.
It would be highly desirable, of course, if we could
get this type of business within IBM. However, we
require assistance from the standpoint of Special
Engineering and/or the Data Processing Division
to get some positive action in this area. (District 15)

SUGGESTION: STATIC CARD READER

SIGNIFICANCE: Boeing Airplane has ordered a Remington-Rand or
Sperry-Rand special static card reader and a purchase
requisition is also nearing approval for a key punch,
verifier, and reproducer. The application for this
equipment in the Missile Test Division is in the
performance of static tests on the Bomarc Missile
The static card reader is necessary to provide
card input to the system which performs yes-no
type tests by reading a punched card. Again, IBM
had no static card reader which would meet the
prospect's requirements without intermediate
buffering. Sperry-Rand was able to modify a normal
card reader for the job at a cost considerably less
than IBM. The major concern of this situation in
the long-range picture we believe affects two areas:
(1) the possibility of data processing applications
being added to this type of equipment;and (2) a
quantity of special static card readers might eventually
be ordered by the Air Force. These readers, if
satisfactory, could be supplied for test equipment at
all Bomarc bases. So we feel strongly that there is
a need for something competitive in this area. (District 15)

SUGGESTION: SMALL COMPUTER

SIGNIFICANCE: There is need for a faster internally stored program
computer for engineering use in the $2000 cost range.
We are experiencing a great deal of difficulty where
we arouse interest for engineering calculations with
the 610 and the LGP 30 and G 15 turned out to be
better machines for the job. (District 9)

Redstone Arsenal has about 30 small computers
of various types installed or on order and has
potential for that number again. They desire to
standardize and would like a high-speed transistorized
machine at about $2,000. It should have storage at
least equivalent to the 650 and have the ease of use
features of the 610. It should be portable to the
extent that it could be easily moved from room to
room. (District 7)

There continues to be a void in the areas between
the 610 and the card 650. (District 11)

SUGGESTION: MEDIUM COMPUTER

SIGNIFICANCE: We need a computer less powerful than the 7070 but
more powerful than the 650 Tape system. This
problem area has been clearly defined in the Rossford
Ordnance situation, where we are competing with the
RCA 501. (District 10)

Our knowledge of the current application volumes of
GE, Semi-Conductor Department indicates that a
card 650 will be ample to handle their problems for
at least one year. The prospect anticipates an explosive
growth pattern over the next few years and doubts the
ability of the 650 as a multiple input-output system
to handle these increased volumes, mainly because of
its relatively slow internal speeds. A medium size
(smaller than 7070) solid state IBM system with internal
speeds more closely related to tape speeds would be
a definite asset in allaying this prospect's doubts and
in demonstrating the possible smooth transition from
a small IBM system to a larger system required by
the customer's growth without the necessity of
stepping into a 700 or 7000 series system with a
minimum monthly rental in excess of $12,000 per
month. (District 2)

SUGGESTION: PROGRAMMING

SIGNIFICANCE: Complete SOS applied programming effort. Recent
testing at New York for Westinghouse Analytical,
Pittsburgh, was only half completed due to machine
downtime and difficulties with the SOS Program.
(District 8)