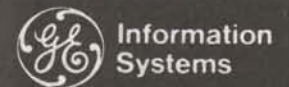


SALES BULLETIN NO. 95

FAST-FAX



World Leader
in Time-Sharing
Service

4-14-69

WHAT IS THIS FAST-FAX ALL ABOUT?

When Ken MacDonald was made Manager of the Field Sales Operation, he wanted to set up a unit that would be responsive to the information requests of the field. Recognizing that many field people don't know who to call at the home office for answers, Ken decided that a special "hot-line" system could serve the needs of the field.

This responsive unit is called the Sales Support Unit. There are presently two people in the unit — Jim Doyle, Unit Manager, who answers on 8*273-4421, and John Watts, Specialist, who answers on 8*273-4345.

If you call Fast-Fax, you will receive a response within 24 hours. If you don't get the answer in 24 hours, you will get a call that will tell when you'll get your answer.

Fast-Fax will not debug programs for you. If you have a question requiring a technical and detailed answer, you'll be given the Dial-Comm of the specialist knowledgeable in that area.

Fast-Fax has officially opened full service to the Eastern and Northeastern Regions and limited service to the Southern Region. As additional staff members are in place, Fast-Fax will serve all regions.

This is the first issue of Fast-Faxgram. All further issues will be 95-1, 95-2, etc.

Not all questions asked and answered are printed here. Those with general information content are printed, assuming that you may require the same information.

Gear train program

Lee Schwieger — Tulsa: Do you have any gear train design programs? Fast Fax sent him one — offered another — but he needed a program to calculate inertia. Do you have one? Do you want the gear train design program?

Volume Discount

Dave Sweetman — Detroit: Can DATANET-730 rental fees count toward volume discount? No. Only Mark I and Mark II services count toward volume discount.

Bank Programs

Marvin Broz — Columbus: How do we get copies of Dartmouth banking programs? Tapes were sent to all Mark II sites, IPC Mgrs have them in their private library under name BANKPR. Get them transferred to your user number.

Note: The programs are public domain (OK to give listing). These programs are undocumented and not supported by Dartmouth or Bethesda.

Mark II Catalog

Frank Tung — Long Island: Is there a printed catalog of Mark II library programs?

Yes. 20,000 copies of Customer Bulletin 35 were printed on March 18. Bulk shipments were sent to each office location. More

are available via Form AF 110 and Schenectady.

DATANET -730 **Dick Belden — York:** How can I rent or sell DATANET-730's where handsets won't fit the coupler?

Make the entire telephone portable as well as the terminal. Get one handset that fits; equip it with a 4-prong jack. Have customer install phone plugs where terminal is to be used.

Paper Tape Perforator **Joan Wood — Long Island:** Is there an inexpensive paper tape perforator for preparation of tapes off-line?

Model 33 TC teletype sells for \$740 from Teletype Corp. (Phone companies won't sell or lease terminals not intended for connection to their lines.)

DATANET -730 **Jim Kessler — Tulsa:** Customer can't get DATANET-730's to talk to each other over phone lines. Why?

They're equipped with TDM114 data sets that don't permit inter-talk. TDM115's would provide the function, but they're not in the product line as yet.

Machine Scheduling **Joan Wood — Long Island:** Is there a program to schedule machines in a shop?

Sorry, can't help you on that. How about LP Programs or CPM. Can they do the job? Any help anybody?

Resource **Charlie Ray — Buffalo:** What is the status of Resource?

It's being sold initially by ISS&S on the Bethesda system. Home office contact on Resource is FAST-FAX 8*273-4345

80-column cards into T/S **Bill Burns — Philadelphia:** What card readers can be attached to the Teletype terminal for data entry into our service?

Motorola Information Systems Div. makes the MDR1000. A Phoenix firm makes the Cardliner-10. Call Fast-Fax for sales offices nearest you. Engineering will be testing and evaluating both devices soon.

DATANET -730 contract **Joan Wood — Long Island:** Contract for DATANET-730 doesn't say anything about 1/2 of rental fees applying toward purchase, but SR's were told it can. How do we get it onto the contract?

You can attach a rider as follows:

"Conversion from rent to sale: GE will credit 50% of the rental paid on the ACT-735 toward the sale price, excluding maintenance. Total credit cannot exceed \$500.00". Lease price minus maintenance divided by two $2/110-35$. It requires 7 month's rental to earn the \$500 credit.

EDITEXT **Dave Beck — Cleveland:** What is the status of EDITEXT?

The Editext service is being completely re-evaluated. Commercial service offered from Washington IPC is being phased out. Bill Watson is the Editext man in Product Planning: 8*273-4204.

Pipe Stress program **Lee Schwieger — Tulsa:** Do you have a pipe stress analysis program?

Fast-Fax sent him one via TTY and Dial-comm for cast iron and stainless steel pipe — he wanted one for plastic pipe. Anybody else want PIPE and PIPE? Anybody have a pipe stress program for plastic pipe?

FX Lines **John Clark — Philadelphia:** To determine how we can serve national accounts better, we need to know what cities have local phone service to what systems. Can you help?

See the attached list — current as of March 19, 1969.

Fast-Fax nomination for the "farthest-out" question:

Cut and Fill program

Dennis Sullivan — Chicago: Do we have a cut-and-fill civil engineering program?

Wayne Garber in Portland developed one presently stored in L.A. Mark II. Portland office sent him available documentation and let him try EARTH\$WG on Mark II.

Portable TTY's

Norm Wilson — Manhattan: What is the procedure for getting more portable teletypes for demonstrations?

It's done through an AR (Appropriation Request). Get your District and Region to consolidate needs and submit an AR.

Meryl Peterson — Houston: What is the delivery time for terminals in Antwerp, Belgium?

It took a cable to the Brussels IPC and Fast-Fax delivered the answer to Meryl — who had a customer moving to Europe and wants to use time-sharing there. Incidentally, it only takes eight days to get a terminal in Antwerp.

Fast-Fax is building a library of demonstration and general programs. The Pipe Stress Analysis program is typical of the programs we'll keep on file to send on demand. If you have programs that you would like to share with other Sales Reps., send them to Fast-Fax.

The Fast-Fax office will be the distribution point for off-line library programs. LIBOFF*** for Mark II, CATPUB*** and CATGEO*** for Mark I service.

FROM	TO
MILWAUKEE	CHICAGO
KANSAS CITY	CHICAGO
ST. LOUIS	CHICAGO
KANSAS CITY	CLEVELAND
CLEVELAND	CLEVELAND
CLEVELAND	CLEVELAND
COLUMBUS	CLEVELAND
DAYTON	CLEVELAND
DETROIT	CLEVELAND
INDIANAPOLIS	CLEVELAND
KANSAS CITY	CLEVELAND
LOUISVILLE	CLEVELAND
TOLEDO	CLEVELAND

CENTRAL REGION LOCAL PHONE SERVICE BY MARK I SERVICE

<u>TO</u>	<u>FROM</u>
CHICAGO	KANSAS CITY
CHICAGO	ST. LOUIS
CLEVELAND	CINCINNATI
CLEVELAND	COLUMBUS
CLEVELAND	DAYTON
CLEVELAND	LOUISVILLE
CLEVELAND	PITTSBURGH
CLEVELAND	PITTSBURGH
CLEVELAND	YOUNGSTOWN
DETROIT	TOLEDO

CENTRAL REGION LOCAL PHONE SERVICE TO MARK II SERVICE

<u>TO</u>	<u>FROM</u>
CHICAGO	MILWAUKEE
CHICAGO	MINNEAPOLIS
CHICAGO	ST. LOUIS
CLEVELAND	AKRON
CLEVELAND	BUFFALO
CLEVELAND	CINCINNATI
CLEVELAND	COLUMBUS
CLEVELAND	DAYTON
CLEVELAND	DETROIT
CLEVELAND	INDIANAPOLIS
CLEVELAND	KANSAS CITY
CLEVELAND	LOUISVILLE
CLEVELAND	TOLEDO

WESTERN REGION LOCAL PHONE SERVICE TO MARK I SERVICE

<u>TO</u>	<u>FROM</u>
BERKELEY	PALO ALTO
BERKELEY	SACRAMENTO
LOS ANGELES	GARDEN GROVE
LOS ANGELES	SANTA BARBARA
LOS ANGELES	SANTA BARBARA
PHOENIX	ALBUQUERQUE
PHOENIX	COLORADO SPRINGS
PHOENIX	DENVER
PHOENIX	SALT LAKE
PHOENIX	TUCSON
SEATTLE	PORTLAND
PHOENIX	LOVELAND

WESTERN REGION LOCAL PHONE SERVICE TO MARK II SERVICE

<u>TO</u>	<u>FROM</u>
BERKELEY	PALO ALTO
BERKELEY	SACRAMENTO
LOS ANGELES	DENVER
LOS ANGELES	GARDEN GROVE
LOS ANGELES	PHOENIX
LOS ANGELES	SAN DIEGO
LOS ANGELES	SANTA BARBARA
LOS ANGELES	SANTA BARBARA
PHOENIX	COLORADO SPRINGS
PHOENIX	SALT LAKE CITY
SEATTLE	PORTLAND

SOUTHERN REGION LOCAL PHONE SERVICE TO MARK I SERVICE

<u>TO</u>	<u>FROM</u>
ATLANTA	ANDERSONVILLE
ATLANTA	COCOA BEACH
ATLANTA	HUNTSVILLE
ATLANTA	MEMPHIS
ATLANTA	NASHVILLE
ATLANTA	ORLANDO
ATLANTA	PENSACOLA
BETHESDA	NORFOLK
BETHESDA	RICHMOND
DALLAS	AUSTIN
DALLAS	BATON ROUGE
DALLAS	CORPUS CHRISTI
DALLAS	FORT WORTH
DALLAS	HOUSTON
DALLAS	LAFAYETTE
DALLAS	NEW ORLEANS
DALLAS	OKLAHOMA CITY
DALLAS	PORT NEECHES
DALLAS	SAN ANTONIO
DALLAS	TERMINAL, TEXAS
DALLAS	TULSA

SOUTHERN REGION LOCAL PHONE SERVICE TO MARK II SERVICE

<u>TO</u>	<u>FROM</u>
ATLANTA	NASHVILLE
ATLANTA	ORLANDO
BETHESDA	ATLANTA

BETHESDA	BALTIMORE
BETHESDA	NORFOLK
DALLAS	FORT WORTH
DALLAS	HOUSTON
DALLAS	LAFAYETTE
DALLAS	NEW ORLEANS
DALLAS	OKLAHOMA CITY
DALLAS	TERMINAL, TEXAS
DALLAS	TULSA

EASTERN REGION LOCAL PHONE SERVICE TO MARK I SERVICE

<u>TO</u>	<u>FROM</u>
TEANECK	DEER PARK
TEANECK	HARRISBURG
TEANECK	MANHATTAN
TEANECK	MINEOLA
TEANECK	PHILADELPHIA
TEANECK	POUGHKEEPSIE
TEANECK	PRINCETON
TEANECK	ST. COLLEGE

EASTERN REGION LOCAL PHONE SERVICE TO MARK II SERVICE

<u>TO</u>	<u>FROM</u>
NEW YORK	MINEOLA
TEANECK	BRIDGEPORT
TEANECK	CORNING
TEANECK	BINGHAMTON
TEANECK	HARTFORD
TEANECK	MINEOLA
TEANECK	NEW LONDON
TEANECK	PHILADELPHIA
TEANECK	PRINCETON
TEANECK	ROCHESTER
TEANECK	ST. COLLEGE
TEANECK	SYRACUSE

EASTERN REGION LOCAL PHONE SERVICE TO DESK-SIDE SERVICE (605)

<u>TO</u>	<u>FROM</u>
KING OF PRUSSIA	BETHESDA
KING OF PRUSSIA	BETHLEHEM
KING OF PRUSSIA	ENGLEWOOD
KING OF PRUSSIA	MANHATTAN
KING OF PRUSSIA	NEWARK
KING OF PRUSSIA	SYRACUSE
KING OF PRUSSIA	WELLESLEY

NORTHEAST REGION LOCAL PHONE SERVICE TO MARK I SERVICE

<u>TO</u>	<u>FROM</u>
SCHENECTADY	BIG FLATTS
SCHENECTADY	JOHN CITH
SCHENECTADY	ROCHESTER
SCHENECTADY	SYRACUSE
SCHENECTADY	UTICA
WELLESLEY	HARTFORD
WELLESLEY	NASHUA
WELLESLEY	NEW HAVEN
WELLESLEY	PROVIDENCE
WELLESLEY	STAMFORD
WELLESLEY	WORCESTER

NORTHEAST REGION LOCAL PHONE SERVICE TO MARK II SERVICE

<u>TO</u>	<u>FROM</u>
SCHENECTADY	ROCHESTER
SCHENECTADY	SYRACUSE
WELLESLEY	MANHATTAN

