

H. J. C.

December 22, 1965

Mr. Henry J. Crouse
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Crouse:

Control Data Corporation is pleased to submit this proposal which supplements our previous proposal, (dated May 24, 1965), to supply magnetic tape transports to the Digital Equipment Corporation on an OEM basis. The magnetic tape transports covered in this proposal differ from those offered in the May 24, 1965 proposal in amount and type of interface provided. This proposal covers magnetic tape transports interfaced in a configuration defined as the 521 interface (as defined by Mr. Roland Boisvert), rather than that interface previously defined in our first proposal.

This equipment would be identified as Control Data Model 9127 Magnetic Tape Transport. The Model 9127 is described in detail in the enclosed purchase specification No. 0030565, (attachment A). The Model 9127 operated at 112½ inches per second tape speed with selectable packing densities of 200/556 or 800 bits per inch. The specifications have been prepared for your convenience in a form suitable as a basis for a procurement contract.

The Model 9127 is designed so that Digital Equipment Corporation will not have to add any inter-connecting electronics to connect this transport to the Digital Equipment Corporation Tape 57A Automatic Tape Control.

I. PRICING

The pricing has been based on Digital Equipment Corporation purchasing a minimum of twenty-five (25) Model 9127's during a one year period.

<u>MODEL</u>	<u>PRICES PER UNIT PER ANNUAL QUANTITY USED</u>			
	<u>25-49</u>	<u>50-74</u>	<u>75-100</u>	<u>100-Up</u>
9127	\$16,000	\$15,200	\$14,500	\$14,125

The above prices are f.o.b. Minneapolis, Minnesota and exclude any applicable federal, state or local taxes. This proposal is valid for the next sixty (60) days.

*copy given to H B
W H
customer file*

The **RAND** Corporation

1700 MAIN ST. • SANTA MONICA • CALIFORNIA 90406

10 November 1965

L-22623

Mr. Harlan Anderson
Vice President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Andy:

I have two additional check points on Vermont drums.

First, SDC has returned one of its two Vermont drums and is in the process of returning the other

The drums were ordered against an SDC spec as part of the Q-32 time-sharing system. Specific complaints are:

- (1) The drums do not meet the specs and the operation is marginal.
- (2) There is too little write current available and therefore head-drum spacing has been reduced to compensate. The surface on both drums has been ruined as a result.
- (3) The first drum returned to Vermont is now back and the drivers are still marginal and the spacing required is so close that the operation is precarious.
- (4) Vermont did not meet the thermal environmental spec and SDC has had to modify air flow to maintain thermal stability.
- (5) According to SDC, the people at Vermont are very uncooperative and quite independent.

Mr. Harlan Anderson

-2-

10 November 1965
L-22623

The second report I have is from the Berkeley time-sharing effort. According to Gary Hornbuckle, the Vermont drum is being returned-- it just won't work. Vermont is to ship a new drum soon. Gary (and Berkeley) are very upset with Vermont.

All of this, plus DEC's experience, seems to suggest there is serious question regarding Vermont's ability to deliver well-designed, reliable equipment. For this reason I am very concerned. As you know, there is a lot of art in the drum business and it is hard to acquire by companies which do not have the right kind of people, attitude and competence. Currently, I feel very shaky regarding Vermont.

I have not heard from DEC regarding the core store fix, therefore I assume the issue is not resolved. Please keep me posted on the progress.

Sincerely,



Keith W. Uncapher

KWU:emw

H. Anderson



equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

November 10, 1965

Mr. Joseph E. Strople
Physikalisches Institut
der Universitat Bonn
53 Bonn
Nussallee 12
West Germany

Dear Mr. Strople:

In answer to your letter of October 25:

1. We are at the moment programming the Display routines to be included in the PDP-6 Monitor. We expect to have them completed and distributed as part of our next version of the Monitor. This version should be received at Bonn before the end of the year
2. It is possible to assign more than one teletype to a job. I have contacted Dr. Nagel and explained the method to him. He in turn is coding a subroutine which will test for input from any number of teletypes assigned to a job and make the data available to the user program. We will send this routine as soon as Dr. Nagel has it operating.
3. See answer to question 2.
4. No, it is not possible to define variable in MACRO, which will be loaded as Fortran Common, except by knowing the absolute locations within the user's Common area before assembling with MACRO.
5. To load only those routines in the Fortran library, which are required, use the "L" switch (Library Search) in the loader when requesting that "FORLIB" be loaded (see DEC Multiprogramming System Manual, Page 52).

November 10, 1965

6. On your CUSP tape dated 8/23/65, you should find two programs named "9KF2" and "FOLA". 9KF2 is the compiler portion of the Fortran II compiler, which in one pass produces input for the "Fortran On-Line Assembler" (FOLA), which will assemble the output of 9KF2 into relocatable binary. These programs require 9K₁₀ and 5K₁₀ respectively. The primary difference between 9KF2 and F2 (22K) is that because of limitations on temporary storage, some programs which may be compiled on the larger compiler will result in "RULES STORAGE OVERFLOW" with 9KF2.
7. Dr. Nagel is currently learning how to interface device service routines with the DEC Monitor. The easiest approach to this is to examine the fashion in which other device service routines currently in the Monitor have been handled. In particular, I suggest that you examine "PTRSER" (Paper Tape Reader Service) routine. In general, the programs which define the I/O configuration for a given system (IOINI1, IOINI2) must be modified to reference the device being inserted, and the service routine itself must be assembled into the monitor. I am enclosing a draft copy of a document written by Tom Hastings describing the construction of our Monitor. While this is not a finished document, it can be of great value in understanding how new routines should be designed.

Very truly yours,

DIGITAL EQUIPMENT CORPORATION

Lawrence J. Portner
Manager, Large Computer Programming

LJP/vc
Enc.

cc: Dr. H. Nagel
H. Anderson ✓
R. Lane

November 8, 1965

C Professor Yehuda Eisenberg
The Weizmann Institute of Science
Department of Nuclear Science
Rehovoth, Israel

Dear Professur Eisenberg:

O Enclosed please find a copy of a letter to Professor Peter Hillman regarding the purchase of a PDP-6 Computer System, and copies of DEC's Standard Terms and Conditions of Price Sale.

P If I may be of further assistance, please don't hesitate to contact me.

Best personal regards,

R. L. Lane

Y RLL/pam

CC: Dr. E. Ronat (MIT address)

CC: P. Behn

H. Anderson ✓

J. Leng

J. Fadiman

G. Moore

T. Johnson

November 8, 1965

C Professor Peter Hillman,
Head Physics Department
The Weizmann Institute of Science
Rehovoth, Israel

Dear Professor Hillman:

O Thank you for your letter of October 15, 1965 wherein you advised Digital Equipment Corporation of your intentions to purchase a PDP-6 Computer System provided you receive adequate funding.

P We were very pleased to hear of your selection, however, we wish to advise you that we cannot extend our proposal beyond November 21, 1965.

Y I feel you are entitled to an explanation why we cannot extend the proposal date. DEC has been working toward the development of a lower priced memory and during this past summer we felt near enough to announce a new low price. We later, however, discovered that this memory did not meet our intended operational and reliability standards and was, therefore, removed from the product line. We at that time substituted more expensive memories to meet our outstanding commitments and proposals. Consequently, upon expiration of these proposals we find it impossible to further extend these low prices.

DEC further recommends and proposes that a minimum maintenance contract be considered for at least one year following expiration of the warranty period. This contract will provide localized maintenance personnel and all replacement parts. The price for this contract is \$27,200.

Professor Peter Hillman
The Weizmann Institute of Science

November 9, 1966

Enclosed, for your reference, are copies of DEC's standard terms and conditions of price sale. This should prove helpful in preparing a contract should you decide to purchase the PDP-6 System.

C Since portions of our discussions have been with Dr. Ronat I would like to reiterate a request made via telephone to him several weeks ago, i.e. that if a Contract is entered into, it be specified in U.S. Dollars.

I sincerely hope you find the above satisfactory and that a Weizmann-DEC agreement is most eminent.

O Best personal regards,

R. L. Lane

P RLL/pam

Enclosures: DEC's Standard Terms
and Conditions of Price Sale.

CC: Dr. E. Ronat (MIT address)

Y CC: Prof. Yehuda Eisenberg (Weizmann Inst.)

- CC: P. Behn
- H. Anderson ✓
- J. Leng
- J. Fadiman
- G. Moore
- T. Johnson

17. H. HANSON

מכון ויצמן למדע

THE WEIZMANN INSTITUTE OF SCIENCE

REHOVOTH . ISRAEL

רחובות . ישראל

DEPARTMENT OF NUCLEAR PHYSICS

המחלקה לפיזיקה גרעינית

October 15, 1965
AIR MAIL
SPECIAL DELIVERY

Mr. Robert Lane,
Digital Equipment Corporation,
Maynard, Massachusetts,
U.S.A.

Dear Mr. Lane,

Reference is made to your letters to Dr. Ronat of August 13, August 25 and September 3, 1965.

As you know, we have submitted a proposal for the establishment of a PEPR system in the High Energy group in the Weizmann Institute. We are happy to inform you now about our firm intentions to purchase from D.E.C. the equipment described in your letter of August 13 and our proposal, subject to final approval of our project and to the availability of funds.

Our proposal is up for final decision during the week of November 15-20 and we expect it to be approved during this time. Therefore it will be impossible for us to place a Firm Purchase Order prior to November 21, 1965. Thus, we are hereby requesting D.E.C. to re-consider the matter and to extend the proposal of your letter of August 13 for two additional weeks - namely until December 5, 1965.

Hoping that the above will meet your approval,

Sincerely yours,

Prof. Peter Hillman,
Head Physics Department

October 26, 1965

C
Mr. David Rivkin
The Lewis Allis Company
Power Electronics Division
6700 Industrial Loop
Greendale, Wisconsin 53129

REFERENCE: Your Letter 15 October 1965

O
Dear Mr. Rivkin:

Thank you for your letter of 15 October 1965, addressed to Mr. Harlan E. Anderson, in which you requested information on our Digital Logic Laboratory.

P
In response to your request, I am enclosing the brochure (B-200) which we hope you will find of interest.

If we may be of further assistance to you, please contact us. Your interest in Digital Equipment Corporation and its products is sincerely appreciated.

Y
Very truly yours,

DIGITAL EQUIPMENT CORPORATION

Alan L. Ross

ALR:kge

CC:H. E. Anderson ✓

THE LOUIS ALLIS COMPANY

POWER ELECTRONICS DIVISION

6700 INDUSTRIAL LOOP • GREENDALE, WISCONSIN 53129 • 414/421-1200 • TWX 910/262-3164

October 15, 1965

Alvin Ross

Mr. Harlan E. Anderson
Vice-President, Special Products
Digital Equipment Corp.
146 Main St.
Maynard, Mass.

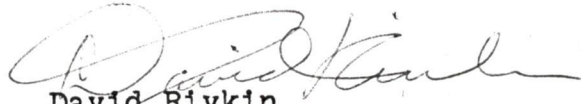
Dear Mr. Anderson:

Electronic Industries Magazine in the September issue,
Page No. 145, contained a picture of your Digital Logic
Laboratory in use at the Boston School for testing
Computer usage.

We would appreciate your sending us additional information.

Very truly yours,

THE LOUIS ALLIS COMPANY



David Rivkin
Power Electronics Division

DR/dn

AMZ

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WU~~4~~ INTL CAMBRIDGE VIA ITT OCT 26 QWET
MR HASLAND ANDERSON DIGITAL EQUIPMENT CORP MAYNARDMASS

WE HAVE BEEN WAITING SOME CONSIDERABLE TIME FOR DELIVERY
OF MODULES FOR CONNECTION OF OUR PDP7 TO OUR ATLAS
COMPUTER STOP THEY HAVE BEEN IN UK CUSTOMS AWAITING
CORRECTION BY YOU OF INCORRECT DOCUMENTATION STOP WE
URGENTLY WANT TO PROCEED WITH PDP7 ATLAS CONNECTION AND
NEED DELIVERY NOW OUR TELEX NUMBER 81243

ELLIOTT MATHS LAB CAMBRIDGE

206P CLR
THATS SHOULD BE NUMBER WU2

CLR

RWU 3.

October 15, 1965

Mr. Ralph Belluardo
United Aircraft Research Laboratories
Silver Lane
East Hartford, Conn.

Dear Ralph:

Digital Equipment Corporation is pleased to acknowledge receipt of purchase order #R28517 for the following equipment:

<u>ITEM</u>	<u>QUANTITY</u>	<u>TYPE</u>	<u>DESCRIPTION</u>
1	1	166	Arithmetic Processor
2	1	162	Fast Memory
3	4	164C	Core Memory
4	1	551	Dectape Control Unit
5	3	555	Dual Dectape Transports
6	1	136	Data Control Unit
7	1	630	Data Communications System
8	4	35KSR	Teletype Unit

DEC agrees to deliver the above items which comprise one PDP-6 computing system, for the purchase price of \$469,358.

Scheduled for delivery in November are all items listed above except the type 164C Memory Units and one type 555 dual tape transport. Memories will be delivered as they become available. Initially one type 163C Memory will be delivered - to be replaced eventually by the fourth 164C Memory Unit. The third type 555 tape transport will be installed by January 1, 1965.

The equipment will be guaranteed to operate in accordance to specifications outlined in the PDP-6 Handbook F-65 (including Change Notice #3). Acceptance shall follow successful operation of the specified equipment using standard DEC test procedures and programmed time-shared software.

DEC recognizes that the standard time sharing software must be slightly modified for the use intended by United Aircraft. Since DEC maintains only the standard software package, the list

October 15, 1965

of modifications which accompanied the purchase order must not constitute a part of the system acceptance criteria. However, our system programming staff will continue to consult with UAC personnel in order to insure the most efficient implementation of all Monitor modifications. In addition, Steve Piner has approximately six weeks remaining of the two man months of programming promised to UAC on June 1, 1965. We recommend that UAC assign Steve the task of implementing many of the desired modifications. With the exception of changes to FORTRAN IV, we expect that Steve could complete the remainder of these modifications in this six week period. FORTRAN IV will not be available for distribution before January 1, 1966. At that time DEC would be happy to provide UAC with flow charts and documented listings of the FORTRAN IV Compiler to facilitate UAC in adding desired new features.

The software library provided by DEC at the time of delivery in November will consist of the following:

1. Hardware Maintenance Diagnostics
2. DEC Standard Multi-programming System Monitor
3. Editor
4. FORTRAN II (2 versions)
5. DDT
6. Macro-6 Assembler
7. Linking Loader
8. Peripheral Interchange (2 versions)
9. Desk Calculator

FORTRAN IV and the Batch Control program will become available in January.

Since the total system is not expected to be completely installed before March, 1966, DEC proposes to invoice UAC following the acceptance of the initial 16K partial system. Separate invoices will follow acceptance of the type 164C Memory Units, or any other component which may suffer a delay in delivery.

As you know, the loan period for the two type 12 Memory Units on your PDP-1 expires on October 26th. From that date through January 26, 1966, United Aircraft may rent these memories for \$1,666. per month. The memory units will then become available for direct purchase. United Aircraft will receive a thirty day notice prior to sale.

I hope that this confirms all of the points we discussed during my visit with you on Tuesday.

Best personal regards,

Roger Handy

RE/lh

The Catholic University of America
Washington 17, D. C.

DEPARTMENT OF ELECTRICAL ENGINEERING

October 11, 1965

Mr. Harlan E. Anderson
Digital Equipment Corporation
Maynard, Massachusetts

Dear Andy:

I don't think I sent you reprints of this paper previously
so I will enclose a couple of copies.

Thanks again for your help in getting our original apparatus
set up. It probably isn't the greatest design, but it may provoke
a few inquiries or sales.

Sincerely yours,

Andy
Andrew G. Favret

AGF:eac

Encl.



Concord Lumber Corp.

LOWELL ROAD • Concord, MASS. • Tel. EMerson 9-3640

LUMBER • Building MATERIALS • PAINTS • KITCHEN CABINETS

Mr. Harlan E. Anderson, Vice President
Digital Equipment Corporation
Maynard, Massachusetts


Oct. 11, 1965

Dear Harlan,

We of the Concord Rotary Club wish to extend to you our profuse thanks for the fascinating talk you gave at our meeting last week. The members were very impressed with the way you made the functions of computers clear to laymen. We all came away from the meeting much more familiar and appreciative of your fine company.

I would like to add my personal thanks to you for accepting my invitation to speak at Rotary. If I can ever return the favor please don't hesitate to call me.

Best regards,


George E. Senkler II

GES/g

To: HARLAN ANDERSON

October 6, 1965

Dr. Richard Plano
Rutgers--The State University
Physics Department
New Brunswick, New Jersey

Dear Dick:

We have very carefully read your letter of September 29th. Thank you for trying to give all of us a clear and concise picture of your experience with the PDP-6. As I mentioned on the 'phone this morning, we are extending the warranty period for 90 days on your PDP-6 System so that we can provide all necessary modifications and feel certain your installation is solid at the end of this 90-day period.

In the interest of keeping a clear communication's channel, I hope to be able to give you a call every week or so. I certainly hope you will call on me when any difficult problems arise.

Sincerely,

David B. Denniston

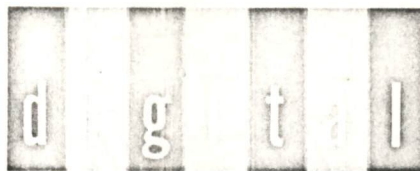
DBD:BMP

C

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P

Y



equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

October 6, 1965

Vermont Research Corporation
Precision Park
North Springfield, Vermont

TO: Mr. Prentice Smith

RE: STANFORD UNIVERSITY DRUM SYSTEM

Dear Prentice:

I am enclosing copies of memos which were generated at Stanford University with reference to our Type 24 Drum System.

There seem to be quite a few unanswered questions on this drum system. The most fundamental question is whether the BB & N drum is a different drum than the Stanford system. I would like clarification of this issue, as I feel it has always been quite clear that all the changes which were necessary at BB & N would be incorporated on the Stanford drum and the spare drum which we ordered.

We feel that the BB & N changes have resulted in reliable operation for that system, however, it seems as though short cuts have been taken on the Stanford system which makes their drum reliability questionable.

I have not met your field engineer, Ken Domey, and the facts may not be quite the same as the comments which are generated in the enclosed memo, however, it seems as though the customer relations aspect of this field job were lost from the outset.

TO: Mr. Prentice Smith

Page 2

RE: STANFORD UNIVERSITY DRUM SYSTEM

I would appreciate an immediate response to these questions and if Stanford is indeed different than the BB & N system, I need a schedule from you as to the plans to correct this problem.

I anxiously await your comments on this.

Sincerely,

John J. Shields
John J. Shields

Manager, Field Service Department

JJS:ned
Enc.

CC: H. Anderson ✓
K. Larsen
D. Kuyamjian



INTEROFFICE
MEMORANDUM

cc: Ted Johnson
Harlan Anderson

DATE October 1, 1965

SUBJECT STANFORD UNIVERSITY DRUM INSTALLATION

TO JACK SHIELDS

FROM KEN LARSEN

I talked to Randy Benedict and Steve Russel at Stanford University to get their comments on the new drum installation. A Mr. Ken Domey of Vermont Research stopped by Stanford a few days before the new drum was installed. Randy Benedict told him of some of the problems that they encountered with the drum that was replaced and during the discussions Ken Domey made some remarks to the effect that the replacement drum did not have all of the new modifications. Quite a number of points were discussed, and I am mentioning a few to give you an idea of the situation. These seemed to be the most serious points:

Randy said that it looked to him that if dust of any kind came between the drum and the head pad it could cause the head pad to resonate at about a 60-cycle rate. Ken Domey said that this was true and that a new Spring Suspension System has been designed to dampen this resonance and this has solved the problem. Randy asked him if that modification had been made on the new drum, and Domey told him it had not, but that it was included in the modification on the drum the BB & N now has. Some discussion was made relating to the shape of the head pads and Ken Domey volunteered the information that the shape of the new head pads had been altered to conform to the shape of the drum surface and therefore make it fly better. A new scheme for establishing the limit stops and other modifications of the new pads make these more self-clearing in case of interference with dust particles. Again the question was asked - "Is this on our new drum?" Again Domey replied that it was not, but that it was part of the modification of the current BB & N drum. Domey volunteered additional information that once a head pad hits the surface and damages the surface, heads will begin to fail in a random sequence. The heads are spaced 3 to 6 microns away from the surface and any foreign material, whether it is common dust or oxide (that has broken loose when a head pad hits the surface) will cause the failures as experienced on the most recently replaced drum. If you will recall their RC came out and cleaned the heads and head pads of the drum that was replaced. Ken Domey said that it is impossible to realign the head pads in the field and that if you remove the head pads, they must be re-aligned using a granite slab and precision alignment equipment. His implication was that their RC should have no part of taking drums apart in the field. According to Steve Russell and Randy Benedict, there were holes in the housing of the new drum which would permit dust to enter. Their comment was that the Vermont drum can not be installed without getting dirt inside the housing.

TO: JACK SHIELDS

FROM KEN LARSEN

First, there were holes in the case which would permit dust to enter. Second, the eyebolts used for lifting the drum into position must be screwed into the frame of the drum. When they are screwed into the frame of the drum, the eyebolts must be inserted through a hole in the case past a hole in the head loading mechanism and then turned in the frame. As the bolts are screwed in and out, chips or burrs from the screws threads are deposited on the head-loading mechanism which is a ring-shaped assembly positioned on the top of the drum. In this case before they started the drum up, and after the drum was in position, they vacuumed this head-loading ring to make certain there were no chips to minimize any possible trouble. But apparently on the first drum dust was lying on the head-loading mechanism. When the heads were loaded, the snap of this ring caused the dust to be dropped past the head mounting mechanism. He said there were a few hair-line scratches on the surface of the new drum, but apparently these were not in the track areas. When the drum was first turned on and for about the first two minutes a random thumping sound and a great deal of vibration was experienced. The upper bearing is still noisy and can only be described as random thumps. There is still a good deal of vibration which can be felt on the case of the drum. They also mentioned that the clock and index head wires were plugged into the wrong connectors - they were plugged into unused pins of the field select plug instead of the read bus, of the field select plug instead of the read bus. We also found that some of the KLUGE resistors and capacitors used for tuning the heads were still in the drum from the original installation here at Stanford. Fields 36 and 37 were shorted together and on Field 33 the right select lines were unwired. There was an excessive phase shift of the readback signals from many of the heads. This meant a very critical adjustment of the strobe timing to permit the reading of all fields. Three heads had a signal phase shift beyond the usable range and had to be replaced by spares. I am enclosing a copy of a memo from Randy Benedict to Dr. McCarthy which makes some brief comments as a result of Ken Domey's visit.



CENTRO DE CALCULO
ELECTRONICO

Ciudad Universitaria
MEXICO 20, D. F.
México

October 5, 1965.

MR. ROBERT ANDERSON
Vicepresident
Digital Equipment Corp.
Maynard, Mass.
U. S. A.

Dear Mr. Anderson:

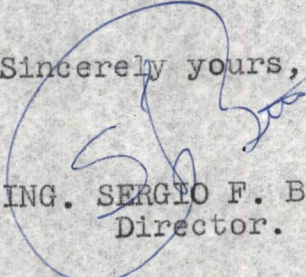
We are growing nervous about the PDP-8 -- and additional equipment we have bought from DEC, as there has not been any communication from you, nor steps have -- been taken for a successful installation.

On our part, we have started teaching programming courses, as per the enclosed poster. But we do -- not know what will happen about maintenance installation, -- etc.

We have been assured by the Purchasing -- Dept. that the purchasing order No. 200213 was issued since May 19th, 1965 and that the corresponding Letter of Credit will be valid until November 19th, 1965.

We will deeply appreciate from you to --- take some action in this regard as previous letters from -- Mr. Víctor M. Bengochea had not been answered. I am sending copy of this to Ted Johnson just in case you happen to be -- out of town.

Sincerely yours,


ING. SERGIO F. BELTRAN.
Director.

c.c.p. Mr. Ted Johnson
Digital Equipment Corp.
Maynard, Mass. U. S. A.

SFB/evr.

October 4, 1965

Mr. Jordan Baruch
Bolt, Beranek and Newman, Inc.
50 Moulton Street
Cambridge, Massachusetts 02138

Dear Mr. Baruch:

Your recent letter to Harlan Anderson, regarding the Biophysical Society meeting, has been referred to me by Andy.

Unfortunately, since most of our show plans are made as much as six months in advance, we find that we are completely committed for the month of February.

Although we can't participate in February 1966, we'd like to be informed of all future Biophysical Society meetings, so could you keep us on your mailing list?

Thank you.

Sincerely,

Tim McInerney
Exhibits Manager

TJM/kge

CC/Harlan Anderson

September 30, 1965

Mr. T. V. Winkel
Manager, Computer Center
Computing Sciences Division
Aerojet-General Corporation
P.O. Box 1947
Sacramento, California 95809

Dear Mr. Winkel:

On several occasions during the past year we have discussed the requirements for your Computer Center and part the PDP-6 might play in fulfilling these requirements.

The people in our PDP-6 Marketing Group and Programming Group in Maynard have now examined and evaluated this information.

Because of your requirements for Software Support during the change-over from the 7094 to a new system, the COBOL requirements, and the operation of programs that are currently in 7094 machine language; we feel that we are not in a position at this time to service the Aerojet account satisfactorily. We simply do not have the resources and the Staff required to do this.

We very much appreciate having had the opportunity to discuss your situation with you. We feel that as a Company we have gained much from this opportunity and want to thank you for your time and interest. We, at Digital, sincerely hope that we can maintain this pleasant association and can be of service to Aerojet-General at some future time.

Yours very truly,

DIGITAL EQUIPMENT CORPORATION

Kenneth Larsen
Manager, Regional Office

KL:es

Copy: Mr. Ted Johnson, Maynard
Mr. Harlan Anderson
Mr. Pres. Behn

COPY



Mr. Harlan E. Anderson, Vice President
Digital Equipment Corporation
Maynard, Massachusetts

September 30, 1965


Dear Mr. Anderson,

Thank you very much for accepting my invitation to speak at the Concord Rotary Club on October 7, 1965. I appreciate greatly your taking time from your busy schedule to tell us about your company and the computer industry. I am sure that the club members will be most interested in the Digital story.

As I said on the phone last week, the meeting is held at the Howard Johnson Restaurant in Concord at 12:15 P.M. Your talk will be after luncheon and should last approximately 20-25 minutes. The meeting will end at 1:30 at the latest. I will plan to meet you at the restaurant at about 12:00.

I am looking forward to meeting you next week and introducing you to the other members of Concord Rotary. I think you will find many a familiar face among them!

Sincerely yours,


George E. Senkler II
President

GES/g

September 27, 1965

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

Dear Dr. Sutherland:

At Mr. Anderson's request I am enclosing our brochure on the Programmed Buffered Display Type 338.

Sincerely,

(Mrs.) N. Survilas, Secretary to
Harlan E. Anderson, Vice President

Enc: 5386 Brochure

C

O

P

Y

September 21, 1965

Mr. William Masson
University of California
Lawrence Radiation Laboratory
P.O. Box 808
Livermore, California

Dear Mr. Masson:

During our conversation of about a week ago you requested pricing on a second processor for the PDP-6 System.

At that time, I was under the impression that the AEC Discount Contract was in effect. Since then I have learned that the contract has expired and that our new pricing structure has been submitted to the AEC for their consideration. The 24% Discount, however, is still in effect.

Because of the addition of a few items such as the Parity System and substitution of a KSR-35 for the KSR-33, the price of the basic processor has been increased to \$174,000. This means that a Processor which includes the High Speed Paper Tape Reader (for maintenance use), the KSR-35, and the Parity System with the 24% discount would be priced at \$132,240.

Delivery of such a System can be made in approximately 8 months after receipt of purchase order.

If you would like additional information or if I can be of further help, please call me.

Sincerely,

Kenneth Larsen
Manager, Regional Office

KL:es

Copy: Mr. T. Johnson
Mr. H. Anderson ✓
Mr. P. Behn

COPY

September 21, 1965

C
Mr. Charles Baker
Rand Corporation
1700 Main Street
Santa Monica, California

Dear Chuck,

O
Enclosed are the checks for payment to Rand employees who served as guards for our people during the weeks of 8-14-65 through 8-26-65.

P
As in the previous instance, this letter puts on record the purpose of these payments. No deductions have been taken, as before.

Y
All is going well, I hope.

Best regards,

Prescott Behn
PDP-6 Marketing Manager

PB/pm

Enclosures: (7) Checks
Brent Holmes - \$24.26
Bill Allen - \$156.31
Bob Callender - \$37.82
Bob McKenzie - \$131.67
Barry Lewis - \$220.03
Steve Glaseman - \$62.21
Keith Early - \$49.95

CC: H. Anderson ✓
D. Musson - L.A.

H. E. ANDERSON

H. McGregor Ross, General Manager
Data Systems Division
Standard Tel and Cable.

DIGITAL EQUIPMENT CORPORATION

DIGITAL MAYN

RELAY LDN

5.45

14.9.65

SEP 14 1965

DIGITAL EQUIPMENT CORP MAYNARD MASS

ANDERSON 313 CONFIRMING TELEPHONE DISCUSSION WITH YOU AND MAZZARESE
DELAY IN DELIVERY PDP-8 SYSTEM IS SERIOUSLY AFFECTING OUR WORK
WHEREBY WE HOPED ESTABLISH EFFECTIVE BUSINESS PROJECT TO OUR
MUTUAL ADVANTAGE. ACKNOWLEDGE RECEIPT MAZZARESE CABLE AND
EMPHASISE VITAL NECESSITY YOU MEET QUOTED DATE OR EARLIER. PROPOSE
VISIT BOSTON MONDAY SEPTEMBER 20 AND WOULD MUCH APPRECIATE
OPPORTUNITY TO MEET YOU AND SEE PROGRESS.

A. MCGREGOR ROSS

SENT J H "

+

DIGITAL MAYN

RELAY LDN 21789

Love original to Mike M. 9/14

H. ANDERSON

September 10, 1965

Mr. George Gerstein
University of Pennsylvania
Philadelphia, Pennsylvania 19104

Dear George:

Digital Equipment Corporation wishes to advise the University of Pennsylvania of a price increase for the Programmed Data Processor-6 System.

DEC proposed a configuration to the University of Pennsylvania during our visit in May, 1965. It is our understanding that the University later requested funding from the National Institute of Health including this configuration and the respective prices.

The components effected by the price change are as follows:

OLD PRICE

Type 166 - Arithmetic Processor	\$151,000
Type 164 - Core Memory (65,536 words)	<u>250,000</u>
Total	\$401,000

NEW PRICE

Type 166 - Arithmetic Processor	\$300,000
Includes - 16,384 words Memory (Type 164)	
Additional Type 164 Core Memory (49,152 words)	<u>255,000</u>
Total	\$555,000

The Type 167-236-237 Drum System has been discontinued.
The Type 460 Card Punch has been discontinued.

COPY

Mr. George Gerstein
University of Pennsylvania

September 10, 1965

The University may assume that an educational discount of 20% applies to both the processor and memory. Items not discounted are the following:

Type 461 Card Reader	16,500
Type 646 Line Printer	30,000
Type 50 Magnetic Tape	18,000
Type 570 Magnetic Tape	30,400
Calcomp Plotters Models 563-564, 565, 566.	
Type 270 Disc File System	140,000

All other items remain unchanged and are discountable.

Best personal regards,

R. L. Lane

RLl/pam

*Andy:
The NIH site visit is Monday*

C
O
P
Y

Win,

Did you take care of this for Andy?

Nancy

It is being considered.

Tim McInerney has the
ball at the moment

See
memo of 9/30 to H&K
from Tim.

10 September 1965

Mr. Harlan Anderson
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Andy:

Because of the rapidly increasing impact of computers on the multi-disciplinary field of Biophysics, we are making a special effort to get exhibits from computer manufacturers, computer equipment companies and other organizations concerned with the processing of information at the Tenth Annual Meeting of the Biophysical Society. This meeting will take place on February 23, 24 and 25, 1966 at the Statler Hilton Hotel in Boston and will be attended by over 1000 scientists from industrial, educational and governmental laboratories.

We have kept the booth price down to \$200 to encourage the widest possible participation and will be glad to send you any additional information such as a floor plan and contracts that you may desire.

Sincerely yours,



Jordan J. Baruch
Chairman, Local Arrangements Committee

JJB:hl

LYBRAND, ROSS BROS. & MONTGOMERY

COOPERS & LYBRAND
IN AREAS OF THE WORLD
OUTSIDE THE UNITED STATES

80 FEDERAL STREET
BOSTON 02110

September 9, 1965

Mr. Harlan Anderson, Vice President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Andy:

A challenge that we as business men have had difficulty in meeting is to organize our information systems to provide us with data about marketing operations that we can use effectively in making the many decisions that confront us in this area. This is not a new problem; it is also one that has been written about extensively. We think, however, that Mr. Charles Sevin—a member of our management consulting staff—has done an unusual job in discussing this problem in a book that he has just written called Marketing Productivity Analysis.

The book is succinct—128 pages in length—and seems to us to dramatize the relevance of quantitative data and measurement in assembling information that will be helpful in making decisions of a marketing nature. I have arranged to have a copy sent to you and believe you will find it interesting. Incidentally, Charles Sevin has been a prolific writer in this field and some twenty years ago, when he was with the Department of Commerce, was the author of Distribution Cost Analysis, a monograph on distribution costing which is still regarded as a classic in the field.

Sincerely,

Roscoe Irving

REI:MS

MORGAN GUARANTY TRUST COMPANY
OF NEW YORK

23 WALL STREET, NEW YORK 15

New York September 8, 1965

WESLEY L. BAKER
Vice President

Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Sirs:

Colgate Research & Development Co. and Digital
Equipment Corporation Letter of Instructions
dated May 6, 1965

We have received a letter dated September 1, 1965 from Colgate Research & Development Co. requesting that the above Letter of Instructions be terminated. In support of this action, we have received a photocopy of a Cancellation Agreement dated August 5, 1965 signed by Digital Equipment Corporation and Colgate Research and Development Co. in which Digital Equipment Corporation agrees to cooperate in order to discharge the above escrow arrangement.

Our counsel feels that the Cancellation Agreement is insufficient to void the escrow arrangement since it merely states that Digital Equipment Corporation agrees to cooperate in the matter. Will you, therefore, if you agree to the termination of the Letter of Instruction dated May 6, 1965, signify such agreement by signing the attached copy of this letter furnished for that purpose. It is suggested that Mr. Harlan E. Anderson, Vice President of Digital Equipment Corporation sign the copy of this letter since he signed the original Letter of Instructions. — sent 9/15/65

Very truly yours,

Wesley L. Baker

MORGAN GUARANTY TRUST COMPANY
OF NEW YORK

23 WALL STREET, NEW YORK, N. Y. 10015

Kindly sign this duplicate letter and return, thereby acknowledging receipt of the enclosure.

September 8, 1965

Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Sirs:

Colgate Research & Development Co. and Digital
Equipment Corporation Letter of Instructions
dated May 6, 1965

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Very truly yours,
Wesley L. Baker
Wesley L. Baker
Vice President

Enclosure

CC: Mr. Richard M. Colgate, General Partner
Colgate Research & Development Co.
70 Nassau Street
Princeton, N. J. 08540

The above letter with enclosures received and found to be correct.

Date Sept. 25, 1965 Official Signature Harlan E. Anderson

To: Professor McCarthy

September 3, 1965

From: Jordan Benedict

Subject: Type 24 Parallel Drum

In regard to my discussion with Kenneth Domey Field Service Engineer from Vermont Research Corporation, the following points were brought up by Mr. Domey:

1. Once in service the drum cannot be alligned in the field as accurately as in the factory.
2. Since headpad is 3 to 6 microns from drum surface, foreign material cannot be tolerated. (dust, oxide, etc.)
3. Once a pad hits surface it seems to mean ultimate failure for other pads because of the above reasons.

Upon my inspection of the drum I felt that due to the shape and mass of the headpad, in conjunction with the suspension system, tend to make it unreliable for support on the liminal air film which surrounds the drum surface. I discussed this in length with Mr. Domey and found out that VRC has redesigned the suspension system and also have minorly altered the shape and mass of headpad. I was informed that these newer pads are the ones installed on the BBN drum. Specifically the suspension spring has been made thinner thus providing more dampening to headpad resonance and allowing it to float over the drum surface easily.

In closing I would again like to state that we are not, repeat not, receiving any redesigning on the type 24 drum. It is to be exactly as the one we have now.

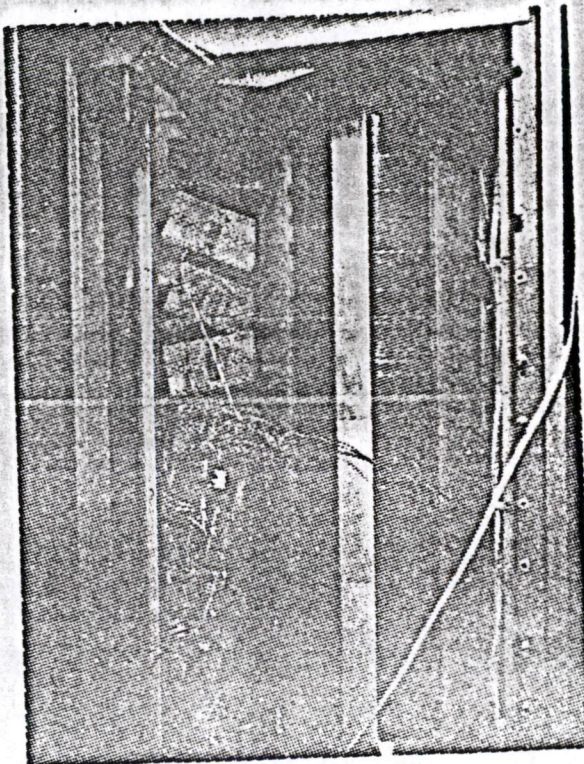
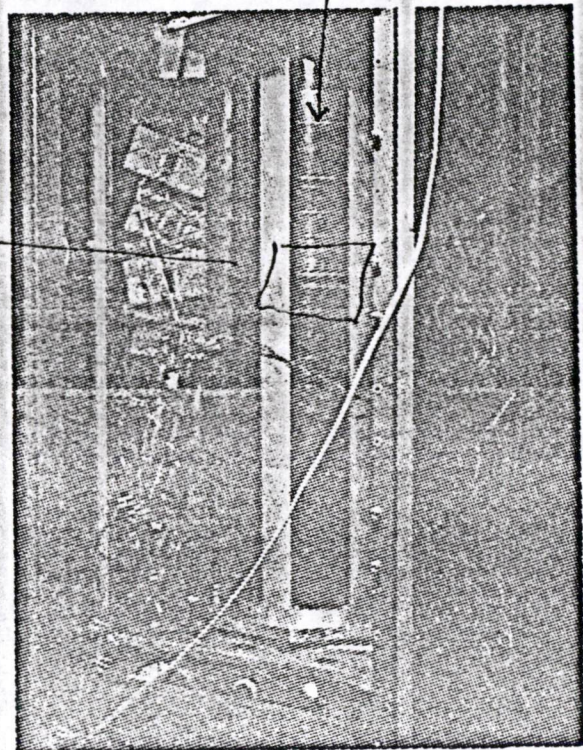
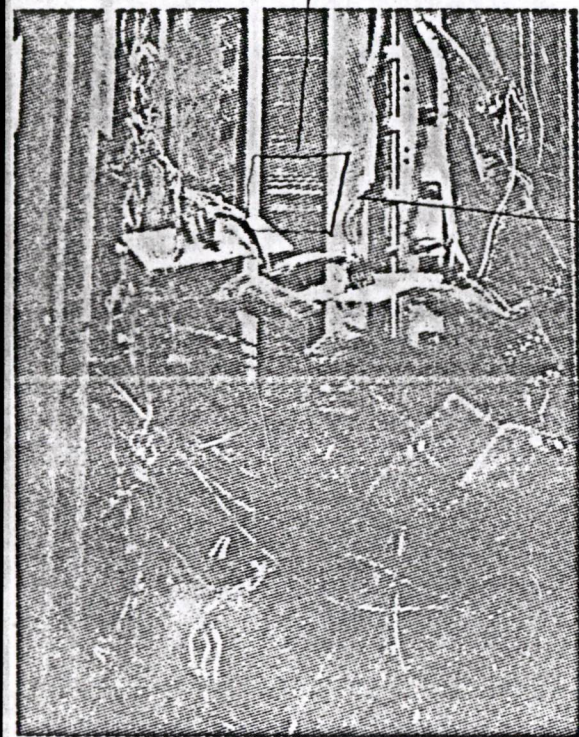
PS The drum is indeed supposed to be hermetically sealed from the outside world.

Jordan R Benedict
Sept 29, 1965

THIS AREA WAS DESTROYED
IN ONE FELL SWOPE
THAT SATURDAY ABOUT
1 MONTH AGO
(128 HEADS AT)
ONCE

KEN, THESE BRIGHT LINES ARE THE ALUMINUM SHOWING THRU
THE OXIDE COATING

RANDY



TWX

To: Harlan Anderson
From: William K. Bishoff, Bus. Mgr.
Systems Research Labs, Inc.

Date: August 13, 1965

DEC inability to deliver on schedule SRL P.O. 828-38273 very serious. Will arrive on Monday 9 a.m. 16 August to discuss.

Andy, (and Ken)

Above twx came in for you on the 13th spoke to John Jones and then called Mr. Bishoff that night to inform him that no one would be here on the 16th.

He now plans to be here at DEC on the 23rd at 9.am. Win Hindle and John Jones both feel that Mr. Bishoff should talk with Ken ... I relayed this information to Mr. Bishoff when I telephoned him he now expects to see Ken on the 23rd.

Nancy

WU6 PD DAYTON OHIO AUG 13 326P EST
HARLAN ANDERSON, VICE PRESIDENT
DIGITAL EQUIPMET CORP MAYNAD MASS

DEC INABILITY TO DELIVER ON SCHEDULE SRL PO 828-38273
VERY SERIOUS. WILL ARRIVE MONDAY 9 AM 16 AUGUST TO DISCUSS

WILLIAM K BISHOFF BUSINESS MGR SYSTEMS RESEARCH LABS INC

DEC SRL PO 828-38273 9 AM 16

CLEAR

RWU6

Prot:
Be sure on my
schedule and notify
HEA & Jerry.

Sheraton Motor Inn
39th Chestnut Street
Philadelphia 19104

Dear Mr. Lane,

Thank you for your letter of 12th August.
I would be very grateful if you would meet me at
the Sheraton hotel in Boston on Monday 30th August
and bring me out to Maynard to discuss the PDP.
9.30 a.m. would suit me. Thank you for your
offer to make reservations at a motel, but I shall
probably arrive in Boston on the Friday previous and not
likely will stay at the Sheraton. Even if I do not stay
please I shall meet you outside it.

Yours sincerely

J. H. Byrne

Mr R. L. Lane
Digital Equipment Corporation
Maynard
Mass.

P.S. Next week I will be in the Sheraton Hotel, Public Square,
Cleveland, Ohio.

August 12, 1965

C Mr. J. Y. Byrne
Sheraton Motor Inn
39th & Chestnut Streets
Philadelphia, Pennsylvania 19104

Dear Mr. Byrne:

O In response to your letter to Mr. Harlan Anderson regarding a visit to DEC on August 30 and 31, either date would be fine with us.

P Please advise me if you would like us to make reservations at a nearby motel, and also if either Mr. Gerald Moore, of our Foreign Sales Department, or I can meet you when you arrive in Boston.

Y In the meantime, if we can be of any assistance, please feel free to contact us. We are looking forward to meeting with you.

Very truly yours,

R. L. Lane

RLL/pam
CC: Gerald Moore
H. Anderson ✓

Sheraton Motor Inn
39th & Chestnut Streets
Philadelphia 19104
Pa.

Mr. Harlan Anderson,
Digital Equipment Corp.,
Maynard,
Mass.

Dear Mr. Anderson, I am a lecturer in
Computer Science at the University of Dublin
and am spending the summer at the Moore School
of Electrical Engineering.

I am very interested in time
sharing computers and have been told by Mr Philip
Bayley to write to you. There is a possibility
that we will be able to get a new computer in the
next year or so and I am particularly interested in
a machine which could service about 5 remote
consoles.

I would like to visit you on either Monday
30th or Tuesday 31st August as I shall be in Boston
then.

Looking forward to hearing which day will suit
you best, to discuss your PDP range.

Yours sincerely
J. H. Byrne

**Vermont Research
CORPORATION**

PRECISION PARK
NORTH SPRINGFIELD
VERMONT, 05150

AREA CODE 802
886-2256

August 4, 1965

Mr. Harlan Anderson
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Anderson:

Relative to our telephone conversation on July 28, 1965, we wish to re-state the desire and intention of the principals at Vermont Research Corporation to cooperate with Digital Equipment Corporation in every way possible toward the solution of various problems which exist at the moment. This applies both to your systems in the field, and to the resolution of a mutually acceptable performance specification for drums for possible future delivery.

In parallel with joint development of purchase specification MDR-2B for its release on your current purchase order 35658, we have been and are completing assembly, making modifications, and preparing to test the next 1024 track, 20 inch drum. There are important, basic design changes in this unit compared to the one at Adams, primarily (a) minimal circuitry within the drum cabinet to minimize access to and exposure of the drum/head surfaces, (b) a head actuating mechanism stiffened by a factor of four, and (c) a built-in cooling system equipped with absolute air filter. Our level of confidence in meeting or exceeding specification MDR-2B on an acceptance basis and for long-term operation is very high. As you know, however, our best engineering judgment at this time dictates an allowance for at least inspection and possible preventive maintenance service on approximately an 8-hour in 2000 basis.

We propose that DEC review its own priorities and at the earliest possible date inform VRC whether this next drum would best be assigned to your next computer contract or as a replacement unit at Adams. If the latter is the case we propose to make this exchange on a no-charge basis, provided this exchange is carried out as a complete system, and system check-up is accomplished at DEC prior to shipment to Adams. The Adams drum (or another one from inventory, whichever would expedite the whole program) could then be up-dated to this same design for the next release.

If your situation is such that a decision of this sort is best delayed, VRC will continue in any event to have this next unit ready in the time schedule ahead for whatever acceptance testing or extended operation and observation is appropriate.

Mr. Harlan Anderson

-2-

August 4, 1965

It is further proposed that the one unresolved item in purchase specification MDR-2B relating to Scheduled Maintenance be simply held in abeyance for mutual resolution after the aforementioned studies and observations have been made.

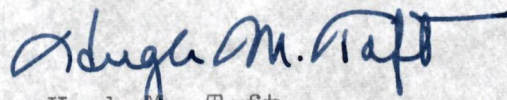
Under the circumstances of our offer of unconditional, no-charge replacement of the Adams drum, we would hope that DEC would now complete arrangements for release of this next (or the following) unit on P.O. 35658 but if you cannot do this be assured we are proceeding on the program outlined on a no-commitment basis.

If some reasonable expansion or modification of this program would be of help, we would be happy to consider whatever suggestion you may have.

From the other two principals as well, our best personal regards.

Sincerely yours,

VERMONT RESEARCH CORPORATION



Hugh M. Taft
President

HMT/m

EDWIN D. ETHERINGTON
86 TRINITY PLACE
NEW YORK 6, N. Y.

August 2, 1965

Mr. Harlan E. Anderson,
Vice President
Digital Equipment Corporation
Maynard, Mass.

Dear Mr. Anderson:

Thank you very much for your note following
our telephone conversation.

I was delighted to learn that you are talking
with Harry Mann and I hope the conversations may
lead to an arrangement satisfactory to him and to
the company.

I was glad to be useful to the extent I could.

Sincerely,



INTERNATIONAL SCHOOL OF LANGUAGES, INC.

July 30, 1965

Digital Equipment Corporation
8939 Sepulveda Boulevard
Los Angeles, California

Attention: Mr Harlan Anderson

Dear Sir:

Since the opening of another branch of the International School of Languages in Beverly Hills, we are now in a position to expand our services to many more companies throughout the Los Angeles area who may have a need for our services.

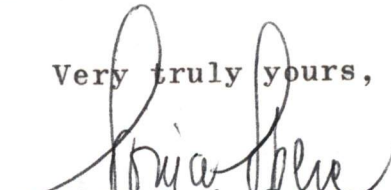
The International School of Languages has been in existence for a number of years with schools now in Sherman Oaks and Beverly Hills.

My experience as a Director of this school comes from formely having been General Manager of the Berlitz School for seven years.

Attached is a resume of the facilities available to you at the School and also a list of references from many companies who have been very pleased with the results of our services.

It would be our privilege to add the name of your Company to our list.

Very truly yours,



Miss Sonia Spera
Director

RESUME OF FACILITIES

LANGUAGE INSTRUCTION

1. Personnel

School policy requires that all our teachers (and translators) be natives of, and recently from, the country whose language they teach. This insures the language student of modern usage with authentic accents.

2. System

The teaching system is based upon "Direct Method" which means the emphasis is on an active participation in give-and-take conversation. Grammar is made interesting through dialogue and demonstration rather than memorization.

Each course is tailored to the language requirement and aptitudes of the student. Our method brings immediate results, coupled with a personal sense of achievement in the student.

When the needs of a client so dictate, teachers will be sent to the client's premises.

TRANSLATION

1. We translate our language into English or vice versa and also from one foreign language into another. Fields include:

Commercial and Business
Legal
Scientific
Medical
Government
Foreign Trade
Electronics
and the Arts

2. We handle foreign advertising campaigns by creating copy in a foreign language, or by adapting your own. You will be assisted from copy layout to proof-reading.
3. Each translation is done by at least two translators in order to insure style and accuracy.

REFERENCES

<u>NAME</u>	<u>CITY</u>	<u>LANGUAGE</u>
UNITED STATES NAVY	Port Hueneme	Cambodian
UNITED STATES DEPARTMENT OF DEFENSE	Pentagon	Thai
UNITED STATES GOVERNMENT PEACE CORPS	Washington, D. C.	French
NORTHROP CORPORATION	El Segundo	Greek, Korean Turkish, Mandarin
NORTHROP NORAIR	Beverly Hills	German
NORTHROP-VENTURA	Newbury Park	French
NORTH AMERICAN AVIATION	El Segundo	French
RAND CORPORATION	Santa Monica	Spanish
LITTON INDUSTRIES	Canoga Park	German
LITTON INDUSTRIES	Beverly Hills	German, Spanish
LOCKHEED AIRCRAFT	Burbank	French
CARNATION MILK COMPANY	Los Angeles	Spanish
BUNKER-RAMO COMPANY	Canoga Park	Russian
RIKER LABORATORIES	Northridge	French, Spanish German
VIKING INDUSTRIES, INC.	Northridge	Japanese
VOI-SHAN MANUFACTURING COMPANY	Culver City	German, French
ATOMICS INTERNATIONAL	Canoga Park	French, German

ALLEN ALLEN & HEMSLEY
SOLICITORS & NOTARIES

P. & O. BUILDING
55 HUNTER STREET
SYDNEY

TELEPHONE: 2 0315

CABLE ADDRESS: ALLENS. SYDNEY

PLEASE ADDRESS REPLY TO BOX 50. G.P.O.. SYDNEY & QUOTE

JRK

30th July 1965.

Mr. Harlan E. Anderson,
Digital Equipment Corporation,
MAYNARD. MASSACHUSETTS. U.S.A.

Dear Mr. Anderson,

DIGITAL EQUIPMENT AUSTRALIA PTY. LIMITED

We refer to our letter of 9th July 1965
and shall be grateful if you will complete and return
to us the documents enclosed with that letter.

Yours faithfully,

Allen Allen Hemsley

sent July 30th by Guy MacLennan

(crossed)

FOLD FLAPS BEFORE MOISTENING ADHESIVE

Overseas Service
AEROGRAMME
By Air Mail · Par Avion

SY
II
NS

MR. HARLAN

DIGITAL EQU

MAYNARD. MA

FIRST FOLD HERE

SECOND

SENDER'S NAME

Allen Allen &

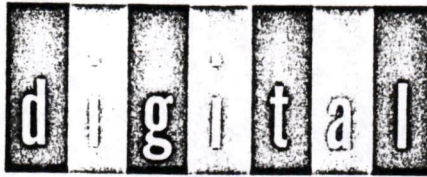
Solicitors

Box 50, G.P.O.

SYDNEY. N.S.

IF ANYTHING IS ENCLOSED OR ANY T
MUST BEAR POSTAGE AT TH

HERE



equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

July 29, 1965

Mr. Howley Rising
Computer Department
Mitre Corporation
Bedford, Massachusetts

Dear Mr. Rising:

Enclosed is a listing of the FORTRAN Compiler. There are some areas that are still being altered, but the overall construction of the Compiler has not changed.

If I may be of any further assistance, please do not hesitate to contact me.

Sincerely,

A handwritten signature in cursive script, appearing to read "Henry Burkhardt III".

Henry Burkhardt III
Applied Programmer

HB/sp
enc.

✓ cc: H. Anderson

COPY

BLAIR AND BUCKLES
BOSTON, MASSACHUSETTS

July 27, 1965

Lybrand, Ross Bros. & Montgomery
80 Federal Street
Boston, Massachusetts 02110

Re: Digital Equipment Corporation
File 83-000

Gentlemen:

We have been requested by our client, Digital Equipment Corporation, to report to you on all liabilities which they may have involving patents, trademarks and similar matters of which we have knowledge and the status of any outstanding litigation as of July 3, 1965.

Digital has received notices of infringement or offers of patent licenses from a number of patent owners and we expect that in some of these cases and perhaps others as well, there will be a liability for the use of patented inventions. In our opinion, the primary source of liability is the Forrester patent 2,736,880 relating to magnetic core memories. Taking into consideration the royalty rate established by the owner of this patent, Digital's liability to date is approximately \$25,000.

It is impossible to develop as precise an estimate of liabilities under other patents which Digital may infringe. However, taking into account the facts at hand, we are of the opinion that this should amount to approximately \$15,000 for the coming year for a total liability of \$40,000. Since no judgments have been rendered against Digital and they have not yet entered into any license agreements, this entire amount is of a contingent nature.

COPY

BLAIR AND BUCKLES
BOSTON, MASSACHUSETTS

Lybrand, Ross Bros. & Montgomery

July 27, 1965

Page 2

As of July 3, Digital was involved in no litigation of which we are aware.

As of July 3, the total amount owned to us by Digital for fees and expenses on statements previously rendered was \$1533.66.

Very truly yours,

BLAIR AND BUCKLES

By 

Robert A. Cesari

D/ams

cc: Harlan E. Anderson
Digital Equipment Corporation

TECHNICAL STUDIES, INC.

SUITE 913

730 FIFTH AVENUE

NEW YORK 19, N. Y.

July 26, 1965

CABLE ADDRESS "CHUNNEL"

TELEPHONE CIRCLE 6-8550

Mr. Harlan Anderson
Digital Equipment Corporation
Maynard, Massachusetts

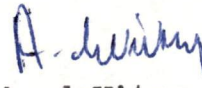
Dear Andy,

Thank you for being so prompt in returning to me
my round-trip fare from Paris to New York.

I shall be in Boston on Thursday afternoon and on
Friday, and will try to call you before my return
to Europe.

Please present my regards to Ken.

Yours sincerely,



A. deVitry

deV:nn

Info copy.

TOUCHE, ROSS, BAILEY & SMART

80 PINE STREET
NEW YORK, 10005

July 23, 1965

Sales Department
Digital Equipment Corporation
Maynard, Massachusetts

Gentlemen:

I would appreciate it if you could send me a copy of the Brochure on the PDP-6 Time Sharing software that was recently mentioned in the EDP Weekly.

If you have any literature available that is more technical than the brochure, I would like it also.

Sincerely,

Dennis H. Lytle

Dennis H. Lytle
Associate Consultant,
Advanced Business Systems

DHL:ae

INQUIRY NO. 7932

DATE 7/27/65

Doe you are responsible for answering and following up this inquiry. It must be answered within three days and a copy sent to *Andy*.

1170

July 20, 1965

Dr. John McCarthy
Computation Center
Stanford University
Palo Alto, California

Dear Dr. McCarthy:

The following summarizes the complete list of items we have agreed to supply or quote in connection with your proposed purchase of our PDP-6 Computer.

1. The additional cost of a DEC line printer with a 128 character set will be \$10,000.
2. Time sharing swapping software will be provided by March 31, 1966.
3. The model 167/236/237 drum system has been deleted from our line and we will provide instead (and at the same cost) a Burroughs Corporation disc system. Its maximum access time will be 40 milliseconds and will have a word transfer rate of 9.8 microseconds. Its storage capacity will be 1,638,400 words (at 4,096 words per revolution). We will have this system to you by March 31, 1966.
4. Every effort will be made to provide the above disc system with a 2.22 microsecond word transfer time. If this attempt is successful, the price for the disc will not exceed \$160,000 and will have the same delivery time as the above.

C
O
P
Y

Dr. John McCarthy
Computation Center
Stanford University

July 20, 1965

- C
O
P
Y
5. We cannot guaranty user command string macro processing in the time sharing monitor. DEC will modify the monitor so that system programs can be addressed by only program name and command string.
 6. DEC will provide one man-month of programming time at your location and at any time of your choosing after the machine is delivered.
 7. The price for the CONS instruction will be \$4500.

Dr. McCarthy, I hope this states all the various agreements correctly. We have given Ken Larsen a TWX with the same information in it and asked him to work with your contract officer on a modification of our proposal.

Sincerely yours,

Prescott Behn
PDP-6 Marketing Manager

PB/pm

CC: K. Larsen
H. Anderson ✓
R. Beckman
G. Bell
R. Lane
L. Portner

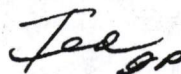
Mr. Jack Shields

-2-

July 19, 1965

I hope to see you in the not too distant future, if for nothing else than social reasons, and it has been good talking to you over the telephone the few times I have had to call you up to give you a hard time.

Yours truly,



Edward L. Glaser
Research Associate

ELG/jep

CC: Mr. Harlan Anderson

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

PROJECT MAC

Reply to: Project MAC
545 Technology Square
Cambridge, Mass. 02139

Telephone: 617 864-6900 x5851

July 19, 1965

Mr. Jack Shields
Digital Equipment Corp.
Main Street
Maynard, Mass.

Dear Jack:

This is just a short note to tell you how much we appreciated the help one of your men, Mr. Martin Witt, gave us during the transition from a PDP-5 to a PDP-8. As you know, we have built up some special equipment here so that the computer would interface both with a Braille typewriter, a sound system for auditory output and the MAC system via a 103A Dataphone. Martin came in with the PDP-8 and worked very diligently to help swing the equipment over from the PDP-5. This entailed a great deal of tough wiring since the interface cabling between the two machines is rather different, to put it mildly. This was done precisely and carefully. The only thing I can say is I have seldom seen such diligence in a maintenance man. He was never afraid to say if he didn't understand how something worked nor was he afraid to appear to be less than an expert, and if he needed help on a specific point of the PDP-8, he would always walk to the telephone and call. As a customer, I can only say that it is always a pleasure to have a representative of the Company who is willing to say, "I don't know, but I will find out", and then proceeds to follow through and do so.

In the not too distant future, we are going to be installing a DEC tape on the PDP-8 and later on this year a display system to turn it into a 338 total display system. I can only make my recommendations to Martin Witt in the following way; that if feasible, we would certainly like to have him here again as your installation and maintenance representative at these times. Working with him has been a pleasure and I must again add that the quick conversion from the PDP-5 to the PDP-8 would not have been possible without Martin's personal and very careful attention.

Executive Building
7100 Baltimore Avenue
College Park, Maryland 20740

DEC INQUIRY NO. 7812
CC: Harlan Anderson

July 19, 1965

Mr. Wolfgang Nehl
System Sciences Corporation
5718 Columbia Pike
Falls Church, Virginia 22041

Dear Mr. Nehl:

Thank you for your recent letter requesting a copy of our "PDP-6 Time Sharing Software" brochure. A copy is enclosed.

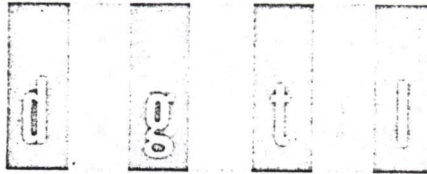
Should you have any questions or require additional information, please do not hesitate to contact me at our Washington Area Office.

Very truly yours,

DIGITAL EQUIPMENT CORPORATION

Howard O. Painter, Jr.
District Sales Manager

HOP:bw
Enc: F-61B



equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

July 16, 1965

Mr. Howley Rising
Computer Department
Mitre Corporation
Bedford, Massachusetts

Dear Mr. Rising:

I am enclosing a listing of the FORTRAN Operating System. I do not, at the moment, have a listing of the FORTRAN Compiler as it is presently undergoing modifications. This will be forwarded to you as soon as it is possible.

If I may be of any further assistance, please do not hesitate to contact me.

Sincerely,

Henry Burkhardt III
Applied Programming

HB/sp

enc.

✓ cc: H. Anderson



BRANCH OFFICES
PHILADELPHIA
MIAMI
LOS ANGELES
MINNEAPOLIS
HOUSTON

July 15, 1965

69 HICKORY DRIVE • WALTHAM • MASSACHUSETTS 02154
TELEPHONE AREA CODE 617 899-4010

Mr. Harlan Anderson
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Mr. Anderson:


I wanted to drop you a letter to thank you for referring Alpha Numeric to Chandler and to let you know that this is proceeding very satisfactorily.

While they are interested in acquiring quite a bit more equipment than their net worth will justify, I believe we will be able to come to a satisfactory arrangement and certainly look forward to continuing business for both Chandler and DEC.

Please let me know how else I may be of service.

Cordially,

CHANDLER LEASING CORPORATION


R. M. Coveney

RMC:ct

H. Anderson

July 15, 1965

C
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Y

Mr. Howard L. Morton, President
Organizers and Underwriters, Inc.
Post Office Box 1488
Cedar Rapids, Iowa

Dear Mr. Morton:

Enclosed please find a copy of our notice on DEC's facilities, products, and services, as well as literature on our Programmed Data Processor-6.

Also enclosed is a copy of our Flip-Chip Catalog and DECTape brochure.

If I may be of further assistance, please feel free to contact me.

Sincerely,

Prescott Behn
PDP-6 Marketing Manager

PB/pm

Enclosures: "Facilities, Products, and Services"
C-105
F-83 (555/552)
F-61
F-61B
F-62

July 14, 1965

Dr. John McCarthy
Computation Center
Stanford University
Palo Alto, California

Dear Dr. McCarthy:

This note will confirm our verbal agreement of July 9, 1965.

Digital Equipment Corporation will supply one man-month of applications programmer time on your premises to begin any time after delivery of your PDP-6. We would appreciate your giving us a month's notice of the date you would like him to start.

It was a pleasure meeting you last week. I hope we have occasion to get together again.

Sincerely,

Prescott Behn
PDP-6 Marketing Manager

PB/pm

CC: K. Larsen
L. Portner
R. Beckman
H. Anderson ✓
R. Lane

C
O
P
Y

H. Anderson



UNIVERSITY OF SOUTHWESTERN LOUISIANA

Joel L. Fletcher, President

LAFAYETTE, LOUISIANA

DR. JAMES R. OLIVER, DIRECTOR
COMPUTING CENTER

July 9, 1965

Mr. Robert Lane
Computer Applications Department
Digital Equipment Corporation
Maynard, Massachusetts

Dear Bob:

I had understood from the note which Pat sent me that I would soon be hearing from DEC concerning expenses for the trip to the DECUS meeting. So far I haven't heard anything and I am wondering if something went astray?

The State Department of Education has approached me with the proposal that we conduct a seminar for high school administrators on August 10, 11 and 12. We are expecting at least one representative from each school system throughout the entire state. One of the plans under consideration is the possibility of a central computing facility much like my proposed Southwestern Data Processing Center with remote terminals in high schools. I am writing this to suggest that you might consider the possibility of getting equipment and/or personnel here for that session.

I hear very little from DEC, but I am still going under the assumption that the PDP-8 and the two remote terminals for the PDP-6 will be installed here some time in advance of the Conference. By the way, IBM is pushing very hard to try to display some of their equipment during the Conference.

Sincerely yours,

James R. Oliver
Dean, Graduate School and
Director, Computing Center

JRO:mc

ANDY,
I ANSWERED 1ST PARAGRAPH OF LETTER & TOLD DR. OLIVER
BOB WOULD ANSWER THE REST WHEN HE RETURNS FROM
VACATION.
pat Murphy

RCA VICTOR COMPANY, LTD.

RESEARCH LABORATORIES
1001 LENOIR STREET
MONTREAL 30, CANADA



66.665.3.1
66.665.9.5

PLEASE REFER REPLY TO.

July 7, 1965

Mr. Harlan Anderson
Vice President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Anderson:

I should like to express my thanks and those of Mr. Parker to you and Mr. Brown for the visit we made last month to your factory.

The information obtained is proving useful in the formulation of the project 'Man In Control?'

Yours truly,

A handwritten signature in cursive script, appearing to read 'J. Miedzinski'.

J. Miedzinski
Program Director
'Man In Control?'

H. Anderson

DEC. INQUIRY NO.
7818

July 6, 1965

Mr. L. A. Beghtol, Group Leader
Applications Programming Department
Beckman Instruments, Incorporated
Systems Division
2400 Harbor Boulevard
Fullerton, California

Dear Mr. Beghtol:

Our home office in Maynard, Massachusetts has advised us of your recent request for literature on the DEC PDP Computers.

With regard to your specific interest in time-sharing systems, we have enclosed one copy each of the PDP-6 Handbook and Brochure.

If we can provide additional information, please do not hesitate to contact us.

Very truly yours,

DIGITAL EQUIPMENT CORPORATION

Richard F. Musson
Manager, Regional Office

/s

Enclosures: Noted

C
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H. Anderson
DEC. INQUIRY NO.
7808

July 6, 1965

Mr. E. J. McCauley, Computer Manager
Motorola, Incorporated
Military Electronics Division
8201 East McDowell Road
Scottsdale, Arizona 85252

Dear Mr. McCuley:

Our home office in Maynard, Massachusetts has advised us of your recent request for information on the DEC PDP-6 Computer.

We have enclosed one copy each of the Programmed Data Processor-6 Handbook and Brochure, which we trust will be of interest to you.

We wish to thank you for the opportunity to present information on our products and would be pleased to assist you with any future requests.

Very truly yours,

DIGITAL EQUIPMENT CORPORATION

Richard F. Musson
Manager, Regional Office

/d

Enclosures: Noted

C
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July 6, 1965

Dr. Samuel Lindenbaum
Brookhaven National Laboratories
Upton, Long Island, New York

Dear Sam,

I have as yet not been able to confirm our telephone conversation with respect to the loan of a 16K memory module for your Multiprogramming evaluations. As I discussed with you, the DEC management approved my request subject, of course, to a later purchase of a 65K memory. However, we are currently in the process of changing over from the 163C Memory Module to the 164C Memory Module. (164C being the Flip Chip version of the 163C with a different vendor's stack). We expect the 164C will offer higher operating performance, better reliability and lower manufacturing cost. Therefore, production has no inventory of memories at this time.

Consequently, I cannot give you a delivery date for a loaner memory until DEC reaches full scale production of Type 164C memories. I do promise you that I shall continue to lobby in your behalf for the first available 16K memory.

We were able to sell everything that we could get our hands on this last Fiscal year (ending July 2) and our shelf looks like "Old Mother Hubbard's Cupboard".

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Dr. Samuel Lindenbaum
Brookhaven National Laboratories

July 6, 1965

I shall be on vacation during the weeks July 1 thru July 15, 1965. If you wish to discuss this matter prior to my return, please feel free to contact Andy or myself. My telephone number on the Cape is 617-LO-3-3902.

Best personal regards,

R. L. Lane

RLL/pam

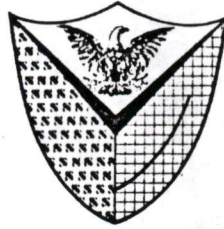
CC: H. Anderson ✓
P. Behn
R. Beckman

C

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ORGANIZERS & UNDERWRITERS, INC.

4245 1st Avenue East • P. O. Box 1488 Cedar Rapids, Iowa • Phone 365-8619 Area Code 319

July 6, 1965

Digital Corporation
146 Main Street
Maynard, Massachusetts

Gentlemen:

We would appreciate a copy of your annual report.

We are contemplating entry into the computer service center field. We would appreciate information on your company's services and products which might relate to the computer service center field.

Sincerely,

Howard Morton
HOWARD MORTON

HM:pac

INQUIRY NO. 9828
DATE 7/12/65

Andy you are responsible
for answering and following up this inquiry.
It must be answered within three days and a
copy sent to Inquiry file (Miller)

Venture Capital For Iowa Corporations

HOWARD L. MORTON, PRESIDENT ■ JAMES J. MEAGHAN, EXECUTIVE SECRETARY ■ DIRECTORS ■ JOSEPH C. KENNEDY, CEDAR FALLS
GENE KIEFFER, DES MOINES ■ JERRY D. LEANEAGH, ALGONA ■ HOWARD L. MORTON, MARION ■ BRIAN P. WILLIAMS, DES MOINES



130

July 2, 1965

Mr. Harlan E. Anderson, Vice President
Digital Equipment Corporation
Maynard, Massachusetts

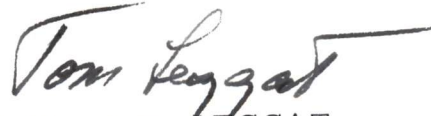
Dear Mr. Anderson:

Earlier this Spring, we discussed the availability of
the Graydon Smith Building in West Concord.

I thought you might be interested in knowing that the
price for the building, complete with 13 acres of land,
has been reduced to \$105,000.

I realize this is a long shot, but I am sending it along
for your information in the chance that a need might
have developed.

Sincerely,


THOMAS E. LEGGAT

TEL:c

AND

COLGATE RESEARCH & DEVELOPMENT CO.

70 NASSAU STREET

PRINCETON, N. J. 08540

Tel. 609 921-8770

July 1, 1965

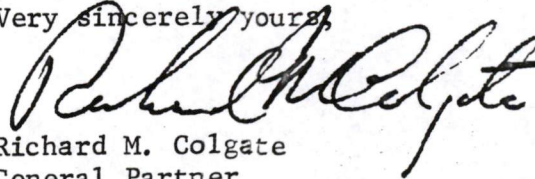
Mr. Robert L. Lane
Digital Equipment Corporation
Maynard, Massachusetts 01754

Re: CRT Display

Dear Bob:

Please be advised that in the matter of
"acceptance", acceptance by Dr. Easton or Dr. Guard of
Applied Logic Corporation will be effective as acceptance
by Colgate Research & Development Co.

Very sincerely yours,



Richard M. Colgate
General Partner

RMC:pfw

SYSTEM SCIENCES CORPORATION

A subsidiary of Computer Sciences Corporation

5718 COLUMBIA PIKE, FALLS CHURCH, VA. 22041 • PHONE 703 481-7300

Digital Equipment Corp.
Maynard, Mass.

Digital Equipment Corp., Maynard, Mass. Brochure on PDP-G time sharing software. Describes concurrent operation of several user programs made possible by Digital's PDP-6 monitor. Also, brochure describing use of the company's new, low cost Logic Laboratory as a design tool and training device. Full specifications for the Logic Lab are given, along with the price of \$885.40.

From EDP Weekly, June 28, 1965

Please send brochure to:

Wolfgang Nehl
System Sciences Corp.
5718 Columbia Pike
Falls Church, Va. 22041

INQUIRY NO. 7812

DATE 7/7

Howe Painter you are responsible
for answering and following up this inquiry.
It must be answered within three days and a
copy sent to Howe Painter