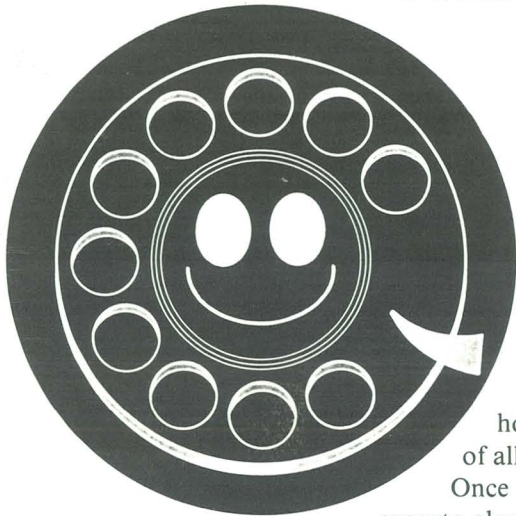# OUT-THINK ™

The Datapoint Marketing Newsletter

"Out-thinking our competition to help your customers out-think theirs"

No. 15

September 30, 1979

REMDOS makes Software Repairs by Phone

Software maintenance, diagnostics and repairs for Datapoint systems can now be as easy as a phone call!

In the past, serious software problems usually required on-site service. But with REMDOS (REMote Disk Operating System), a new software package, a qualified programmer can easily solve problems at another Datapoint system which may be thousands of miles away. The only requirements are that both sites have REMDOS software, 5500-series processors (including the 1800 and 3800), and modems and communications adapters.

With REMDOS the operator at the "master" site establishes a phone-line hookup with the "slave" system. The master processor then takes over control of all keyin and display functions of the slave processor.

Once the connection is established, the master operator may initiate and execute almost any DOS utility. Special REMDOS commands also enable the operator to send messages to an operator at the slave site or to transfer disk files. When the master operator signs off, he may even leave the slave system with instructions to execute a specified task. *(continued on page 6)*

COBOL upgraded to '74 standards

Good news for COBOL users -- '74 ANSI COBOL Release 3.1 (Document Number 9802) is now available. This release has been validated against the Federal Information Processing Standard.

The added features for this release are extensions of previous Datapoint COBOL releases, so that no modifications to existing programs should be necessary for current users. Programs written under either 1968 or 1974 ANSI COBOL will be supported.

Datapoint's COBOL is also endowed with interactive extensions which enable it to function on a stand-alone processor, much like DATABUS®/DATASHARE®. Datapoint COBOL programs can display, prompt, accept, convert and reformat input data, and process transactions as they become available.

Programs can be compiled and executed on processors ranging from the 1800 through the ARC™ system. Files created or used by Datapoint COBOL are fully compatible with other Datapoint-supported languages, as well as DOS utilities. These files may be structured sequentially, randomly or as ISAM files.

Executing on processors in a dedicated environment, '74 COBOL can be used to develop programs which execute quickly, while consuming a minimum of memory space.

On an 1800 or 3800 processor, '74 COBOL can utilize such features as a 1920-character screen, programmable function keys, inverse video, blinking, and interrupt key. All COBOL processors may use the audible beep and click features. In an ARCPAC™ (or other ARC configuration), these extended capabilities can be utilized to create an extremely powerful and versatile multi-station interactive COBOL system.

With another Datapoint extension to '74 ANSI COBOL, precompiled subprograms can be called from an interactive COBOL program, making structured programming easier. Program development is also simplified by the run-time debugger and the internal SORT feature, which can streamline the system flow of many applications. *(continued on page 9)*

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For internal use only

45 CPS codes, options changed

The 45 CPS Character Printer (Model Code Number 9601/9602) will be available for shipment on a limited basis from November through January. Beginning in February the printer will be shipped on a full production basis.

Also in February, the tractor feed (Model Code Number 9607), forms insertion guide (Model Code Number 0505), and automatic cut-sheet feeder (Model Code Number 9605) options will become available for shipment.

The legs for the 45 CPS printer are now considered to be a standard item, rather than an option. The legs will be included with all orders for the 9601/9602 printer, and will no longer have the separate Model Code Number of 9603.

New pricing will be announced soon to reflect the inclusion of the legs. Until then the price for purchase or lease of the legs must be added into the price for purchase or lease of the printer. A new Model Code number may also be issued to cover the printer with the legs included.

At press time, the 30 CPS Character Printer was still unavailable. Watch future OUT-THINKs for the latest news on the release of this printer. ■

The 45 CPS Character Printer is shown with standard equipment legs attached.
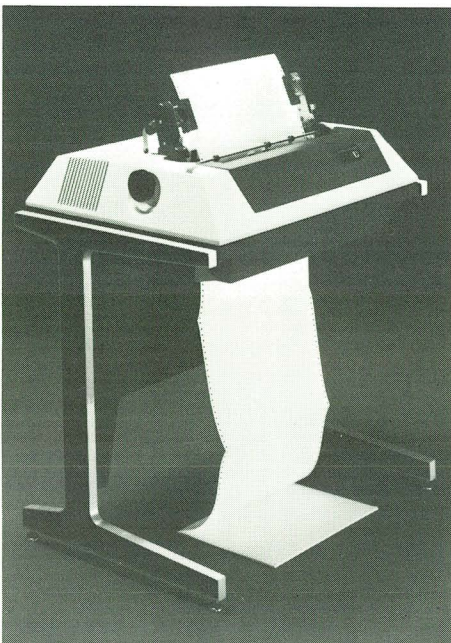
Board replacement upgrades 6600's

At the beginning of this fiscal year we announced two system configurations which featured 60K 6600 processors. These were the 4625 and 4635 DATASHARE systems.

In addition to being attractively priced (check your price lists), these systems have another very important advantage. They provide entry-level configurations which can easily grow with the user, without costly processor swapping.

In the past, when a customer outgrew his 5500 processor, he traded it for a 6600. In addition to the cost of the upgrade, the customer also had to pay for shipping, and installation, and removal of the 5500.

This cycle also cost Datapoint money for shipping, storing and refurbishing the 5500 trade-in.

Now, when a user starts his system with a 60K 6600, his system can be upgraded through the mail! To upgrade a small-memory 6600 or 6000, Datapoint mails the memory boards and the Customer Service Representative plugs them into the processor and takes the old boards back to Datapoint.

This method makes growth even easier for Datapoint customers -- and a system that grows is a system that remains. A system that remains will profit both the user and Datapoint.

Beginning in late October, customers may upgrade their 6600s to 248K of user memory. The upgrade kit will replace all of the memory boards in the 6600 with double sized (64K) boards.

When the expanded 6600 is announced, Datapoint can offer 6600 users increased buffering capability for file processors, and more virtual storage and user data area for larger DATASHARE programs. In the near future, COBOL applications will be able to utilize the extra memory.

The Utility Partition System (UPS) is not currently supported on this processor.

The 6600 memory upgrade kit, Model Code 0507, upgrades the 120K 6600 to 256K (248K of user memory). The list price is $3,200, monthly maintenance is $16, and installation is $125. This list price assumes that 128K of memory is returned to Datapoint. The price is higher without trade-in.

Several systems are available which are based on the expanded-memory 6600. Model codes and prices are as follows:

6040 -- ARC applications processor (256K), RIM, ARC software and documentation:

List price	$ 15,516
1-year lease	$ 568
2-year lease	$ 492
3-year lease	$ 435
Rental	$ 710
Maintenance	$ 90
Installation	$ 150

4730 -- DATASHARE processor (256K), 20MB dual disk and controller, Multiport, DATASHARE software and documentation:

List price	$ 35,900
1-year lease	$ 1,135

2-year lease		$ 1,015
3-year lease		$ 902
Rental		$ 1,419
Maintenance		$ 315
Installation		$ 700

4750 -- DATASHARE processor (256K), 120MB dual disk and controller, Multiport, DS software and documentation:

List price		$ 58,600
1-year lease		$ 2,055
2-year lease		$ 1,815
3-year lease		$ 1,635
Rental		$ 2,569
Maintenance		$ 491
Installation		$ 1,000

4735 -- ARC file processor (256K), 20MB dual disk and controller, RIM, ARC software and documentation:

List price		$ 35,900
1-year lease		$ 1,135
2-year lease		$ 1,015
3-year lease		$ 902
Rental		$ 1,419
Maintenance		$ 302
Installation		$ 670

4755 -- ARC file processor (256K), 120MB dual disk, RIM, ARC software and documentation:

List price		$ 58,600
1-year lease		$ 2,055
2-year lease		$ 1,815
3-year lease		$ 1,635
Rental		$ 2,569
Maintenance		$ 491
Installation		$ 1,000

BASICPLUS ready for 1500

A new software product for your 1500 customers -- BASICPLUS for the 1500 -- will be released on November 15. BASICPLUS software (Model Code Number 9804) will run on any 1500 with 60K of user memory.

This version of BASICPLUS includes all the facilities of BASICPLUS on our other processors, with several enhancements. One of the most significant of these is the ability to execute object code without compiling the program for each run. This saves the computing time necessary to compile each program.

Another enhancement prevents automatic creation of an input file which is referenced but does not exist. This feature reduces disk file clutter.

BASICPLUS software comes free with orders for the 1500 processor. Orders for 1500 BASICPLUS which are not part of a processor order will be charged the $500 license fee. Monthly maintenance for the software is $10, and the media charge is $15. ■

Response times cut by 2 hours

Customer Service has met their goals!

That means faster service in the coming year for the same price as last year!

Customer Service has improved their priority responses so dramatically that four- and six-hour priority response times have been reduced by two hours.

Customers who have contracted for four-hour or six-hour priority response will now receive two-hour and four-hour priorities, respectively.

This improvement in service comes at no extra charge.

Under the new priority response rate schedule, two-hour response will cost 20% of the customer's base maintenance rate. Four-hour response time will carry a charge of 12.5% of base maintenance, while six-hour priority is being dropped. ■

Which guidelines apply?

Which set of guidelines should you use when determining the operating environment for your equipment: the Product Specifications or the Site Preparation Guide?

It depends on your requirements and the requirements of your equipment. The Site Preparation Guide lists the environmental tolerances which give maximum efficiency and longevity for all Datapoint equipment.

On the other hand, the environmental tolerences listed in the Product Specifications for a product apply only to that particular product. These ranges represent the extremes under which the product can operate.

In general, the Site Preparation Guide should be the customer's first reference when preparing a suitable operating environment. Customers should refer to the tolerances listed in the Product Specifications only when harsh operating conditions cannot be avoided. ■

Don't let VFU's delay 160 CPS orders

Several orders for the 160 CPS Matrix Printer have been held up because the customer insisted on the optional mechanical VFU. In some cases it has turned out that the mechanical VFU was ordered, not out of necessity, but out of lack of understanding of the printer.

If a customer requires the printer to work unattended much of the time (as with DATAPOLL ™ slave and the AUTO feature), the mechanical VFU might be preferable. This is because the mechanical VFU will not lose its register after an interrruption, such as a power failure.

However, most other customers can handle all their applications with the standard electronic VFU. It is operated by setting two switches inside the printer cover. One switch allows the operator to adjust for forms ranging from 1 to 99 lines in length.

The second switch has settings for 6 or 8 lines per inch. At 6 LPI the maximum page length is 16.5 inches, and at 8 LPI the maximum length is 12.375 inches.

The standard electronic VFU sets the default top-of-form at wherever the paper happens to be when the power is brought up. The operator may change this by setting the RESET and FORM switches with the cover open.

The electronic VFU allows for the setting of only one form length at a time. The optional mechanical VFU can handle multiple form lengths in the same run by virtue of its carriage control chain.

Please review your current orders to verify your customers' requirements. Some of them might be waiting for a mechanical VFU that they don't really need.

More detailed information can be found in the 160 CPS Character Printer Product Specification, Document Number 60793 (price is $0.18 internal, $1.00 retail). ■

Important Pink Sheet correction

The new Master Price Schedule lists the 4635 DATASHARE System as including RIM Adapter and ARC Software and documentation (Page 13).

The 4635 DATASHARE System includes DATASHARE software and documentation, rather than ARC software and documentation. The RIM Adapter is not part of the package.

The listing should read:

4635   DATASHARE SYSTEM CONTAINS: Processor, 60K Dual Disk & Controller, 20 MB DATASHARE Software & Documentation

The pricing for this system remains as printed. ■

Upgrading to DS5-V2?

Act fast -- time's a-wasting

For a limited time only, DATASHARE V Version 1 users may upgrade to the new, improved Version 2 (Document Number 9812) without paying the software license fee.

Customers will not be charged the $500 software license fee if they upgrade to DS5-V2 before February 1, 1980.

DATASHARE V Version 2 is the new standard, and is on system packs being shipped from San Antonio. Current users may order their DS5-V2 on two cassettes, on two single-density diskettes or on one dual-density diskette. Customers are charged for the storage medium on which they choose to receive their DATASHARE software.

Users who plan to upgrade to DS5-V2 need the following additional software to support configuration of the interpreter: CHAINPLS 2.1, LINK 2.2, LIBSYS 1.3, and DOSEPT/REL 2.1. Also, FIXREL 1.3 is highly recommended for maintenence.

Since the configuration for DATASHARE has changed in the new version, users are also encouraged to order the DATASHARE V Version 2 User's Guide (Document Number 50450).

Regardless of the order date, DS5-V2 will carry a $10 monthly maintenence fee, in accordance with the New Software Fee Program (see Dataflashes #215 and #215A). ■

Copying language software is OK

COBOL, BASICPLUS and RPGPLUS language software is now serialized only by customer, rather than by processor. This means that customers may make as many copies of these packages as they need.

Under the new Software License Fee Schedule, all 9800-series software can be copied by customers for their own use. The Software Licensing Agreement applies to copies of the software as well as the original.

In the coming months, the screen displays for these products will be modified, so that the screens will no longer reflect serialization by processor. In the meantime, the message should be ignored. ■

3601 Lead Time 1-4 Weeks!

Following "Approved to Ship", effective immediately all 3601 orders will have a lead time between 1 and 4 weeks. Because of the quantities ordered in this initial phase, the 8200 delivery time has reached 17 weeks. In many situations, the 3601 will do the job - and is available now!

Model	Price	Lead Time
3601	$1370	1-4 weeks
8200	$1450	17 weeks

New Refurb Price!

Limited quantity on-hand for immediate delivery

Model	Price	Lead Time
3601	$995	1-4 weeks

Now available - 3601 Lease to Purchase Conversion!

Units installed on or before these dates may be converted at the corresponding purchase price.

9/30/79	9/30/78	9/30/77	9/30/76
$1370	$995	$800	$700

Bonus? Yes! Bonus!

Each 3601 unit converted from Lease to Purchase after having been on Lease for 6 months carries with it a $50 Bonus - in addition to the ISV percentage dollars and quota points already available in the FY '80 Compensation Plan.

3600 Today!

A data entry environment frequently requires a keypunch style keyboard, a detachable keyboard and keystroke clicks at the keyboard. These features are not currently available on the 8200, but may comfortably be handled by the 3600 series.

The 3601 now has an attractive Lease to Purchase Conversion Plan, and is competitively offered at $1370 new-build and at $995 refurb "like-new" purchase prices.

The 3601 lead time, following "Approved to Ship" is one to four weeks.

Today's datastations at today's prices (3601) will "mix and match" with tomorrow's need for additional datastations (8200) not requiring five function keys. In short, the customer is making an economical decision to acquire 3601's at today's prices.

Lease Renewal at lower rates

Expiring leases are now processed so as to automatically reduce monthly leases to $51 on 1 year contacts; $47 on 2 year contracts; and $42 on 3 year contracts. The customer may renew his contract for a longer term so as to enjoy even further price reductions. Renewal is done with a new EOS.

Site inspections available before delivery

Pre-installation site inspection is now available for customers who are anticipating delivery of large systems.

Before delivery of ARC, INFOSWITCH™ or mass storage systems, the Sales Representative or Systems Engineer for the site will accompany a Customer Service Representative on the inspection. After the inspection they will consult with the customer concerning his operating environment for the equipment.

The pre-installation inspection is performed as a courtesy, to let the customer know of any potential problems with the site. Correction of any problems with the site are still the responsibility of the customer.

Requests for pre-installation site inspections should come through the Marketing Division branch office or Regional Manager. These requests will be forwarded to the Customer Service District Manager.

To conduct a pre-installation in-spection for systems other than ARC, INFOSWITCH or mass storage requires special authorization. Regional Managers must request such authorization from the Vice President of Field Operations or from the Vice President and General Manager of Customer Service. ■
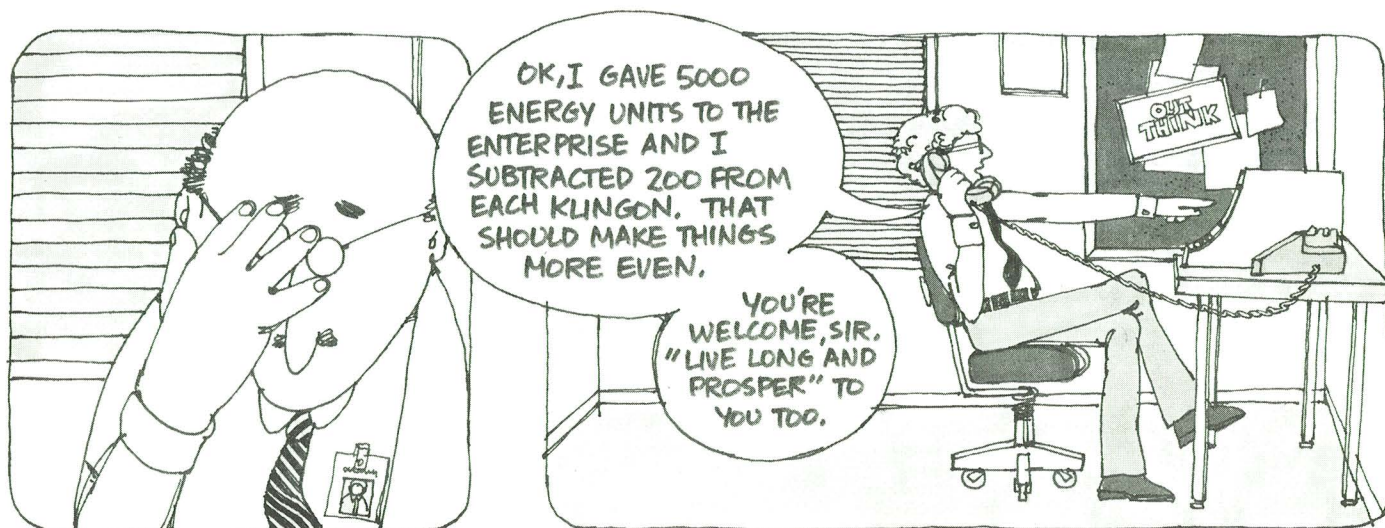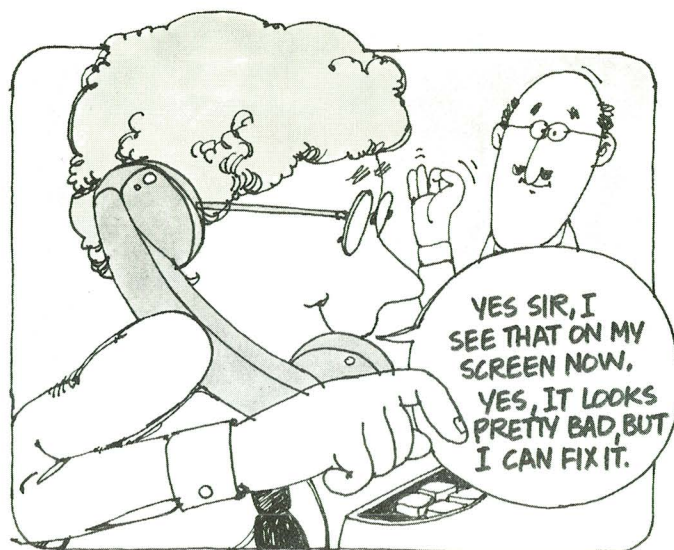
Typical applications for REMDOS

REMDOS should prove to be an indispensible aid to customers who have remote installations, or who must occasionally receive software-related assistance from Datapoint.

The diagnosis and repair capabilities will be of particular interest to customers who have their own software specialists, especially when the customer's systems are geographically dispersed.

Datapoint Systems Engineers will also be able to use REMDOS to trouble-shoot for distant customers who have the REMDOS package. This feature alone should account for significant improvement in service responsiveness.

Another distinct advantage of REMDOS is that programmers can perform maintenance tasks for remote sites that have no qualified personnel on hand. For instance, a programmer in one city can dial up and perform weekly disk file maintenance for a site in another city.

Because of a special REMDOS feature, the programmer does not even need to remain connected to the remote site while the file maintenance is performed. To accomplish this, the programmer creates a CHAIN file on his own system to perform KILLs, REFORMATs and other utilities. He then transmits the file to the slave site with REMDOS, and signs off with a command for the slave processor to begin execution of the CHAIN file. Telephone line costs can be greatly reduced by this feature.

A must for Domestic Sales Reps

Datapoint Independent Sales Representatives serve many customers who:

- are first-time computer users
- do not have their own programmers
- are users of special-application software which has been custom-designed by a Rep.

Independent Reps will find that REMDOS is the perfect tool for servicing customers in these catagories, as well as others. REMDOS can help the Reps save time and travel expenses, while providing their customers with better service response.

The hardware requirements

The hookup for REMDOS requires a synchronous communications adapter (9481, 9404 or 1800 ICA) and a Bell-compatible modem with a noncontinuous carrier at both the master and slave sites. The processors at both sites must have 5500-compatible instruction sets, along with some form of disk storage (either stand-alone or ARC-supported) and a minimum of 24K of memory.

REMDOS supports communications at up to 9600 baud over dial-up or leased lines.

Document numbers for REMDOS are:

20648 -- REMDOS on cassette $15.00
20649 -- REMDOS on diskette $15.00
40412 -- REMDOS on dual
      density disk $15.00
50465 -- User's Guide $ 2.50

REMDOS is an invaluable marketing tool which spans a broad width of our product line, giving us an upper hand in most competitive situations. Don't miss the opportunity to discuss REMDOS in your next Datapoint presentation! ■

Government sales support

Doing business with the federal, state or muncipal governments can present profitable marketing opportunities.

Government Sales Administration is an integral part of the Sales Support organization and is your home office support element in pursuing government business. Roy Mackrell, who was previously assigned to Customer Service Contract Administration, is a recent addition to the Government Sales Administration staff. Inquiries regarding bid or proposal requests for government business should be directed to Roy at extension 5086. ■

Have you seen this ad?

Since July, this ad has appeared (or will appear) in COMPUTER WORLD, DATAMATION, COMPUTER DECISIONS and INFOSYSTEMS.

The ad itself is simple in design but carries a strong message for Datapoint, our customers, our prospects and our competitors. Datapoint has developed and maintained a philosophy that is based on simplicity, functionality, compatibility and growth. This philosophy has developed into a reputation which applies to our products and to our way of doing business.

This reputation is the number-one product in our line and it is the most difficult product for our competitors to combat.

DATASHARE is the epitome of our philosophy and an important part of our reputation. As a product, it has grown to be the most useful and most sophisticated dispersed data processing system on the market today. Yet it retains all of the simplicity and compatibility of the DATASHARE of almost a decade ago.

Although DATASHARE has been enhanced many times since the first release in 1973, like the mousetrap, the basics remain the same. ■

Product Marketing moves to G.I.C. Life Bldg.
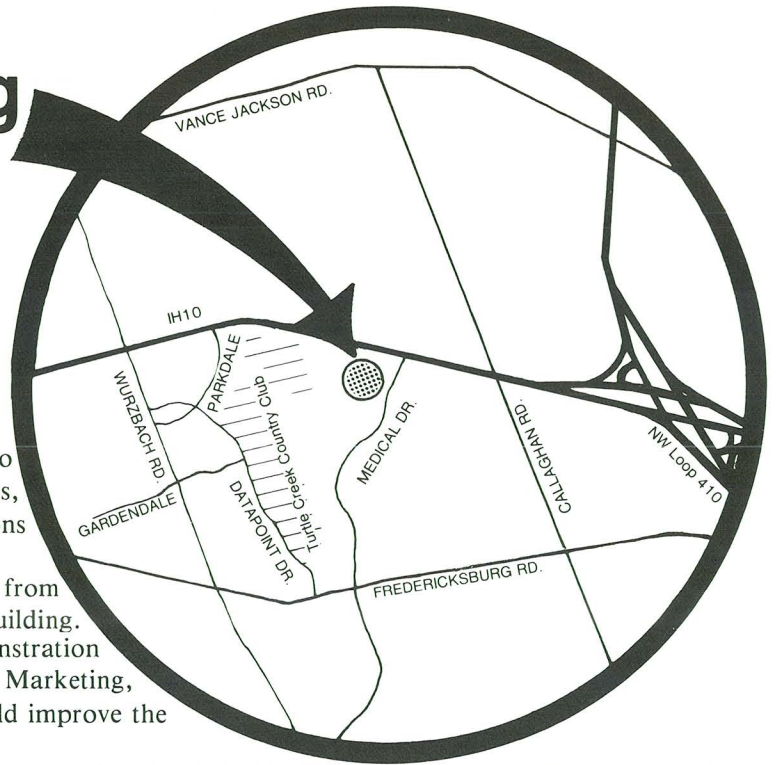
The newly completed G.I.C. Life Building in San Antonio is the new home for several Datapoint departments, including Product Marketing, Marketing Communications and Guest Services and National Accounts.

The new location, 9100 IH 10 West, is only a mile or so from the old offices, and just up the interstate from the Knoll Building.

Also housed in the facility is the new equipment demonstration room. The proximity of the demo room to Product Marketing, Marketing Communications and Guest Services should improve the effectiveness and convenience of Home Office visits.

Phone numbers remain unchanged for departments relocated to the G.I.C. Building. However, mail station codes have been changed as follows:

Product Marketing (including product managers and refurb). K15
Marketing Communications K05
Sales Support Administration K50
National Accounts. K40
State and Local Government K40
Sales Service Administration K50
Field Communications Systems K50
Guest Services K87

Come see the Product Marketing Staff in their new quarters in the G.I.C. Life Building, 9100 IH 10 West.

Significant order activity

Salesman	Office	ISV$
OPS I		
Dennis Hynes	New York (comm)	543,568
Ed McNamara	Beaverton, Oregon	457,097
Bailey Jacobs	Washington DC (comm)	261,820
Duane Englehardt	New Jersey	105,131
OPS II		
Tom Hooker	Cincinnati	732,330
Ron Briggs	Houston-energy	518,069
Carol Brooks	Dallas	269,163
Jean Ward	Memphis	253,722
Andre Faur	Atlanta	220,650
Neil Pietrangeli	Minneapolis	172,000

Notes on the new software fee schedule

The original announcement of the new Software Fee Schedule apparently left several points in question. The following explanations should dispell some of the confusion.

When ordering 9800-series software, which is to be loaded onto disk media for shipment, please use the following model codes. Do not use these model codes to order blank media.

Model	Description	Price
20650	Single density diskette & setup charge	$ 15
20651	Double density diskette & setup charge	$ 15
20652	2.5 MB cartridge & setup charge	$105
20653	10 MB cartridge & setup charge	$160
20654	25 MB cartridge & setup charge	$285
20655	60 MB cartridge & setup charge	$460
20656	Customer-supplied medium & setup charge	$ 10
20657	Load-on system pack setup charge	$ 10

As an example, an order for a COBOL compiler to be loaded onto a 10 MB cartridge would have 2 line items on an EOS:

20653	10 MB Cartridge & setup charge	$160

Another example -- an order for COBOL, RPGPLUS, ARC FP, ARC AP and DASP to be loaded onto a 60 MB DATASHARE System Pack (S4650) will require 6 line items on the EOS:

9801	ARC for FP	N/C
9802	COBOL	$1,500
9803	RPGPLUS	N/C
9807	ARC for AP	N/C
9809	DASP™	N/C
20657	Load-on system pack setup charge	$10

1500 emulates 3600.......

EM360015 is the Datapoint Datastation 3600 emulator which executes on the 1500 Processor. EM360015 allows a 1500 processor to serve as a replacement for a Datastation 3600 connected to a DATASHARE system. The program requires a 1500 processor with a miniumum of 32K memory. The communications hardware required depends on the type of connection desired, direct or remote. EM360015 is not compatible with concurrent jobs.

EM360015 provides the extra capability of directing the received data, or selected portions of it, to a printer and/or diskette file. In addition, the emulator allows data to be read from a diskette file and transmitted to the DATASHARE system on request from the DATASHARE program.

......and IBM 3780

MD378015 is the IBM 3780 emulator which executes on the Datapoint 1500 processor with a minimum of 32K memory. MD378015 will execute with a concurrent job if the processor has a minimum of 60K memory. This emulator does not completely replace any of the existing 3780 software, but may be used in place of the concurrent version if concurrent communications are not required. Most of the features of the 3780 are supported except the following: Cassette, Card Reader, Mag Tape, Servo Printer, Transparent and Conversational Mode. MD378015 uses the internal synchronous adaptor of the 1500 so no external adaptor is required, only a modem. ∎

COBOL *continued from front page*

For new COBOL users there is a one-time license fee of $1500, plus monthly maintenance charges of $20 per month. Current COBOL users who wish to upgrade may do so with no additional license fee charge. ∎

Refurb equipment currently available

Model	Description	Qty.	Price	Maint.	Install.
4220	2226 Processor, 5 MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	$11500 $10500 $9950	$175 $175 $175	$500 $500 $500
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	$17750 $16500 $15500	$207 $207 $207	$650 $650 $650
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks), Controller, DOS Software, Documentation	1-3 4-10 11+	$16500 $15250 $14250	$190 $190 $190	$620 $620 $620
4540	5500 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation		$29450	$420	$1000
4543	5500 Processor, 50MB Disk Storage, Controller, DOS Software, Documentation		$28200	$404	$970
4640 4644	Both: 6600 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation, RIM, ARC Software, Documentation		$36500	$525	$1000
4643	6600 Processor, 50MB Disk Storage, Controller, DOS Software, Documentation		$35250	$510	$970
4740	256K Processor, Dual Disks and Controller, 50MB, Multiport D/S Software and Documentation		$39100	$541	$1000
4745	ARC File Processor 256K, Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation		$39100	$541	$1000
2226	2200 Processor, 16K Memory		$4975	$95	$80
1108	Cassette 1100 Processor, 18K Memory		$3275	$63	$80
1131	Diskette 1130 Processor, 1 drive		$4775	$55	$125
1132	Diskette 1130 Processor, 2 drives		$5075	$72	$125
1133	Diskette 1130 Processor, 3 drives		$5375	$89	$125
1134	Diskette 1130 Processor, 4 drives		$5675	$108	$125
1152	Diskette 1150 Processor, 2 drives		$10950	$76	$125
1153	Diskette 1150 Processor, 3 drives		$11250	$92	$125
1154	Diskette 1150 Processor, 4 drives		$11550	$110	$125
1172	Diskette 1170 Processor, 2 drives		$11950	$78	$125
1173	Diskette 1170 Processor, 3 drives		$12250	$95	$125
1174	Diskette 1170 Processor, 4 drives		$12550	$116	$125

| Model	Description	Qty.	Price	Maint.	Install.
9382	Console Diskette Controller, 2 drives		$2450	$48	$50
9383	Console Diskette Controller, 3 drives		$2750	$66	$50
9384	Console Diskette Controller, 4 drives		$3050	$84	$50
9385	Freestanding Diskette Controller, 1 drive		$2150	$30	$50
9386	Freestanding Diskette Controller, 2 drives		$2450	$48	$50
9387	Freestanding Diskette Controller, 3 drives		$2750	$66	$50
9388	Freestanding Diskette Controller, 4 drives		$3050	$84	$50
9350	Console Front-Load 2.5MB Controller/Drive		$2975	$79	$125
9351	Freestanding Front-Load 2.5MB Controller/Drive		$2975	$79	$125
9354	2.5MB Extension, Removable Cartridge, (no controller)		$2400	$48	$125
9356	2.5MB Extension, Fixed Cartridge		$2400	$48	$125
9357	Console Front-Load 2.5MB Controller/Drive, 4K Buffer Memory		$3075	$72	$125
9358	Freestanding Front-Load 2.5MB Controller/Drive, 4K Buffer Memory		$3075	$72	$125
9370	Freestanding 2.5MB Mass Storage Drive/Controller		$9950	$150	$250
9371	2.5MB Mass Storage Drive Extension		$7750	$110	$125
9373	Console 2.5MB Mass Storage Drive/Controller		$9950	$150	$250
9291	60 LPM Printer, Parallel Interface		$2500	$50	$125
9292	60 LPM Printer, Serial Interface		$2500	$50	$125
9294	120 LPM Printer, Parallel Interface		$2875	$71	$125
9250	Console Servo Printer		$1595	$61	$125
9251	Freestanding Servo Printer		$1595	$61	$125
9231	80 cps Freedom Printer (serial)	1-3	$1750	$35	$125
9232	80 cps Freedom Printer (parallel)	4-10	$1600	$35	$125
		11-25	$1500	$35	$125
		26+	$1395	$35	$125
9235	160 cps Freedom Printer (serial)	1-3	$1995	$50	$125
9236	150 cps Freedom Printer (parallel)	1-10	$1850	$50	$125
		11-25	$1725	$50	$125
		26+	$1525	$50	$125
3601	Datastation Terminal		$995	$18	$20
3400	Com. Adaptor		$225	$15	$20
9401	Com. Adaptor		$450	$17	$15
9402	Com. Adaptor		$450	$17	$15
9404	Com. Adaptor		$450	$13	$15
9420	Com. Adaptor		$450	$13	$15
9453	Com. Adaptor		$450	$13	$15
9455 (001)	Com. Adaptor		$450	$22	$30
9460	Com. Adaptor		$450	$17	$30
9455 (004)	Com. Adaptor		$450	$22	$30

New!

Refurb Operations
Production Flow Diagram
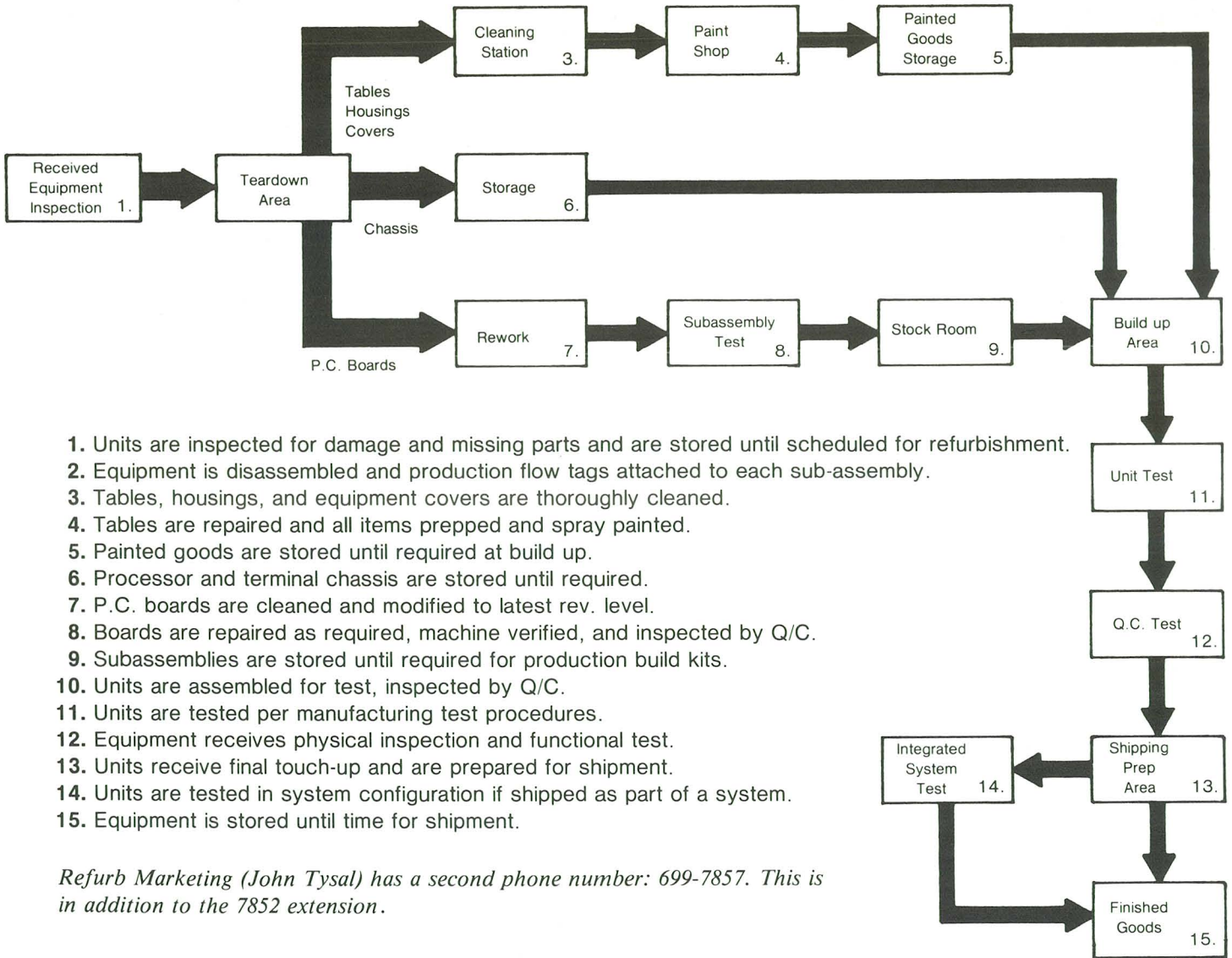
1. Units are inspected for damage and missing parts and are stored until scheduled for refurbishment.
2. Equipment is disassembled and production flow tags attached to each sub-assembly.
3. Tables, housings, and equipment covers are thoroughly cleaned.
4. Tables are repaired and all items prepped and spray painted.
5. Painted goods are stored until required at build up.
6. Processor and terminal chassis are stored until required.
7. P.C. boards are cleaned and modified to latest rev. level.
8. Boards are repaired as required, machine verified, and inspected by Q/C.
9. Subassemblies are stored until required for production build kits.
10. Units are assembled for test, inspected by Q/C.
11. Units are tested per manufacturing test procedures.
12. Equipment receives physical inspection and functional test.
13. Units receive final touch-up and are prepared for shipment.
14. Units are tested in system configuration if shipped as part of a system.
15. Equipment is stored until time for shipment.

Refurb Marketing (John Tysal) has a second phone number: 699-7857. This is in addition to the 7852 extension.

DATAPOINT CORPORATION
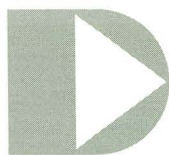
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