Box 1 1964 Letters from Olsen 6 of 6 102737375
Folder 9

DRAFT --- DRAFT --- DRAFT Folder Record

Title: Ken Olsen Collection

Author: Olsen, Kenneth H.

Arrangement: Series I: Letters to/Letters from

Imprint: 1964

Subjects:

Description: One folder

Notes: Letters from

Summary: Jan 6 to Prof. Donald A. Molony, Electrical Engineering Dept., Rutgers University: response to request (attached) for educational discount on PDP-5 with price quotation

Feb 13 to Virginius Vaughan, AT&T: request to connect PDP-6 to the telephone network so that any phone user could dial into a computer at Maynard

Mar 12 to Prof. Peter Elias, Electrical Engineering Dept., MIT: offer to donate additional core memory to MIT's PDP-1

Sep 14 to Dr. Brian Macefield, Dept. of Nuclear Physics, Oxford University: price quotation on PDP-7

Sep 16 to Ivan Sutherland, ARPA: discussing DEC's future plans regarding Flip-Chip modules and computers—PDP-6, PDP-7, and PDP-8 (formerly PDP-5); also mention of delivery of PDP-6 to Project MAC

Oct 14 to Desmond de Villiers Oxford: response to letter (attached) concerning manufacturing in South Africa

Oct 20 to Gordon Brown, Dean of Engineering, MIT: comments on the work of Jack Dennis

Dec 11 to John Leng: regarding a suggestion to make corporate ties with a large Canadian organization

Dec 30 to J.E. Smith, Computing Devices of Canada, Ltd.: response to letter (attached) regarding terms for order of DEC tape decks and control units

December 30, 1964

COPY

Mr. J. E. Smith
Vice President
Computing Devices of Canada Limited
P. O. Box 508
Ottawa 4, Canada

Dear Mr. Smith:

We have read over your letter in which you outlined your understanding of our attitude about Computing Devices of Canada building a militarized version of the DECtape. We feel that this is a good statement of our attitude and we look forward to working with you.

We wish to show our appreciation for the order for microtapes which we have received.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ecc

cc: Denny Doyle

TELEPHONE — AREA CODE 613: 828-2711
TWX 610-563-1632

CABLE ADDRESS - COMDEVCAN, OTTAWA
TELEX 013-439

Computing Devices
OF CANADA LIMITED
P.O. BOX 508 • OTTAWA 4 • CANADA

December 14, 1964

Digital Equipment Corporation
146 Main Street
Maynard, Mass.
U.S.A.

Attention: Mr. K. Olson
President

Subject: D.E.C. Tape Decks and Control Units

Dear Sir:

I would like to confirm our understanding of the results of the discussions held on December 1st between you and your staff and our Messrs. D. A. Bassett and N. Harding during their visit to your facilities on that date.

In addition to the specific questions raised by our representatives with regard to the immediate purchase by us of four of your Tape Decks and one Control Unit, our representatives were asked to discuss with you the possible arrangements under which Computing Devices could obtain circuit design data from you and permission to utilize this data to develop and produce an airborne militarized version of your equipment for a specific contract in process in Canada. Reviewing the report submitted by Mr. Bassett and Mr. Harding on these latter discussions, it is our understanding that your position is that:-

1. Digital Equipment Corporation were very interested in selling their present commercial equipment to the military but were not planning to develop a special system designed specifically to meet aircraft military environmental requirements.

2. Recognizing that Computing Devices have an immediate requirement for a military tape and control unit, and that a system of D.E.C.'s present general design could meet this requirement, you will have no objection to our proposal in which we duplicate your design, repackaging the equipment and reproducing the circuits to a requisite military standard.

3. Digital Equipment Corporation will be prepared to provide Computing Devices with a reasonable amount of technical support in this endeavour but will not under any circumstances accept any responsibility for problems which may arise during development or production of the Computing Devices configuration of the system.

. . . 2

I would like to advise that we are very pleased with the stand that you are taking in this matter. We are pleased to have your support and cooperation, and trust that our development expenditure in this area will result in a product which can become mutually beneficial in the future.

I would like to thank you for your reception and assistance to Mr. Bassett and Mr. Harding during their visit. I hope that you and your staff will schedule a visit to Ottawa in the near future and permit us to reciprocate.

Yours truly,

J. E. Smith

J. E. Smith
Vice-President

JES/gj

December 23, 1964

Mr. Frank Kernan
Product Planning Group
National Cash Register Company
Dayton 9, Ohio

Dear Mr. Kernan:

Mr. Olsen asked me to follow up on his visit with you a few weeks ago. We were very pleased to hear that you may have a possible interest in our PDP-8 computer in your product line as a programmable buffer.

Enclosed is the quotation on PDP-8's on an OEM basis. It has been several months since we did our pricing calculations on this machine so we have now taken the time to go over them again in detail.

Enclosed are some photographs of the PDP-8. This is designed to be an attractive table top computer for normal computation and is also designed to fit nicely into a standard 19 inch rack for applications which need larger cabinets or for OEM use. It consists of four boxes; two vertical boxes of logic which should be kept side by side as they are in the original design, a power supply, and a control panel. The power supply and control panel can be very easily made distant from the rest of the computer.

I am also enclosing copies of our PDP-8 handbook. If there is anything else I can do to be of service, please feel free to call on me.

Sincerely,

Nick J. Mazzarese
Computer Sales Manager

NJM:ecc

Enclosures

COPY

PDP-8 OEM Discount

The PDP-8 OEM discount is based upon a removal of standard DEC services from this product, as well as reduced manufacturing and selling costs. This savings is passed along to OEM customers.

Definition of OEM Customers

An OEM customer is defined as one who resells our product.

Terms of OEM Sale

The services which have been excluded in the OEM price are:

1) Programming and maintenance training courses.

2) Field installation and equipment acceptance at customers site.

3) Field maintenance of equipment.

4) Equipment manuals, software package and documentation.

These services are available for an additional fee to OEM customers. The following prices do not apply to the first unit purchased but do apply to all additional units.

OEM Price

PDP-8 (less cabinet and 33 ASR)	$15,280
33 ASR	$ 900
Cabinet	$ 300

Peripheral equipment prices are as shown on standard DEC price list.

A discount for quantity purchases is applied to the OEM PDP-8 price as follows:

		Price of PDP-8 (less cabinet & 33 ASR)
1 - 4	0%	$15,280
5 - 9	2%	14,974
10 - 24	5%	14,516
25-100	10%	13,752

digital EQUIPMENT CORPORATION
MAYNARD, MASSACHUSETTS

Also sent 6 copies of green PDP-5 manual

literature on the PDP-8
including Fortran Manual

8 Module Catalogs

8 FLIP CHIP Module Catalogs

8 System Modules

8 A/D Conversion Books

8 of anything on the PDP-7

December 23, 1964

COPY

Mr. Barton L. Weller, President
Vitramon Incorporated
Bridgeport, Connecticut

Dear Mr. Weller:

I want to thank you for the very pleasant visit I enjoyed at your plant. I enjoyed talking with you and hearing about your product plans. I found it particularly interesting to hear that you started the company to make monolithic component assemblies.

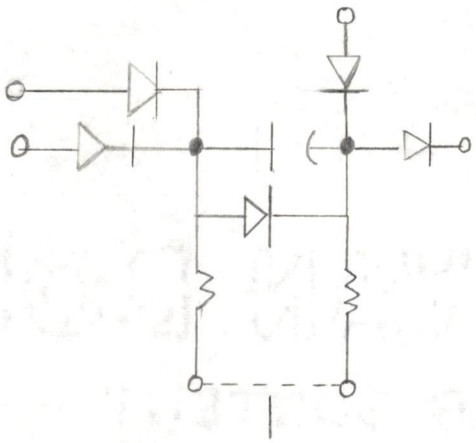
Enclosed are two schematics of circuits which we commonly use. From these you can get a picture of what we need. Enclosed also are a couple of samples of the ceramic piece we are using. We now pay less than two cents a piece for the bare ceramic piece and, with automatic silk screen machines and large belt ovens, we don't think our costs will be very high for putting down the conductors and resistors. The most significant cost is going to be in welding down the leads on the semiconductors. We are now buying our silvered barium titanate chips for capacitors.

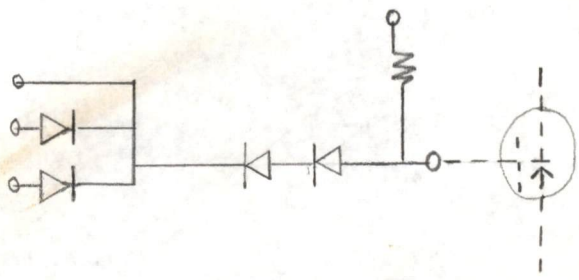
We would be very interested to hear if you have any ideas which might improve our product or lower our costs.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ncs
Enclosures





December 23, 1964

Mr. George E. Comstock
Director of Research and Development
Friden, Inc.
2350 Washington Avenue
San Leandro, California

Dear Mr. Comstock:

I want to thank you for taking the time to visit with me and to explain your ideas in those ways in which we might possibly help you. I have told Mr. Ken Larsen of our Palo Alto office about our conversation and he will contact you to see if there is anything else we can do for you.

Although we do not sell consulting time, we do have a number of experienced people who can be of service to our module customers. Gordon Bell, who conceived and did most of the design of our PDP-6 and PDP-7, will be happy to spend a certain amount of time giving suggestions to you.

Please feel free to call on me if there is anything I can do for you.

Best wishes for a most Happy Holiday.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

December 23, 1964

COPY

Mr. Charles F. Bruder
Vice President
The Singer Company
30 Rockefeller Plaza
New York 20, New York

Dear Mr. Bruder:

I want to thank you for arranging a very pleasant and profitable trip to Friden. We look forward to this developing into a worthwhile acquaintance for both organizations. I look forward to visiting the Friden facilities in Rochester and sometime I hope to visit the Singer labs. I do hope that you and the people from Friden will be able to visit us at Digital sometime after the holidays.

Enclosed is a copy of the report on the computer industry which we discussed last week. I am also enclosing a copy of a talk given by one of our Directors which I am sure you will be interested in. I don't pass this on to you because I believe it is the way one should run a business but because the ideas are very thought-provoking.

Best wishes for a very Happy Holiday.

Sincerely yours,

Kenneth H. Olsen

KHO:ecc

Enclosures

December 23, 1964

COPY

Mr. Martin Dublier
Executive Vice President
Friden, Inc.
2350 Washington Avenue
San Leandro, California

Dear Mr. Dublier:

I enjoyed the opportunity to visit with you last week. Our businesses are so closely alike and yet are so very different that I found this very interesting and very worthwhile.

I do hope that you will have the opportunity to visit us in Maynard and to see what we are doing.

Best wishes for a very Happy Holiday.

Sincerely yours,

Kenneth H. Olsen

KHO:ecc

December 23, 1964

COPY

Mr. Philip R. Samwell
President
Friden, Inc.
2350 Washington Avenue
San Leandro, California

Dear Mr. Samwell:

I want to thank you for the very gracious hospitality I received during our visit to Friden last week. I found this not only interesting but very worthwhile to see your facility and to hear about your organization. I do hope that we will find a way to work together in the future.

I do hope that you will have the opportunity to visit with us in Maynard when you are in the East during January.

Best wishes for a very Happy Holiday.

Sincerely yours,

Kenneth H. Olsen

KHO:ecc

December 22, 1964

COPY

Mr. George H. Hare
Director of Research
Friden, Incorporated
2350 Washington Avenue
San Leandro, California

Dear Mr. Hare:

I enjoyed the opportunity to talk with you the other day and to hear about your plans. I was particularly interested to hear of your interest in a PDP-8 for simulation work. We have not done any simulation work on the PDP-5 or 8 but I have asked Gordon Bell to call you to see if he does have any interesting information for you. Gordon is the one who did the original design work on this computer, in addition to the other computers we now have in production, and he does have some general experience in simulation.

Best wishes for a most Happy Holiday.

Sincerely,

Kenneth H. Olsen

KHO:ecc

December 14, 1964

COPY

Mr. George T. O'Dea
187 Gates Avenue
Montclair, New Jersey

Dear George:

We came out with our Annual Report a few weeks ago, and I thought you might like to have a copy. We worked hard at the end of the year and got quite a bit of equipment out and we are quite pleased with the year. We have a lot of new products now and are really working very hard to get them out the door but I think this year will show a significant increase in volume.

I wish for you and your family a very pleasant and happy holiday.

Sincerely,

Kenneth H. Olsen

KHO:ncs

GEORGE T. O'DEA

21 CUSHING ROAD, WELLESLEY, MASSACHUSETTS 02181

April 14, 1964

Dear Jen

At the moment of truth Harman Kardon wavered - so I took the job with Farrington.

We'll be moving to New York around July 1 - in the meantime I'm commuting on week ends

As I said before, best regards to you and Harlan and Stan

George

December 11, 1964

COPY

Mr. John Leng
Digital Equipment Corporation
11 Castle Street
Reading
Berkshire, England

Dear John:

This is a brief answer to the suggestion that we make corporate ties with a large Canadian organization.

Many American companies have tried this in Europe and in other parts of the world but very few of them have worked out satisfactorily. Most of these unhappy cases have developed in companies where there has been a language problem and where their parties haven't shared Anglo-Saxon attitudes on morality. However, after hearing so many of these unhappy stories, we have no interest to get involved in ties with other companies either within the United States or outside.

If you would like to have me write a formal answer to the letter which you received, please let me know.

We are very pleased with the results you are seeing in the United Kingdom now. I am hoping that you are so pleased with the results yourself that you plan to stay on for another year.

Sincerely yours,

Kenneth H. Olsen
President

KHO/eg

file

digital equipment corporation (UK) ltd.

11 CASTLE ST. - READING - BERKS
Telephone Reading 57231 - Telex 84327

GPF/HAR. 30th November, 1964.

Kenneth Olsen Esq.,
President,
Digital Equipment Corporation,
146 Main Street,
Maynard,
Massachusetts

Dear Ken,

Here in the U.K. we are approached from time to time concerning association with a U.K. Company, on more than just a customer basis and I write to gauge more exactly our Company policy,

The proposals in the attached letter from W.S. Elliott to John Leng (who has himself given us an LOI for a Display Control System ~~(~~PDP-7 and Type ~~3~~40~~)~~ contingent upon his Cambridge Grant) have been restated during recent meetings. The company concerned is Automatic Telephone and Electric Co. Ltd., whose general account brochure I pass on to you.

As I see it, there are short term advantages to us ~~(~~in making use of existing manufacturing facilities operating under the U.K. Flag. If we set up on our own, we are entirely independent, but will have to be content with a low, but safe, growth rate. However, the current political pressures make an association more important for us to consider and marketing problems would certainly be greatly reduced.

Normal import duty (14 or 20) our customers have a reasonable chance of recovering, but the 15% import surcharge they do not. I do not estimate this surcharge to be lifted before May, '65. The new Government emphasis is even more "buy domestic" and this has blocked a few sales. Our current fear is that the pound may be devalued, making us up to 30% less competitive. However, although the atmosphere is not yet improving, our sales prospects are quite bright (John Leng's report 10th November) and we are overloaded without having to invest in advertising to any large degree.

Contd....

We can avoid the political pressures by going more for the industrial market, but this means generally less chance of duty exemptions.

A manufacturing association such as the one suggested is not very favourable to either John Leng or myself. Having seen what happened when the ITT associate STC failed to make a cheaper PDP-1 copy (ITT ADX 7300 and 8300) in England, I do not believe the present U.K. non-automated manufacturing techniques would help to reduce the selling price in England. This excludes further drastic measures that this Government may take.

Perhaps you would care to write to Mr. Elliott yourself or, alternatively, let me have your comments on this matter so that I may pass them on.

Yours sincerely,

Geoff Finch

G.P. FINCH

ENCL:

December 11, 1964

COPY

Mr. Barton L. Weller, President
Vitramon Incorporated
Bridgeport, Connecticut

Dear Mr. Weller:

I want to thank you for the very pleasant visit I enjoyed at your plant. I enjoyed talking with you and hearing about your product plans. I found it particularly interesting to hear that you started the company to make monolithic component assemblies.

Enclosed are two schematics of circuits which we commonly use. From these you can get a picture of what we need. Enclosed also are a couple of samples of the ceramic piece we are using. We now pay less than two cents a piece for the bare ceramic piece and, with automatic silk screen machines and large belt ovens, we don't think our costs will be very high for putting down the conductors and resistors. The most significant cost is going to be in welding down the leads on the semi-conductors. We are now buying our silvered barium titanate chips for capacitors.

We would be very interested to hear if you have any ideas which might improve our product, or lower our costs.

Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

Enclosures

December 11, 1964

COPY

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Bridgeport, Connecticut

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Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

Enclosures

VITRAMON, INCORPORATED
Bridgeport, Connecticut

Barton L. Weller
President

November 30, 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

Thank you for taking the time from your Thanksgiving weekend to pay us a visit. Gil Goodman and I found the discussion to be very constructive in our program to become a supplier for monolithic component assemblies.

We look forward to receiving from you specifications of the kind of unit you are using. By directing our own programming in your favor, our capabilities may constitute an alternate source for you.

I hope your stay in Bridgeport was enjoyable.

Cordially,

Barton L. Weller

Barton L. Weller

BLW:pd

December 11, 1964

COPY

Mr. Rex A. Bristol, President
The Foxboro Company
Neponset Avenue
Foxboro, Massachusetts

Dear Mr. Bristol:

We want to thank you for taking the time to visit with us last week. I particularly enjoyed having the discussions with you because I feel that we have much to learn from organizations like Foxboro.

I am sending under separate cover a Memory Plane potted in plastic which is fascinating because this is the type which are included in the computers which Foxboro is using.

Thank you again for your very gracious visit.

Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

December 11, 1964

COPY

Mr. Rex A. Bristol, President
The Foxboro Company
Neponset Avenue
Foxboro, Massachusetts

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Thank you again for your very gracious visit.

Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

December 11, 1964

Mr. Raymond A. Shappy
Assistant Director
Computer Laboratory
University of Rhode Island
Kingston, Rhode Island

COPY

Dear Mr. Shappy:

I was surprised to hear of your serious interest in the beards we used in our advertisement but I am very happy to answer your questions. In searching for a subliminal message, I am afraid I draw a complete blank. I think we did it just for the fun of it.

No, I don't have a beard. I have never counted the beards but, out of the 700 employees, I think we have two programmers and one carpenter with beards. One machinist and the Manager of our Australian office each have a moustache. Theoretically, a beard and a moustache wouldn't affect any one prospect to advance through the organization. I never really thought of it before, but I'm wondering how I would look with a beard.

Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

December 11, 1964

COPY

Mr. Raymond A. Shappy
Assistant Director
Computer Laboratory
University of Rhode Island
Kingston, Rhode Island

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Sincerely yours,

Kenneth H. Olsen
President

KHO/mr

COMPUTER LABORATORY
UNIVERSITY OF RHODE ISLAND
KINGSTON, RHODE ISLAND

Win Hindle

November 25, 1964

Digital Equipment Corporation
Maynard, Massachusetts

Gentlemen:

Please direct this inquiry to the corporation executive who was responsible for the DEC advertizement which appeared on the last page of Communications of the ACM, November 1964 (Vol. 7, No. 11).

Two PDP consoles were pictured and the male model seated at each console wore a full beard. Had only one model appeared or had there been one bearded and one beardless model, I wouldn't have written. The use of two fully bearded models has piqued my curiosity beyond the point of control. I'm seriously interested to know what subliminal message this ad delivers.

Answer, too, if you will, these ancillary questions: Do you have a beard? How many managers and executives at DEC have beards? In your opinion, would the growth of a beard on one of your more competent engineers or scientists change his prospects for elevation into management? If whiskers make a difference, please describe that difference.

Thank you for serious consideration of this seemingly non serious topic.

Sincerely,

Ray Shappy

Raymond A. Shappy
Assistant Director

ras:geb

PS/ My degrees are in engineering and math but I'm really a frustrated Psych major!

RAS

WH 12/2/64

November 23, 1964

Local Board No. 4
Selective Service System
U. S. Custom House
Sixth and King Streets
Wilmington, Delaware

Re: Gail C. Belden, Jr. - S.S. #7-4-39-122

Gentlemen:

Digital Equipment Corporation (DEC) wishes to request continuation of an occupational deferment for Mr. Gail C. Belden, Jr., who became an employee of the Company on July 23, 1964. His current deferment will expire in December.

My letter of April 27, 1964 requesting a deferment for Mr. Belden contained all of the pertinent information relating to his educational background and his responsibilities as Computer Applications Engineer at DEC. If you need any further information in order to consider this request, we would be very happy to provide it.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

November 18, 1964

COPY

Mr. George Eisler
Eisler Associates
2754 Anchor Avenue
Los Angeles 64, California

Dear George:

I enjoyed very much spending the evening with you on Friday, November 13th. We have enjoyed this sort of informal interchange with our other competitors and we're sorry that we had to wait until you had separated from SDS before we got to know you.

If you have any ideas as to how we might cooperate, please be sure to let me know, and if I have any ideas or any suggestions for you, I'll let you know.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

November 17, 1964

COPY

Mrs. Ruth L. Kulow
170 Patton Drive
Cheshire, Connecticut

Dear Mrs. Kulow:

We are pleased to hear of your interest in DEC. We plan to issue annual reports regularly from now on and hope that you will continue to be pleased with our progress.

When DEC is prepared to offer stock publicly, the announcement will have to be made in a formal way and it is not possible for us to tell any individual ahead of time. I'm sure that as a stockholder of American Research and Development Corporation, you will be notified when the announcement is made. As we mentioned in the annual report, however, we do not have any plans for public issuance of stock.

Thank you for your interest.

Sincerely,

Kenneth H. Olsen

KHO:ech

170 Patton Drive
Cheshire, Conn.
November 8, 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corp.,
Maynard, Massachusetts.

Dear Sir;-

As a stockholder in American Research & Development I was pleased to receive a copy of your latest Annual Report.

I would be interested in buying stock in your corporation when you make a public offering and wonder if you could possibly inform me of said public offering some time in advance of the actual date. This would be greatly appreciated as I do not want to miss out on this opportunity. I have heard many favorable reports about your company from friends in the financial world.

Thank you in advance for your courtesy.

Yours sincerely

(Mrs) Ruth L. Kulow

November 11, 1964

COPY

Mr. Benjamin Kessel
President
Computer Control Company, Inc.
983 Concord
Framingham, Massachusetts

Dear Ben:

I enjoyed seeing you at the Fall Joint Computer Conference a couple weeks ago. We did get our annual report out and I am enclosing a copy for you.

I find that I do not have a copy of your annual report and I would like very much to see one if you have them available.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

November 11, 1964

COPY

Mrs. Bette Gurley
508 Main Street
West Concord, Massachusetts

Dear Bette:

We have just published our first annual report and have sent you a copy under separate cover.

We invested heavily last year in research and development of new products. The reception has been very good for these new products and we expect this present year to be very good.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

November 11, 1964

COPY

Mr. Horace Ford
100 Memorial Drive
Cambridge, Massachusetts

Dear Mr. Ford:

We have just published our first annual report and have sent you a copy under separate cover.

We invested heavily last year in research and development of new products. The reception has been very good for these new products and we expect this present year to be very good.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

November 11, 1964

COPY

Mr. Robert Everett
Vice President
The Mitre Corporation
Bedford, Massachusetts

Dear Bob:

We have just printed our first annual report and I thought you would like to see a copy of it. As you can see, we have invested a lot in engineering this last year and have come up with a new line of products. There has been a very good response to these products and this coming year looks very good.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

November 11, 1964

COPY

Mr. Robert Slater
Vice President
John Hancock Mutual Life Insurance Company
200 Berkeley Street
Boston, Massachusetts

Dear Bob:

Enclosed is a copy of a review of modern scientific management methods. I thought you might be interested in this because it presents many of the current ideas in outline form.

I don't like to hear this called "Management Science" because the word science implies more validity than some of these popular ideas deserve. I am also surprised that they didn't touch on management communications which are now possible with computers.

Two of the authors work at Digital and so I got this copy free of charge.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

November 10, 1964

Mr Albert J Kelley
Deputy Director
NASA
Electronics Research Center
Cambridge, Massachusetts 02142

Dear Mr Kelley:

Thank you for your letter of November 2nd addressed to Mr Kenneth H Olsen which has been turned over to the writer.

I shall attend the meeting on November 19th at the Bapst Library Auditorium Building at Boston College and shall plan to be there at 9:00 A M.

Sincerely yours

James P Hastings

JPH:ASJ
CC
K H Olsen

COPY

November 5, 1964

COPY

Dr. Seymour Tilles
Management Consulting Division
Boston Safe Deposit and Trust Company
100 Franklin Street
Boston, Massachusetts 02106

Dear Dr. Tilles:

Thank you for sending copies of your recent studies. We do not have any written history of our Company but if you would like to get the information by word of mouth, we will be very happy to co-operate with your current study.

Please feel free to call on us at any time.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

catalogs in back of file

BOSTON SAFE DEPOSIT AND
TRUST COMPANY



100 FRANKLIN STREET
BOSTON, MASSACHUSETTS 02106

AREA CODE 617 LIBERTY 2-9450

MANAGEMENT CONSULTING DIVISION

October 26th, 1964.

Mr. Kenneth Olsen
President
DIGITAL EQUIPMENT CORPORATION
Maynard, Mass.

Dear Mr. Olsen:

Our division, periodically, does a major research report on some phase of corporate strategy. Enclosed are two reports that we have recently published.

We are currently working on the special problems of strategic planning in the electronics industry. Our approach is to first examine in depth the recent history of the industry, to see what generalizations can be drawn from the experience of selected companies. To this we will add our own projection of significant trends, and then attempt to state their implications for companies in various segments of the industry.

If Digital Equipment Corporation has a document describing its history, this would be most helpful to us in completing the first phase of our study.

Cordially,

Seymour Tilles

Seymour Tilles (Dr.)

October 27, 1964

Mr. J. Alden Cheever
147 Ridge Road
Winchester, Massachusetts

COPY

Dear John:

I spent some time looking over the Church audio system and have some ideas as to what we should do. I have concluded that a big problem is that we have never agreed on a plan and then went about to follow it. Instead, we change and add to the system every week and the result is intolerable. I suggest that we form a committee, with you as chairman, that would formulate this plan. It could also assign responsibilities for watching the system during services.

I would suggest this committee consist of those who have experience or knowledge or can spend time in helping. I think it should have Dave and Paul and those who we think might help. I'm sure I cannot be chairman because I have been the critic for too long.

I see that we have two possible approaches to solving the problem. One is to put all our equipment in storage and go back to the original Stromberg-Carlson amplifier in the little box on the auditorium floor with a locked door over it. People then have the choice of turning on the power or leaving it off and there are absolutely no knobs available to be touched. The only thing we'd have in the audio room then would be the radio and the tape recorder. We had very few complaints about the audio system when things were run this way.

The other alternative is to rebuild the large box which was custom-built for us so that it will work. It also can be made much, much simpler. It would then be used to drive the auditorium, the other rooms, the tape recorder, and an emergency tie for the radio. I would suggest that we leave the radio completely separate for normal use. The way the system is now hooked up with all the thousands of dollars worth of equipment, it does nothing more than the original Stromberg-Carlson unit did when it was in the box on the first floor.

Even before we form the committee, however, we can, with just two of us, go around and adjust the loud speakers so that people can at least hear. That's the only real complaint we have right now, aside from some random noise coming through the system.

Friday nights would be a good time to have our committee meetings and this inftial tuning up of the loud speakers you and I might do Friday night if you're in.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Typed and signed in Ken's absence

COPY

October 21, 1964

COPY

Better Business Bureau of
Metropolitan Boston, Inc.
52 Chauncy Street
Boston, Massachusetts 02111

Gentlemen:

We are in receipt of your invoice of October 1, 1964, in the amount of $90.00.

Kindly cancel our membership as the company does not wish its renewal.

Very truly yours,

(Mrs.) Lois Evans
Accounts Payable

LE/lwl

cc: E. Holmes

October 21, 1964

Dr. Gordon Brown
Dean of Engineering
Massachusetts Institute of Technology
Cambridge, Massachusetts

Dear Dr. Brown:

Professor Fano asked if I would send a note to you telling of our opinions of Jack Dennis. We are pleased to do this because we think highly of Jack and his technical capability. DEC has had regular contact with Jack for the last several years and we have, at times, used him as a consultant.

I have asked several of our people who have contact with Jack what their opinions were and I have received only favorable comments (except that, at times, he has recommended manufacturers other than DEC.) When we have worked with him, everyone has great respect for his technical judgment. We have been pleased to observe that the projects which he has started at MIT have been completed, even though he does not have the facilities and personnel available in the industry.

When we have used him as a consultant, we have usually taken his advice. We have just lately used his consulting to develop our plans for multi-processor development and his ideas are the basis of our plans.

Many of our people are young, bright fellows, not long out of MIT, and exceedingly critical of others. The fact that they are positive in their reactions to Jack Dennis, I think, is significant.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

October 19, 1964

Mr. Vernon R. Alden
29 Park Place
Athens, Ohio

Dear Vern,

We would like to invite you and Mrs. Alden to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

COPY

October 19, 1964

Mr. John Barnard, Jr.
Mass. Investors Trust
200 Berkeley Street
Boston 16, Massachusetts

Dear Jack,

We would like to invite you and Mrs. Barnard to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

COPY

October 19, 1964

Mr. Wayne P. Brobeck
5028 Westpath Terrace
Washington 16, D. C.

Dear Wayne,

We would like to invite you and Mrs. Brobeck to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

COPY

COPY

October 19, 1964

Mr. William H. Congleton
American Research and Development Corp.
200 Berkeley Street
Boston 16, Massachusetts

Dear Bill,

We would like to invite you and Mrs. Congleton to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

COPY

Mr. Arnaud de Vitry
Post Office Box 41
Villars-sur-ollon
Vaud, Switzerland

Dear Arnaud,

We would like to invite you and Mrs. de Vitry to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

Mr. Jay W. Forrester
11 Holden Wood Road
Concord, Massachusetts

Dear Jay:

We would like to invite you and Mrs. Forrester to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

KHO:ncs

r.s.v.p.

COPY

October 19, 1964

COPY

Mr. Henry W. Hoagland
American Research and Development Corp.
200 Berkeley Street
Boston 16, Massachusetts

Dear Harry,

We would like to invite you and Mrs. Hoagland to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

COPY

October 19, 1964

General Georges F. Doriot
American Research and Development Corp.
200 Berkeley Street
Boston 16, Massachusetts

Dear General Doriot,

We would like to invite you and Mrs. Doriot to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

October 19, 1964

Miss Dorothy E. Rowe
American Research and Development Corp.
200 Berkeley Street
Boston 16, Massachusetts

Dear Dorothy,

We would like to invite you to join us at a lobster dinner on November 10, following our Board of Directors meeting. Cocktails and dinner will be served in the French and Adam Rooms at The Ritz-Carlton Hotel in Boston beginning at 6 p.m.

We look forward to seeing you then.

Sincerely,

Kenneth H. Olsen

r.s.v.p.

COPY

K. Olsen

October 16, 1964

Mr. Robert Leonard
ITT Data and Information Systems Division
P. O. Box 285
Paramus, New Jersey

COPY

Dear Bob,

Enclosed is the signed copy of your letter dated October 6, 1964 permitting you to copy without charge the information in our manual "Programmed Data Processor-6 Handbook" (F-65).

I should like to stress that when modifications by ITT are made in this handbook, the statement "ITT has written part of this document" be included as part of this agreement.

If you have any questions, please feel free to contact me.

Best personal regards,

R. L. Lane

RLL/pam
Enclosure: 1

ITT

DATA AND INFORMATION SYSTEMS DIVISION

P. O. BOX 285

PARAMUS, N. J.

TWX 201 262 0421 07652 201 CO 2-8000

October 6, 1964

Digital Equipment Corporation
Maynard
Massachusetts

Gentlemen:

When proposing to supply the ITT 9000 System (PDP-6) to prospective customers, it is often necessary for ITT DISD to furnish, or agree to furnish upon delivery, discriptive material concerning the equipment.

In most instances the information contained in your copyrighted "Programmed Data Processor - 6 Handbook" will satisfy this requirement.

Accordingly, your permission is requested to copy without charge such information for the aforementioned purpose, with leave to make appropriate modifications therein to reflect those changes in equipment designation and identification as are made when the same is supplied by ITT and to add such supplementary data as may be necessary to cover any peripheral equipment offered or furnished as part of the System.

Material prepared in accordance with the foregoing will indicate that it was printed with permission of the Digital Equipment Corporation as copyright owner.

Very truly yours,

Robert A. Leonard

Robert Leonard
Vice President

The above request is hereby granted.
DIGITAL EQUIPMENT CORPORATION
By _____
President
Dated October 1964

October 16, 1964

COPY

Technicolor Corporation
Commercial and Educational Branch
123 South Hollywood Way
Burbank, California

Attention: Dept. WJ 10

Gentlemen:

Please rush me illustrated material on the Technicolor 8mm. Projectors and Magi-Cartridges. Send me Source Directory on Educational Single Concept Firms. I am particularly interested in equipment for selling.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

October 15, 1964

COPY

Mr. J. W. Birkenstock
Vice President
International Business Machines Corporation
Armonk, New York 10504

Dear Mr. Birkenstock:

Thank you for your invitation to be your guest at dinner on Wednesday, October 21st at the Wilshire Country Club in Los Angeles. I am sorry that I will not be able to join you.

Digital Equipment Corporation does not manufacture equipment for normal business applications but we would like to hear more about your organization.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

IBM International Business Machines Corporation

Armonk, New York 10504

Office of Vice President

October 5, 1964

Mr. Kenneth H. Olsen
President
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Mr. Olsen:

Knowing that many of the leaders of companies in our industry will be in Los Angeles for the Business Equipment Exposition at the Memorial Sports Arena and for the BEMA Conferences and Annual Meeting at the Ambassador Hotel during the week of October 19, we are planning an informal get-together of the principal officers of companies in our industry.

I am pleased, as Chairman of the Business Equipment Manufacturers Association, to invite you to be our guest for cocktails and dinner at 6:30 p.m. on Wednesday, October 21 at the Wilshire Country Club in Los Angeles.

There will be no formal program - informal discussion, renewal of old friendships and the making of new ones will be the order of the evening.

Although your company is not yet a member of BEMA, we thought that you would appreciate the opportunity of meeting with the key men in our industry. Speaking on their behalf, I know that they will be most interested in having you meet with them on this occasion.

I do hope that you will let me know that you can join us on the 21st.

Sincerely yours,

J W Birkenstock

J. W. Birkenstock

JWB:jh

October 14, 1964

COPY

Mr. Desmond de Villiers Oxford
38 Melinda Street
Toronto 1, Ontario, Canada

Dear Mr. Oxford:

I want to thank you for considering Digital Equipment Corporation as a possible computer manufacturer to fill the need in South Africa. We were, of course, fascinated by this idea and your enthusiasm does tease our imagination. However, during the last month we have been clarifying our plans for overseas operations and have concluded that, for now, we should more intensively concentrate on the subsidiaries we have started in Canada, Australia, and on the Continent of Europe.

Thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

DESMOND DE VILLIERS OXFORD
— COMPUTER APPLICATIONS —
MINING AUTOMATION CONSULTANT

TELEPHONE: 362-4641

38 MELINDA STREET
TORONTO 1, ONTARIO

9th Sept. 1964.

— STRICTLY CONFIDENTIAL. —

The President,
Digital Equipment Corporation,
Maynard, Massachusetts. 01754.

Dear Sir,

I have had correspondence delivered to me to-day, from Southern Africa, requesting me to act as a consultant in acquiring a computer manufacturer who is willing to manufacture, or partially manufacture, computers in that area.

Naturally my thoughts turned to your organization as you are well-known in the manufacture and supply of computer modules.

I believe that a suitable company can be formed and got under way in a very short time as S.A. is well equipped for electronic manufacture and research. The skills are there and the market is there if we can produce a machine at the right price. By manufacturing in the country you will be eliminating the 20% import duty. The first year's sales ought to be not less than 100 machines and that is a suitable rate to build on. In three years you will eliminate most competitors.

Please let me have your reactions.

Yours sincerely,

Desmond Oxford. M.S.E. etc.

D. deV. OXFORD.

P.S. Letter follows.
D.

October 13, 1964

Boston Section, IEEE
313 Washington Street
Newton, Massachusetts 02158

Gentlemen:

Please register the following people from our Company in the six week lecture series on Microminiaturization and Integrated Circuits to be held between October 15 and December 3, 1964 at the M.I.T. Lecture Hall.

Mel Arsenault - reg. at door
Gordon Bell
* Roland Boisvert
Emile Chevrier
Derrick Chin
Ed de Castro
* George Gerelds
* Steve Lambert
* Miss Ai Tsung Lu
Paul O'Malley
* Robert Savell
Lawrence Seligman
Ken Senior
Jack Shields
* Tom Stockebrand
Pat Sullivan
* Dan Wardimon
Larry White

Enclosed are two checks amounting to $220.00 to cover the registration fee.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech
Enclosure

* Member of IEEE

COPY

CONCEPTS
F SYSTEMS

MEETINGS, 7:00 TO 9:30 PM, PRESENTING ELECTRIC UTILITY INDUSTRY FROM AN

Large Units - Methods of Economic Com-
nd General Trends - Transmission Planning
ms - Heat Rate Economics - Production

e Design - Tandem and Cross Compound
Temperatures - Sizes and Ratings - Steam
Cycle - Turbine Generators - Exciters.

S

nes - Combination Gas and Steam Turbines
Operating - Operating Experience with Gas
- Diesel Units.

Way Determination - Conductor Size and
g Lightning Performance - Switching Surge
- Report on EHC Projects (Apple Grove

Time to Visit Nerem

QUIPMENT

s, Arresters, Breakers, Disconnects, Switch-
rs and Series Capacitors and Instrument

D FUTURE TRENDS

Protective Relay Developments (Electro-
isory Control and Remote Data Logging -
Computers (Experiences, Trends and Prob-

BOSTON EDISON COMPANY
AUDITORIUM
1165 MASSACHUSETTS AVE.
DORCHESTER, MASS.

IEEE MEMBERS $10.00
NON-MEMBERS $15.00

F SPACE IS AVAILABLE — $2.00 EXTRA

MICROMINIATURIZATION AND INTEGRATED CIRCUITS

SIX THURSDAY EVENING LECTURE MEETINGS, 8:00 TO 10:00 PM, PRESENTING THE LATEST DEVELOPMENTS, TECHNIQUES AND APPLICATIONS IN THIS IMPORTANT NEW FIELD.

The Boston Section of IEEE will present a six-week lecture series on Integrated Circuits this fall. These two-hour talks by recognized technical leaders in the field will be presented in the Boston area on successive Thursday evenings, between October 15 and December 3, 1964. Admission will be by subscription. Since the Boston area is one of the country's foremost electronics centers, a very large enrollment for this lecture series is anticipated and hence early registration is suggested.

Some of the lecture subjects to be covered are: 1) the history and development of microminiaturization; 2) the multi-chip approach; 3) basic silicon planar and thin film technology; 4) digital monolithic circuits; 5) linear monolithic circuits; 6) a critique on the past and present situation in integrated electronics and what the future of molecular electronics holds.

Speakers are being recruited from the West Coast and other locations, as well as the New England area, in order to provide experts to cover each individual topic.

The subject matter to be discussed is not satisfactorily covered in any textbook now available. Every electronic engineer should be actively interested in attending since the future of electronics will be heavily involved in integrated circuits. It has been reported that, "Thirty-three percent of all current military circuits can be fulfilled by integrated circuits, according to Texas Instruments, Inc. By the '65 to '68 time period, the level will rise to 50% and to 75% by 1972." General Electric Company generally concurs and suggests a further breakdown. "By 1966," the company says, "new military equipment will carry the following percentages of microelectronic circuits: computers (90%) data processing (75%), communications (85%), controls (55%), large (20%), and small radars (70%)." Many in industry predict a market totaling well over several billion dollars during the next six years.

On six consecutive Thursdays 8:00-10:00 pm
(Excluding NEREM week and Thanksgiving Day)
BEGINNING OCTOBER 15th

LOCATION
MIT LECTURE HALL 26-100
CAMBRIDGE, MASS. LA 7-5

PLEASE REGISTER ME FOR THE 1964 FALL LECTURE SERIES
☐ POWER SYSTEMS ☐ INTEGRATED CIRCUITS
MY CHECK IS ENCLOSED FOR .....
NAME .....
ADDRESS .....
.....

MAKE CHECKS PAYABLE AND MAIL FORM TO:

BOSTON SECTION, IEEE
313 WASHINGTON STREET
NEWTON, MASS. 02158

October 13, 1964

COPY

Colonial Theatre
106 Boylston Street
Boston, Massachusetts

Dear Sir:

Please send me five (5) 1st balcony tickets for the Wednesday, October 21 Matinee of "Trial by Jury" and "H. M. S. Pinafore." Enclosed is a check in the amount of $21.

Sincerely,

Kenneth H. Olsen

October 12, 1964

COPY

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

Dear Ivan:

Tom Stockebrand asked me to send a note to you outlining our plans for building equipment in the future and how it might fit in with the work which Wes Clark is proposing. Our plans are quite well laid out for the immediate future and we are quite pleased to hear of Wes Clark's plans because in no way do our plans compete or duplicate his work.

Our plans for hardware are to continue to expand our Flip-Chip modules to use cermet integrated circuits like we've been using for a couple years but with semiconductors and, to a limited degree, monolithic integrated circuits in the same package. Our sockets on mounting panels are arranged for automatic wire wrapping and we hope that Wes will use our modules assembled in groups for his modular computers because we can so readily automatically wire up the pieces.

Our plans are to continue to improve our three present general purpose computers -- the PDP-6, PDP-7, and PDP-8 (formerly PDP-5.) Our work will be concentrated on making the 7 and 8 faster and less expensive and the PDP-6 into multi-processor configurations with a lower unit cost. Immediate plans are to continue to make Chinese copies of Wes Clark's original LINC and we have not yet decided as to whether it would be worthwhile to make a modernized LINC. We could, of course, make one with less cost and faster speed but it would be a significant investment.

We have no intention to build a computer the type Wes is interested in because software, for a simple computer, costs us so much money that we cannot conceive of making software for an expandable computer like Wes is talking about. If anyone else proposed this computer, I would have said that he was naive and that it was impossible but, because of the respect we have for Wes, we feel that he must know what he is doing.

Give me a call sometime if you would like to discuss this in detail. You might be interested to hear that we delivered our first PDP-6 to Project MAC on Tuesday. The movers dropped it off at 5:30 in the afternoon and the fellows started plugging the cables together and at 6:30 it was running the program which had been left in the memory when it was packaged for shipping.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

COPY

October 8, 1964

Dr. Hans K. Flesch
7 Chemin de la Metairie
Pully, Switzerland

Dear Dr. Flesch:

John Ackley has suggested that we write to you about our interest in beginning an operation in France. As he may have mentioned, DEC started a sales subsidiary in Germany last year and one in England just six months ago. We feel that a similar venture in France is important as we cannot effectively reach the French market from England or Germany.

In addition, we are considering the possibility of appointing a Manager of European Sales to be based in Europe. It seems apparent to us that we need either an American or someone very familiar with American marketing practices to plan and manage these efforts.

We have a great deal of confidence that our products, if effectively sold, will do very well in Europe. If you are interested in these possibilities, I would be pleased to receive your ideas. Should you plan to be in the United States during the next few months, we would like to have you visit us in Maynard. If that is not possible, we will have to work out other arrangements to meet with you.

I look forward to hearing from you.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

September 18, 1964

Clerk
Municipal Court of the City of Boston
Room 101, New Court House
Pemberton Square
Boston 8, Massachusetts

COPY

Dear Sir:

Enclosed is a parking ticket that I received while being parked along side of Park Street Church. I am an officer of the Church and was there on Church business and would like to be excused from the fine.

If you feel I should pay the fine, please return the ticket and I will mail the fine to you without argument.

returned as Ken sent check on 9/28 eh

Please note that, although the ticket said the parking was in front of No. 3 Park Street, it was actually in front of No. 1 Park Street, which is Church property and the painted curb is left over from the time Roberts Furs Company occupied part of the building.

Sincerely yours,

Kenneth H. Olsen

September 18, 1964

COPY

Mr. Mogens Rand
12 Sherwood Drive
Bedford, Massachusetts

Dear Mr. Rand:

I am sorry that I haven't given you some answer to your proposal on doing business in Europe. We have been trying to clarify our attitudes and plans but I am afraid that, even after this delay, we are still not clear as to what we should do in Europe and I think that it will be a few more weeks before we have our ideas clarified.

Thank you for sending the clipping along to me. I'll let you know as soon as we have more definite ideas on what we plan to do.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

KHO file

September 18, 1964

COPY

Mr. G. E. Forsythe, President
Association for Computing Machinery
211 East 43 Street
New York 17, New York

Dear Mr. Forsythe:

I have received your letter of September 8, urging that we become an Institutional Member of the Association for Computing Machinery. We are happy to accept your invitation and will enclose our check for $500.00 to cover the annual dues. I would like to designate as our representative Harlan E. Anderson who is Vice President of Digital Equipment Corporation.

We wish you continued success in your plans for maintaining and extending the important work of the Association for Computing Machinery.

Sincerely,

Kenneth H. Olsen
President

KHO:ncs
Enc: $500 Check.

COUNCIL

G. E. FORSYTHE, PRESIDENT
H. S. BRIGHT, VICE PRESIDENT
E. H. JACOBS, SECRETARY
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A. J. PERLIS
D. M. YOUNG, JR.

ASSOCIATION FOR COMPUTING MACHINERY 211 EAST 43 STREET NEW YORK 17, NEW YORK

September 8, 1964

Mr. Kenneth Olsen, President
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Mr. Olsen:

I am writing to you to urge that Digital Equipment Corporation become an Institutional Member of the Association for Computing Machinery. As you know, the field of computers and information processing has been growing at an unprecedented rate. I am sure that you share my conviction that the acceleration is still positive and will continue to be for some time to come. The ACM is the organization for personnel working in this field.

We are soliciting your membership in order to support both our continuing services to our membership as well as some services which we believe ought to be added to our program. Our current services include the publication of COMMUNICATIONS OF THE ACM, COMPUTING REVIEWS, and the JOURNAL OF THE ASSOCIATION FOR COMPUTING MACHINERY; support of more than 79 local chapters of both regular members and student members; support of special interest groups for particular sub-areas of information processing; conduct of an annual national meeting and some regional meetings; a visiting scientists program to universities; a national lectureship program for chapters; and an education program for persons outside the profession.

An example of an additional service which we would like to provide is the following: many of our members are engaged in using information processing methods which will be obsoleted by new techniques. We need a concerted effort of internal education to prepare our members for continuing growth with the field.

I have enclosed a brochure describing ACM Institutional Membership as well as a current list of Institutional Members. You will notice that several of your corporate colleagues are already members. If you believe in the philosophy of professional organizations as a force to improve the communication of information, to promote the advancement of the

state-of-the-art, to facilitate the education of its members and to properly depict its field to the lay public, then you will want to support the ACM.

We would be pleased to add Digital Equipment Corporation to our list of Institutional Members.

Sincerely,

G. E. Forsythe

G. E. Forsythe
President

GEF:ph
encl.

P. S. I, some member of the ACM Council, or Mr. J. D. Madden, our Executive Director, would be pleased to call on you if you would like additional information on the ACM.

Institutional Members

CORPORATE MEMBERS

Aerospace Corporation
Bank of America
Burroughs Corporation
C-E-I-R, Inc.
Computer Usage Company, Inc.
Control Data Corporation
General Motors Corporation
International Business Machines, Inc.
Litton Systems, Inc.
Philco, a subsidiary of Ford Motor Company
Radio Corporation of America
The RAND Corporation
Service Bureau Corporation
System Development Corporation
Union Carbide Corporation
UNIVAC, Div. of Sperry Rand Corp.
Wolf Research and Development Corp.

EDUCATIONAL MEMBERS

Auburn University
Baylor University
Brown University
California Institute of Technology
Columbia University
Cornell University
Dartmouth College
Drexel Institute of Technology
Duke University
Florida State University
Georgetown University
Georgia State College
Indiana University
Institute fur Angewandte Mathematik der Bergakademie Clausthal (Germany)
Johns Hopkins University
Kent State University
Massachusetts General Hospital
Massachusetts Institute of Technology
Miami University (Oxford, O.)
Michigan State University
North Carolina State College
The Ohio State University
Ohio University
Oregon State University
Purdue University
Rutgers the State University
Southern Illinois University
Stanford University
Texas A & M College
Texas Christian University
University of California (Berkeley)
University of Chicago
University of Denver
University of Illinois
University of Kentucky
University of Michigan
University of Missouri
University of North Carolina
University of Notre Dame
The University of Texas
University of Toronto
University of Utah
Washington State University
Washington University (St. Louis)
Wayne State University
Wesleyan University
Yale University

As inserted in the pages of COMMUNICATIONS OF THE ACM and COMPUTING REVIEWS

September 16, 1964

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

COPY

Dear Ivan:

We are pleased to hear of your interest in the PDP-6. I am sending you a complete collection of our literature and price lists with a copy of two of the proposals we've made to give you an idea of some of the systems which we have proposed. Also enclosed is a sheet summarizing several proposals we have made. We have orders for six - nine machines and expect several others soon. We'd like to come to Washington to tell you about the computer whenever it is convenient for you.

Congratulations on your new job. I'm sure that you will make a significant contribution to the country's research effort.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-6 Handbook
PDP-6 Programming Examples
PDP-6 Price List
PDP-6 Time Sharing System
Proposal to Project MAC
Proposal to Bell Telephone Laboratories
Summary Sheet

Proposed Project MAC PDP-6 (Large System)

4 Processors each with 16 word, 400 nanosecond memories
262,144 words of 1.1 μsec core memory
2,000,000 words of 4.15 μsec drum memory
50,000,000 words of disc storage
Duplexed In-Out System including terminals for Multiple Consoles

Cost: Approximately $4,000,000

Proposed Rand Corporation PDP-6 (Medium System)

1 Processor with 16 word, 400 nanosecond memories
32,384 words of 2.0 μsec core memory
1,000,000 words of 4.15 μsec drum memory
Paper Tape Input-Output
30 Remote Consoles

Cost: Approximately $830,000

Purchased University of Western Australia PDP-6 (Small System)

1 Processor with 16 word, 400 nanosecond memories
16,384 words of 2.0 μsec core memory
Card Inpute
Line Printer
Micro Tape
IBM Tape

Cost: Approximately $440,000

Purchased Charles W. Adams Associates PDP-6 (Medium System)

1 Processor with 16 word, 400 nanosecond memories
49,152 words of 2.0 μsec core memory
1,000,000 words of 4.15 μsec drum memory
Card Input
Paper Tape Input
Micro Tape
IBM Tape
Line Printer

Cost: Approximately $800,000

COPY

ADVANCED RESEARCH PROJECTS AGENCY
WASHINGTON, D.C. 20301

3D-179

September 11, 1964

Mr. Kenneth Olsen
Digital Equipment Corporation
Maynard, Massachusetts

Dear Ken:

I am writing to you partly just to say "hello," and partly because I don't really know the proper machinery to use at DEC. As I talk to advanced computer users, I find that many of them are interested in the PDP-6. Although I have a general idea of the PDP-6 design and implementations, I now need to know the specific details of cost for the various components of the PDP-6 system.

Would you have someone send me an outline of typical PDP-6 systems and the cost associated with them? You might pick, for instance, a small, medium and large installation and indicate what the typical equipment complement would be and cost associated with it.

Sincerely yours,

Ivan

Ivan E. Sutherland, Director for
Information Processing Techniques

Proposed Project MAC PDP-6 (Large System)

4 Processors each with 16 word 400 nanosecond memories
262,144 words of 1.1 μsec core memory
2,000,000 words of 4.15 μsec drum memory
50,000,000 words of disc storage
Assigned In-Out System including terminals for multiple consoles

Cost: Approximately $4,000,000
Status: No technical comment from M.I.T.

Proposed Rand Corp. PDP-6 Medium System

1 Processor with 16 word, 400 nanosecond memory
32,354 words of 2.0 μ sec. core memory
1,000,000 words of 4.15 μsec drum memory
Paper Tape Input-Output
30 Remote Consoles

Cost: Approximately $830,000

Purchased Univ. of West. Australia PDP-6 Small System

1 Processor with 16 word, 400 nanosecond memory
16,354 words of 2.0 μ sec core memory
Card Input
Line Printer
Micro Tape
IBM Tape

Cost: Approximately $440,000

Purchased Chas. W. Adams Assoc. PDP-6 medium System

1 Processor with 16 word 400 nanosecond memory
49,152 words of 2.0 μ sec core memory
1,000,000 words of 4.15 μ sec drum memory
Card Input
Paper Tape Input
Micro Tape
IBM Tape
Line Printer

Cost: Approximately $800,000

Enclosures
MAC Proposal
Price List
F-65
Programming Examples
Time Sharing

September 15, 1964

COPY

Department 28
I-XL Furniture Company, Inc.
Goshen, Indiana

Dear Sir:

Please send a copy of your new 40-page color book "How to Plan a Kitchen You'll Love." Enclosed is $1.00 to cover the cost.

Sincerely,

Kenneth H. Olsen

KHO:ech

Enclosure

September 15, 1964

Dr. James Forrester, President
Gordon College
255 Grapevine Road
Wenham, Massachusetts

COPY

Dear Jim:

I enjoyed being at the College on Sunday and taking part in the program. I was very pleased to see the new buildings. I think they will do great things for the morale and enthusiasm of everyone.

Enclosed is a check for the School. When we were collecting pledges, I promised to pay twice this over a period of three years but now I find that I can give this amount each year and so if that mysterious offer to match funds is still open, you can call this an extra gift.

I still look forward to having lunch with you sometime.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

September 15, 1964

COPY

Ludowici-Celadon Company
75 East Wacker Drive
Chicago, Illinois 60601

Attention: Architectural Department HGBG

Dear Sir:

Please send brochures on your tile product.

Sincerely,

Kenneth H. Olsen

KHO:ech

September 15, 1964

COPY

Home Planners, Inc.
16310 Grand River Avenue
Detroit 27, Michigan

Dear Sir:

Please send one copy of the book, "House Construction Detail" to the above address. Enclosed is a check in the amount of $5.95.

Sincerely yours,

Kenneth H. Olsen

KHO:ech
Enclosure

September 14, 1964

COPY

Mr. Richard P. McLarney
Equipment Division Headquarters
Raytheon Corporation
40 Second Avenue
Waltham, Massachusetts

Dear Mr. McLarney:

We are pleased to hear of your interest in the PDP computers. I'm enclosing the price lists of these computers and copies of the brochures.

I have told our New England sales office about your interest and our Mr. Kotsaftis will call you to see if you have any other questions and to tell you about our training courses.

Sincerely,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-1, 4, 5, 6 & 7 brochures
PDP-1, 4, 5 & 6 price lists

K. Olsen.

September 14, 1964

Dr. Brian Macefield
University of Oxford
Department of Nuclear Physics
21 Banbury Road
Oxford, England

COPY

Dear Dr. Macefield:

Thank you very much for your letter of September 1, 1964, requesting a quotation on a PDP-7 system. Mr. John Leng of our Reading office will be able to provide the detailed quotation for you. Digital Equipment Corporation is happy to be able to offer to you a special educational contribution which, in this case, will amount to a discount of 20% on the DEC items to be purchased on this order. The only items to which this educational discount will not apply are the Nuclear Data Analog to Digital Converters with their interface, and the Incremental Plotter Model 565 and Control Type 350. All other items will be subject to the 20% discount.

The purchase price includes all installation costs at Oxford. This installation will be performed by engineers from Digital Equipment Corporation (UK) Ltd. All of the equipment will be guaranteed to be free from design and manufacturing defects for a period of six months following the date of acceptance. Any component which fails during this period will be repaired, or at DEC option, replaced. This warranty does not cover components which have been modified without DEC approval or which have been subject to unusual physical or electrical stress. The warranty is limited to damaged equipment itself and not to any costs resulting from such damage. Upon expiration of the warranty system maintenance service is available from DEC on a contract or per call basis. A copy of the Standard DEC Maintenance Agreement is included with this letter.

We are happy to be able to make this offer to Oxford University and we are looking forward to providing the equipment for you.

Sincerely yours,

Kenneth H. Olsen
President

KHO:nlz

Enc.
Standard Maintenance Agreement

cc: Jonathan Fadiman, DEC Maynard
John Leng, DEC U. K.

COPY

SEP 8 1964 F 514

UNIVERSITY OF OXFORD · DEPARTMENT OF NUCLEAR PHYSICS

Nuclear Physics Laboratory, 21 Banbury Road, Oxford.

Telephone 54141

1st September, 1964.

K. Olsen, Esq.,
Chairman Digital Equipment Corporation,
Maynard,
Massachusetts,
U.S.A.

Dear Sir,

We have recently been discussing with Dr. J. Leng of your Reading office the purchase of a PDP-7 and have reached the stage where we should be pleased if you could provide a quotation for the items listed below. As we shall be using the equipment for nuclear physics research and teaching we should be grateful if you would consider us for your educational discount.

PDP-7 processor with 8k of memory
Extended Arithmetic element type 177
Automatic priority program interrupt type 172
Precision incremental CRT display type 340
with light pen, character mode and direct access channel
Dual Microtape transport type 555
Microtape control type 550A
Data interrupt multiplexer type 173
4 Nuclear Data ADC's 1024 channel matched to PDP-7
Incremental plotter model 565 and control type 350
(this item to have the alternative of a paper tape input as discussed with Dr. Leng).

The above equipment to be powered by a 240v AC 50 c/s single phase supply.

We should be grateful if you would confirm that all the installation costs at Oxford are included in the purchase price of the computer and that the guarantee period is 6 months. Since it is unlikely that we shall have personnel sufficiently trained to service the PDP-7 after the guarantee period we would appreciate a quotation for maintenance.

Yours faithfully,

B. Macefield.

B. E. F. Macefield

digital equipment corporation
MAYNARD, MASSACHUSETTS
TWinoaks 7-8822 TWX MAYN 816

September 10, 1964

Mr Hubert L Shortt
President
Technograph
Printed Electronics Incorporated
920 Northwest Blvd
Winston-Salem, N C, 27103

Dear Mr Shortt:

Mr Kenneth H Olsen has asked me to acknowledge your letter to him dated August 31, 1964.

Although we have not studied the patents enumerated in your letter, we have reached the conclusion, judging from the titles, that we have no interest in them.

Thank you for writing us.

Sincerely yours

DIGITAL EQUIPMENT CORPORATION

James P Hastings

JPH:ASJ

Copies not shown on original to
K H Olsen, R Cesari

September 10, 1964

COPY

New England Telephone & Telegraph Company
Cambridge Business Office
51 Inman Street
Cambridge 39, Massachusetts

Attention: Mr. Mulhall, Manager

Gentlemen:

Mr. Arthur H. Hall III
10 Kirkland Place
Cambridge, Massachusetts is hereby granted permission to have the telephone number MI 6-8600 listed beside his number as his business telephone number. This listing will be at Mr. Hall's expense.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

September 10, 1964

COPY

Mrs. Bette Gurley
508 Main Street
West Concord, Massachusetts

Dear Bette:

Enclosed are the tickets for you and the children that I said I would send you. We hope that you will be able to use them.

Sincerely yours,

Kenneth H. Olsen

KHO:ech
Enclosures

"W 14

August 10, 1964

COPY

Mrs. Loretta Pruett
The International Villa
2131 Massachusetts Avenue N. W.
Washington 8, D. C.

Dear Mrs. Pruett:

I have been waiting to hear further from you giving the age groups and sex of the students. I have been making inquiries for sleeping accommodations but cannot get definite commitments. Some families prefer young ladies and others would prefer young men. As of this moment, I can promise accommodations for three young men and two young ladies on Thursday night, August 27. Is that the night the group is staying over? About what time do you hope to arrive in Maynard?

Thus far, I see an interesting program developing after the simple lunch at the Digital Equipment manufacturing plant. Two members of Maynard volunteer organizations have promised to speak to the students and possibly guide them to some of the historical places in the area.

Please send me the names, ages, nationality and sex of students so I can continue to make sleeping arrangements.

Sincerely,

Elsa Newman (Mrs.)

EN:ajc

September 9, 1964

COPY

Mr. Edward L. Sawyer, Jr.
Auchincloss, Parker & Redpath
Two Broadway
New York 4, New York

Dear Mr. Sawyer:

I want to thank you showing continued interest in DEC. We have been approached very often lately with possible mergers but our plans are well laid out before us and we do not see the need or advantage to a merger at this time.

We do want to thank you for your interest.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

AUCHINCLOSS, PARKER & REDPATH
MEMBERS NEW YORK STOCK EXCHANGE
TWO BROADWAY
NEW YORK 4, N.Y.

TELEPHONE
HANOVER 2-7430

August 27, 1964

Mr. Kenneth E. Olsen, President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

As you may recollect, we wrote you a letter last June on behalf of a client interested in expanding its activities in the computer and test equipment field. While sorry to learn you had no wish to proceed further, I did appreciate your prompt and courteous response. Since then, we have encountered in the course of our travels a few small companies in the computer field willing to consider merger with a larger organization and we thought that you might conceivably have an interest in acquiring a suitable organization yourself.

The company we have in mind manufactures analog computers, accessories and components, display units, electronic mode controls, and engages in analog computer modernization and maintenance. Sales are approximately $2 million, net worth is slightly less than $500,000 and the business, while having operated in the red since its establishment a couple of years ago, is now operating on a slightly better than a break-even basis. The management believes that one significant trend in the computer field will be towards the development of sophisticated hybrid systems incorporating both digital and analog aspects. Accordingly, they would be willing to discuss merger with a company experienced and capable in the digital computer field.

I look forward to learning your views on this situation as soon as convenient.

Sincerely,

Edward L. Sawyer, Jr.

ELS:ald

AUCHINCLOSS, PARKER & REDPATH
MEMBERS NEW YORK STOCK EXCHANGE
TWO BROADWAY
NEW YORK 4, N.Y.

TELEPHONE
HANOVER 2-7430

September 14, 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

Enclosed you will find a letter from you intended for a Mr. Marvin Lorgi. We are forwarding same back to you.

Unfortunately, as the envelope, as you will note, was addressed to Edward Sawyer, the letter was opened.

Sincerely,

A. Dabulis

Miss A. Dabulis
Secretary for
Mr. Edward L. Sawyer, Jr.

ald/
enc.

September 9, 1964

COPY

Mr. Marvin B. Lorig
9400 Lincolnwood Drive
Evanston, Illinois 60203

Dear Mr. Lorig:

We are pleased to hear of your interest in Digital Equipment Corporation. The stock of DEC is not traded publicly but is largely held by American Research and Development Corporation in Boston. Their stock is traded on the New York Stock Exchange.

We have not as yet had to publish an annual report but when we do I will be sure to send a copy to you.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

MARVIN B. LORIG
9400 LINCOLNWOOD DRIVE
EVANSTON, ILLINOIS 60203

September 2, 1964

Digital Computer Company
146 Main Street
Maynard, Massachusetts

Attention: President
Kenneth H. Olsen

Gentlemen:

I have been following the accomplishments of your company with great interest for several years and am most interested in learning more about the investment possibilities.

I would very much appreciate receiving copies of your annual reports, if they are available. I would also like to know whether your stock is traded publicly.

Sincerely yours,

M. B. Lorig

MBL:JK

MARVIN B. LORIG
9400 LINCOLNWOOD DRIVE
EVANSTON, ILLINOIS 60203

September 14, 1964

Mr. Kenneth H. Olsen
President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

Enclosed is a letter addressed to Mr. Edward L. Sawyer, Jr. which I received in an envelope addressed to me. Evidently a mix-up has occurred, and I would appreciate receiving the letter intended for me.

Thank you.

Sincerely yours,

Marvin B. Lorig

MBL:JK
Encl.

September 9, 1964

COPY

Mr. Hadley C. Ford, Jr.
President
The New Enterprise Club
79 Carroll Street
Watertown, Massachusetts

Dear Mr. Ford:

Thank you for your kind invitation to speak before The New Enterprise Club. I shall have to give a negative reply at this time because I have been asked to speak at the Business School and I'm not sure I would have enough to say to give two talks.

Thank you for your invitation.

Sincerely,

Kenneth H. Olsen

KHO:ech

The New Enterprise Club

HARVARD UNIVERSITY

GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

SOLDIERS FIELD
BOSTON 63, MASS.
KIRKLAND 7-9800

August 28, 1964

Mr. Kenneth Olson
146 Main Street
Maynard, Mass.

Dear Mr. Olson:

On behalf of the Board of Directors of The New Enterprise Club of the Harvard Business School, I cordially invite you to address our Club during the coming school year.

We offer you a forum for expressing your personal viewpoint on new enterprise. Your audience will consist of those young men at HBS who are particularly interested in entrepreneurial activity, men who will be starting their own businesses in the next few years.

The tentative program would include your talk to the Club (4 p.m.); an informal cocktail party (5 p.m.); and dinner with Club officers and faculty (6 p.m.).

Your knowledge and experience can be of great benefit to us; we will very much appreciate your taking valuable time to meet with us. Would you please let me know, first, whether you are interested in speaking and, second, the approximate date which may be convenient to you.

Very truly yours,

Hadley C. Ford, Jr.
President

Please reply to:
79 Carroll St.
Watertown, Mass.

September 2, 1964

Headquarters XIII US Army Corps
Fort Devens, Massachusetts 01433

Attention: AHBAG-RO

Gentlemen:

Mr. Packer has asked me to tell you of the nature of his work as you requested in the attached letter.

Mr. Packer is currently a staff member of Digital Equipment Corporation. He is working on systems for planning and controlling various company activities, such as our research and development programs. In addition, he is directly involved in internal data processing operations.

Digital's business is the design and manufacture of digital circuit modules, digital computers, and related computer products. Currently, over 50% of our sales are directly to the Defense Department and Space Agency or to subcontractors to these agencies.

If you need further information, please contact me.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

Attachment: Letter to Mr. Packer

COPY

HEADQUARTERS XIII US ARMY CORPS
Fort Devens, Massachusetts 01433 S: 18 Aug 64

AHBAG-RO 6 August 1964

SUBJECT: Eligibility for Transfer to the Standby Reserve

TO: 1st Lt David W. Packer
11 Carver Rd
Watertown, Mass

1. Reference DA Form 1140 (Army Reserve Qualification Questionnaire) wherein you requested transfer to the Standby Reserve.

2. You are eligible for transfer to Standby Reserve in view of your critical civilian occupation. Transfer cannot be effected without documentation from your employer as to the nature of your work. Upon receipt of this information, action will be taken to reassign you to the Standby Reserve. As a graduate student you may be eligible for transfer. Request documentation from the head of the school you attend.

3. Forward documentation to this headquarters, ATTN: AHBAG-RO together with this correspondence.

FOR THE COMMANDER:

E. M. Curtsinger

Tel: PYramid 6-2808

E. M. CURTSINGER
Chief, Officer Retention Unit
Reserve Personnel Division

XIII USAC FL 239
3 Mar 64

Previous editions obsolete

August 28, 1964

Mrs. William Gourley
Schoodic Lake Camps
Brownville, Maine

Dear Mrs. Gourley:

Thank you for sending the package to me. I am sorry to put you to this trouble.

We particularly enjoyed our stay this summer; we think Camp Dorothy is particularly pleasant.

Sincerely yours,

Kenneth H. Olsen

COPY

DATA TRENDS, INC.

1259 RT. 46, PARSIPPANY, N. J. 07054
TEL. 201-334-1515

R. W. HUGHES
PRESIDENT

Ken said not to read

August 26, 1964

Mr. Kenneth Olsen, President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Ken:

I have given some thought to the question of how best we could organize ourselves to satisfy the State Department. Unfortunately, there are many restrictions involved, including some not so obvious ones, such as clearance problems, legal responsibility, etc. After much thought, I finally evolved an approach which I believe is entirely practical and satisfactory from both of our viewpoints, and which I devoutly hope will be acceptable to the State Department.

I have composed an explanation of the proposed arrangement and prepared this in the form of a letter to the State Department to be jointly signed by you and me. Please review the letter, and if you believe it is both acceptable and as good an arrangement as we can propose, then please sign it and send it in the enclosed addressed envelope. I have included a carbon copy for your file.

If either you or ARD has any suggestions for an alternate way to handle this problem, please let me know, as I imagine the State Department may be in touch with me shortly.

We are just concluding a day with Don Smith and Dave Denniston, and it looks like we are working out a good technical proposal. I believe, in fact, that we really do have the capability to propose an outstanding system, and I am therefore hopeful that we are not only allowed to bid, but awarded the contract.

We certainly appreciate your cooperation and assistance, and if you have any questions in any area, please give me a call.

With best regards,

R. W. Hughes

kb

encs:

DATA TRENDS, INC.

1259 RT. 46, PARSIPPANY, N. J. 07054
TEL. 201-334-1515

R. W. HUGHES
PRESIDENT

August 26, 1964

Department of State
Division of Supply & Transportation Management
Room 719
515 - 22nd Street, N. W., State Annex No. 2
Washington, D. C. 20520

Attention Mr. Frank Gluchowski

Gentlemen:

This is in response to your request for a more detailed description of the proposed team arrangement of Digital Equipment Corporation (DEC) and Data Trends, Incorporated (DTI) to perform on the contract for the Automated Terminal Station, if awarded the contract.

In our letter of August 19, 1964, and previous correspondence, we have described the close association of these two firms and their key personnel over many years. The capabilities of the two firms are naturally complementary, with the broad system knowledge and experience of DTI in real-time system engineering and soft-ware, supplemented by an extensive line of computer and peripheral equipment produced by DEC with outstanding industry and government acceptance.

In providing this additional information, we believe that there are two possible aspects of primary concern to the State Department. One consideration is what might be called operational, and includes the project management, equipment production, system engineering, programming, and system test. The other key aspect is what might be called the contractual and legal area, wherein the usual contractual safe guards must be provided to protect the government's interest. We propose the arrangement outlined below as one which we believe is entirely practical, and in fact, provides the government with assured contract performance, flexible project management, complete contractual and legal coverage, a fast delivery schedule, and minimum possible cost.

For the operational aspect, we propose to provide a combined project management, with both organizations represented. The attached figure shows the proposed organizational arrangement, and indicates how the strengths of each company contribute to maximizing the overall effort. It can be seen that the production of the equipment is almost solely a DEC responsibility, and hence permits a clean project organization in this area. Similarly, the operational analysis, program design, and program

implementation are primarily DTI responsibilities, and also are cleanly organized. Finally, the coordination function combines representation of both companies to work closely with State Department personnel, assuring complete satisfaction of all procurement requirements.

For the contractual and legal aspect, we are proposing an arrangement which, for this specific contract, appears to be in the best interests of the government. It is proposed that a contract be written for DTI covering all aspects of the total contract, with the single exception of the computer equipment complex. Since this complex is solely within DEC's domain, and, furthermore, represents a major part of the total quotation, and, further, is so cleanly isolated and defined within the total system, it is therefore felt to be in the best interests of the government to cover this procurement in a separate contractual document. Notice that this arrangement is designed to avoid the possibility of any aspect of the total system being left uncovered by having the DTI contract written with comprehensive system coverage, and the DEC contract being a very specific excluded part. It is further pointed out that the DEC equipment will be delivered to the DTI facility for overall system test, and, therefore, the full system will be delivered to the State Department as one package.

We believe this combination of a combined project management and a separate contractual arrangement will fully satisfy all the requirements of the government, and suggest it as the basis for a contract, if successful in the bidding. In the event, however, that for any reason the above is not acceptable to the State Department, we will be glad to consider any variation, and to discuss this further with your representatives.

We trust the above fully answers your recent request.

Most cordially,

for DEC _____, _____
signature title

for DTI _____, President
signature title

kb

attach:

August 26, 1964

Department of State
Division of Supply & Transportation Management
Room 719
515 - 22nd Street, N. W., State Annex No. 2
Washington, D. C. 20520

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We trust the above fully answers your recent request.

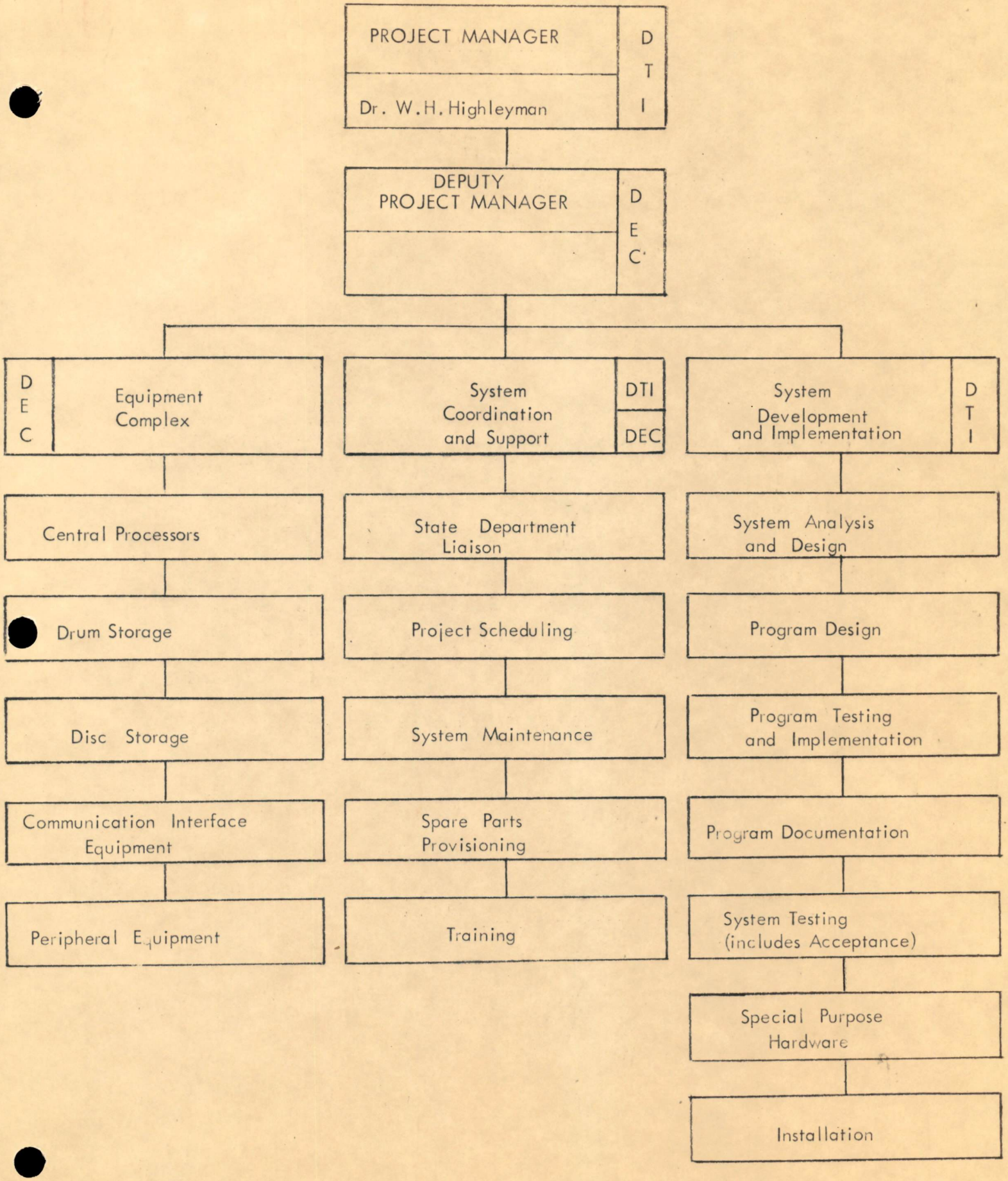
Most cordially,

for DEC _____, _____
signature title

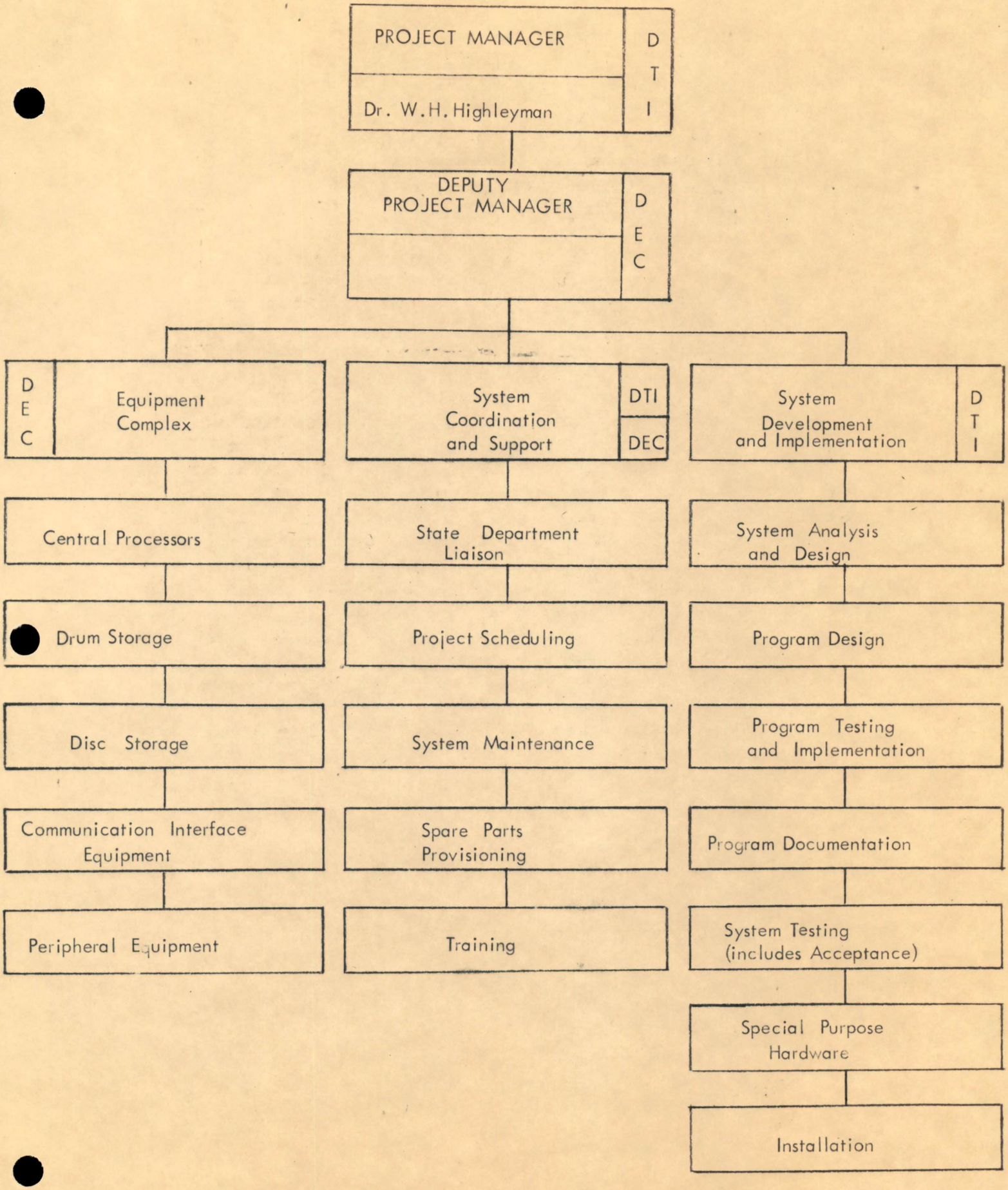
for DTI _____, President
signature title

kb

attach:



PROJECT MANAGEMENT FOR AUTOMATED TERMINAL STATION



PROJECT MANAGEMENT FOR AUTOMATED TERMINAL STATION

August 26, 1964

COPY

Mrs. Bette Gurley
508 Main Street
West Concord, Massachusetts

Dear Bette:

We are having the annual DEC family picnic on the 12th of September this year and we would like very much to have you and the children attend. I'll send a set of tickets along a few days before the picnic and hope that you will be able to use them.

You are our only outside stockholder and this might be an opportunity for you to keep in touch with the company. In a few weeks, I'll send you the official financial statement for the year which was just completed. It was a good year and I hope that you'll be happy with the way management has been looking out for the stockholders interests.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

August 26, 1964

Mr. Mogens Rand
12 Sherwood Drive
Bedford, Massachusetts

COPY

Dear Mr. Rand:

Here is the literature which I promised to send to you. It will give you a general picture of the products which we manufacture. I will be very happy, at your convenience, to discuss ways in which we might cooperate.

At the present time, we have subsidiaries which are acting presently as sales offices in Canada, Australia, England and Germany. In addition, we have sales representatives in Japan and Sweden. We have an office telephone number in Paris but we do not as yet have a man stationed there. Most of these are set up as separate corporations and their charters have been left open enough so that we can manufacture in these countries when it becomes practical. We have not done anything in Denmark and very little in the Scandinavian countries. There has, however, been quite a bit of interest in these countries.

Please call on me when you would like to discuss these things. If I do not happen to be in, Mr. Jonathan Fadiman who is our Manager of International Marketing, will be happy to talk with you to show you what we are doing here and to discuss our plans in Europe.

Sincerely yours,

Kenneth H. Olsen

KHO:ech
Enclosures

digital EQUIPMENT CORPORATION
MAYNARD, MASSACHUSETTS

Literature enclosed:

F-01
A-715
C-4200
F-11B
F-12
F-41D
F-42
F-51
F-52
F-61
F-62
F-71
F-72
C-100
C-105

August 25, 1964

Mr. Charles Margolin, President
Data Systems Analysts, Inc.
5900 Westfield Avenue
Pennsauken, New Jersey

COPY

Dear Mr. Margolin:

Thank you for your letter offering DSA programming services. I am enclosing copies of literature describing our computers, as you requested.

We have an in-house programming group which produces the software for our machines but we often recommend outside groups to our customers for application programming and we would be very happy to learn about your services so that we could tell our customers about DSA.

Mr. Nick Mazzarese is in charge of selling our computers and he would be the best one to contact at DEC to tell about your services.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures
cc: Mr. Nick Mazzarese

NORMANDY 5-6088



Data Systems Analysts, Inc.

C. H. MARGOLIN
PRESIDENT

5900 WESTFIELD AVENUE
PENNSAUKEN, NEW JERSEY

DSA

Data Systems Analysts, Inc.

5900 WESTFIELD AVENUE
PENNSAUKEN, NEW JERSEY

Telephone
609-665-6088

July 29, 1964

Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Attention: President

Dear Sir:

It is with considerable interest that we have followed progress of your company in a field dominated by large corporations. Your policy of sales only without a rental option is quite unique. This puts the burden of making a system operate where it belongs, on the customer.

As with most computer applications, much of the system success is dependent quite often on the applications programs that are written. I do not know whether you supply programming support, or to what degree if you do, to your customers or potential customers.

In this area I feel we can be of some assistance to you and your customers. Our company is strictly a software company specializing in applications programming. One of our main areas of specialization is real time systems basically in the communications field; however, our group has had diversified backgrounds in various computer applications.

My main purpose in writing to you at this time is to explore the possibilities of providing programming services directly to your company or to users of your equipment. I would also appreciate receiving some literature describing the PDP Computer you manufacture so that we can evaluate their advantages in studies we undertake for systems analysis for computer installations.

I look forward to your reply and hope that there may be some mutual interest between our companies for some future work.

Very truly yours,

Charles H. Margolin

Charles H. Margolin,
President

CHM:cm

August 25, 1964

COPY

Mr. Nicholas A. Fortis
13470 Three Forks Road
Los Altos Hills, California

Dear Mr. Fortis:

We appreciate hearing of your interest in DEC and we are pleased to see your confidence in the company. I am sorry to tell you that we have no plans to go public in the immediate future and have made no steps in that direction.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

13470 Three Forks Road
Los Altos Hills, California
August 17, 1964

Mr. Kenneth Olsen
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

Several of my associates and I are interested in investing in your company. We have learned that you are going public later this year and I would appreciate any information you can transmit regarding approximate issue date, price range, and the like.
Thank you.

Sincerely yours,

N. A. Fortis

Nicholas A. Fortis

KENNETH H. OLSEN
WESTON ROAD
LINCOLN, MASSACHUSETTS

August 21, 1964

Mr. Leon Meader
Bowerbank, Maine

Dear Leon:

When I was in Maine I ordered a setting pole from the Milo Sport Shop but when we left it had not come in as yet. If you're out near Milo way, could you pick this up for me? Even if you can't carry it home with all of your gear, if you could just save it, I would appreciate it. These are apparently very hard to find outside of the Allagash region. It will cost between $6 and $8.

Sincerely,

August 20, 1964

Mr. Walter A. Kates
26 Arcadia Avenue
Reading, Massachusetts

Dear Walt:

I appreciate your considering DEC in looking for a new position. Several of us have discussed this and, at the present, we do not see where we have the need for someone with your extensive background.

I am sorry to have to respond negatively and wish you the best of luck.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

July 31, 1964

COPY

Mr. John H. Dessauer
Executive Vice President
in Charge of Research and Engineering
Xerox Corporation
Rochester, New York

Dear Mr. Dessauer:

We enjoyed our visit with you last Friday. We found that meeting with your people was truly challenging and inspiring and look forward to proving to you that we can fill all of your needs in the digital field without making corporate ties. We will wait to hear from one of your people as to what the next step should be.

During lunch you expressed interest in automated design. I am enclosing a reprint on the subject which might be of interest to you. I would also suggest that you read in the May issue of "Fortune" magazine, the article on page 53 entitled "Machines That Man Can Talk With" by John Pfeiffer.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

July 28, 1964

Mr. C. Peter McColough
Executive Vice President
in Charge of Operations
Xerox Corporation
6 Haloid Street
Rochester 3, New York

COPY

Dear Mr. McColough:

Andy and I want to thank you for a most pleasant visit which we enjoyed last Friday. The hospitality which your people showed us was indeed gracious and pleasant. I think I was particularly pleased to see the quiet confidence which is evident among your people.

If we were ever to make ties with another organization, I think we would first consider Xerox because of the people we have met. However, for the present we can see no reason for formal ties from either our point of view or your own. We look forward to trying to prove to you that we can fill all your needs very economically and efficiently as a separate organization.

We will wait to hear from one of your people as to what the next step should be.

Sincerely,

Kenneth H. Olsen

KHO:ech

July 28, 1964

COPY

Mr. Leo C. Murphy, Jr.
57 Noahs Lane
Norwalk, Connecticut

Dear Leo:

We feel very flattered that you expressed interest in joining DEC. I discussed this with Andy and we have considered your many accomplishments and skills but we, at the present time, do not see where we have need for someone with your extensive experience and background.

We are sorry to give a negative answer to your offer but I am sure you would like to hear our thoughts as soon as possible.

Sincerely,

Kenneth H. Olsen

KHO:ech

July 28, 1964

COPY

Mr. Edward M. Bennett
Department Head
Information Sciences
The Mitre Corporation
Bedford, Massachusetts

Dear Mr. Bennett:

Thank you for your invitation to take part in the conference on Information System Sciences. I am very pleased to accept your invitation and will look forward to participating in the conference.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

July 17, 1964

Institut Europeen d'Administration des Affaires
Palais de Fontainebleau (S & M)
France

Gentlemen:

Enclosed please find a check in the amount of $50.00 which is a gift to the Institut Europeen d'Administration des Affaires at the suggestion of Mr. Arnaud de Vitry.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

Enclosure

COPY

July 16, 1964

Westinghouse Electric Corporation
Printing Division
Trafford, Pennsylvania

Gentlemen:

Please remove Mr. Kenneth H. Olsen's name from your mailing list and, instead, send all your New Product Information that he has been receiving to our Purchasing Department at the same address.

The material he has been receiving is addressed as follows:

Digital Equipment Corporation
K. Olsen
Maynard Industries
Maynard, Massachusetts

054454 1604 4

Your attention to this matter will be appreciated.

Sincerely,

(Miss) Elsa C. Holmes
Secretary to
Kenneth H. Olsen, President

cc Purchasing Dept.

COPY

July 16, 1964

COPY

Westinghouse Electric Corporation
Printing and Nameplate Department
Trafford, Pennsylvania

Gentlemen:

Please remove the name of Mr. Kenneth H. Olsen, President of Digital Equipment Corporation, Maynard, Massachusetts, from your mailing list.

Replace with the name of Mrs. Eileen D. Thibeault, in charge of Catalogue Files, Purchasing Department.

Sincerely yours,

etd/

July 16, 1964

Mr. William R. Kales
61 Jane Street
New York 14, New York

Dear Mr. Kales:

Thank you for your letter of July 13. We are pleased to hear that you think so highly of our Company and its potential growth in the computer industry.

Since DEC stock is not publicly available on the market, Annual Reports to the stockholders are not distributed to the public. As you may know, DEC is a majority-owned affiliate of American Research and Development Corporation of Boston and ARD stock is currently being traded on the New York Stock Exchange.

Thank you for your interest in DEC.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

61 Jane St.
New York 14, N.Y.
13 July 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen,

After using the Digital Building Blocks that your company makes, I have become very interested in investing some of my own money in your company. Since I don't know much about your company I am taking the liberty of writing you this note to ask you more about your company. I would appreciate knowing whether you have any stock outstanding which I might be able to purchase. I would also appreciate learning how I should ~~go~~ about purchasing some stock.

Naturally before I commit myself I would like to know more about your company and its operations as well as its prospects for the future. If you could would you send me a copy of your income statement for 1963 as well as a a copy of your latest balance sheet and also a prospectus for any stock you may have issued.

Thank you in advance for your trouble.

Very Truly Yours,

William R. Kales

KAO file

SALES CALL REPORT

FIRM Cutler-Hammer, Inc.	DATE July 13, 1964
DIVISION Apparatus Division	SALESMAN Kenneth H. Olsen
STREET Comac Road	OFFICE Maynard
CITY Dear Park, Long Island STATE New York	NATURE OF CALL
PHONE NUMBER 595-5000 AREA CODE 315	FOLLOW-UP DATE

CONTACTED

SUBJECT

REMARKS (CONTINUE ON BACK OF SHEET)

I received a call on Monday, July 13, 1964, before noon, from Mr. Richard M. Close, Director of the Apparatus Division, Airborne Instruments Laboratory, Division of Cutler-Hammer, Inc., Comac Road, Dear Park, Long Island, New York. They have become the leader in the automatic control of mail rooms. They now have a job which has to be directed and operating by January 1, 1965 - to control a mail room and to do the composing and typesetting for a newspaper. I suggested that he get in touch with Larry Buckland and Charles Adams. He apparently talked with Milgo in Florida and got the impression that they were using our computer for typesetting and composing. I am sending Mr. Close copies of PDP-4 and PDP-7 literature and price lists.

PROMISED

HOW TO LOCATE PLANT

July 13, 1964

Mr. Richard M. Close
Director, Apparatus Division
Cutler-Hammer, Inc.
Comac Road
Dear Park, Long Island, New York

COPY

Dear Mr. Close:

We were pleased to hear of your interest in DEC computers. I am enclosing copies of PDP-4 and PDP-7 literature, which will probably be the computers you would be interested in.

I took the liberty of giving your name to Mr. Lawrence Buckland of Inforonics, Inc. and Mr. Jack Gilmore of Charles Adams Associates. I did not tell them the nature of your problem but I did suggest that you might be in need of their services.

If we can be of any further service to you, please get in touch with me.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-4 and PDP-7 literature

July 7, 1964

COPY

Mr. Ed Pausa
Plant Manager
Fairchild Semiconductor Company
333 Westland Avenue
South Portland, Maine

Dear Mr. Pausa:

I want to thank you for receiving me last Wednesday and for giving me the opportunity to visit your plant. I received exactly what I was looking for. It was brief and gave me a general picture of what you are doing.

Thank you for your hospitality.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Signed in Mr. Olsen's absence

COPY

25 Chase Street
Newton Centre, Massachusetts
June 29, 1964

Xerox Corporation
Rochester
New York

Gentlemen:

I am very much interested in your company and would appreciate your sending me a copy of your 1963 annual report at your earliest convenience.

Sincerely,

(Miss) Elsa C. Holmes

sent for Ken and Andy

June 29, 1964

COPY

E. H. Nelson Company, Inc.
250 Elizabeth Avenue
Newark 8, New Jersey

Gentlemen:

We do not remember receiving the May 1964 issue of the "Data Systems Engineering" magazine. Would you please, therefore, send us another copy with your remittance to cover the cost.

Your prompt attention to this matter would be appreciated.

Sincerely,

(Miss) Elsa C. Holmes
Secretary to
Kenneth H. Olsen, President

June 26, 1964

Mr. C. Peter McColough
Executive Vice President
Xerox Corporation
6 Haloid Street
Rochester 3, New York

COPY

Dear Mr. McColough:

We enjoyed very much the opportunity of talking with you and Mr. Wilson last week and look forward to visiting you in Rochester. It was particularly interesting for us to be with you because you have some of the same ideas and attitudes about your company as we do about ours.

We would like very much to work with you and would like the opportunity to sell your people on the services which we can supply. We would also be very happy to continue discussing other arrangements. I must admit, however, that it is difficult for us to give them serious consideration because we are so hard at work toward our present goals, which seem so well laid out before us.

I would like very much to have Harlan Anderson join me in accepting your invitation to visit Xerox. He is our Vice President and co-founder. He is in Europe until next week and then I'm going on a long-planned canoe trip. If you feel that we can postpone the visit until after July 14th, it will be most convenient for us.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

June 25, 1964

Mrs. Loretta D. Pruett
The International Villa
2131 Massachusetts Avenue, N. W.
Washington 8, D. C.

COPY

Dear Mrs. Pruett:

We are very interested to hear of your visit to New England with the group of foreign students and are pleased that you would like to visit Digital Equipment Corporation. I am sure that we can arrange an interesting tour while you are here.

We have asked around to see if there is a local organization which could arrange for housing but most groups have very limited activity now that summer is here. If we find a group which can be of help, we will be sure to let you know.

If you will let us know exactly when you will be here, we will have the tour arranged and will try to have some interesting demonstrations. If you're here at lunch time, we would be very pleased to serve a simple lunch to the group.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

digital EQUIPMENT CORPORATION
MAYNARD, MASSACHUSETTS

Ken:

We could easily give this group a plant tour in August when they visit. It seems more appropriate for a church group to work on the housing question.

Win

EN

The International Villa
2131 Mass Ave. N.W.
Wash. 8 D.C.
June 15, 1964.

Mr. Kenneth Olsen Pres.
Digital Equipment Corporation
146 Main St.
Maynard, Mass.
Dear Mr. Olsen,

Quite recently one of your friends was a guest of the Villa, (a Mr. Lawrence F. Buckland) and when he learned of the forth-coming tour I am arranging for foriegn students, he thought of you and told me of your interesting life, and that you might be interested in showing your plant to my group.

There will be 40 en route to New England states and Canada we plan to be in Boston 2 days.

Since these students have little money to spend each side their school and living expenses. I try to make accommodations

in homes, where they can get an insight of american home life, at the same time give our people a chance, to spread Good-will.

As of yet, I have only a few accommodations Mr. Bushland will take one, and I have a few friends in Cambridge.

If you can assist us in anyway such as passing this on to Church groups, Jaycees or Kiwanis Clubs sure would appreciate it. I am enclosing a little article written by one of students on last Crusade, that will explain more than I tell you.

The students pay bus fare and we the traveling boy chartered bus.

Please pardon this late date of inquirey, but I am Manager of the International Villa, and this has been a very rush season.

Thanking you for so much of your valuable time.

I am Yours
For Better Understanding
Mrs Loretta L. Truett

AN INSIGHT OF A FOREIGN STUDENT'S CONCEPT OF THE UNITED STATES

MUSTAPHA K. BAKSH

As a young man I have always been fascinated to see the great United States. And now that I have just completed a 10,000 mile trip across the nation; I would like to give you an insight into my concept of the United States before and after coming here, both as a foreigner and as a lover of America.

But before I do so, let me tell you about the three most important factors of our trip - people, money, and time. The most fascinating thing about people is that they differ. They differ in size, shape and appearance, and a million and one other things. On the trip, we were thirteen people in all, but not unlucky, similar and dis-similar. We came from the East and from the West, from the North and from the South, from Viet Nam, India, Iraq, Lebanon, Egypt, the United States, and of course Trinidad.

Our main problem was everybody's problem - that of money. Next was time. Time was an all important factor, and is one of the most conspicuous characteristics of human experience. Right now we are placed in the center of the flow of time, called the present; but what is now the present must soon slide into the past, while we move along to a new present, forever remaining in the eternal now.

This trip has been the most fascinating in my life, and though it has passed, yet the experience of it remains with me as an indelible and unfaded impression upon my memory into the ever-present now.

Before coming to the U.S., my concept about it was one of great admiration, that the country's climate, scenery, the great recreational areas in the mountains, the lakes, beaches, deserts, unmatched beauty of the cities, the pure air and water, the sunshine and the friendliness of a naturally hospitable people, all make this a marvellous place to work, to play, and to dream with the ideal conditions for thrilling and wonderful living. In fact, I thought of here as being Plato's ideal state.

But when I first went to New York and came to the Nation's Capital I changed my opinion completely, because I was thoroughly disappointed. I had the most horrible opinion about this country then. Was it propaganda I had read, heard and seen; or was it boastfulness? I would have carried back this opinion with me, as many foreign students have done, had I not seen this country.

And all my thanks go to a charming, pleasant and venerable lady, Mrs. Loretta Deel Pruett. She has recognized the sad plight of the foreign students and has been working with them since 1950 at the University of Tennessee, making them "feel at home" in a strange land.

She has realized how many foreign students have returned to their respective country with a false notion of the U.S., many of whom are now on the left. This is because the students are not treated with the friendliness, dignity, and hospitality that the American students are treated with when they become foreign students in the foreign lands. And this is a fact. There is no question about it.

Mrs. Pruett's home was appropriately called "the Little United Nations" by the local newspaper and officials of the University of Tennessee. She herself has affectionately earned the well-deserved name of "Mom Pruett." The little U.N. has so far housed students from 64 countries and Mom even saw to it that the students saw the country.

Our "Friendship Crusade" last summer was planned and executed on her own initiative with the help of churches, Chambers of Commerce, Kiwanis Clubs, Jaycees, I.S.I., friends and relatives. As a result we were able to meet Americans and to live in private homes. This has given us the opportunity of seeing America in its true perspective.

This trip has also taken us through some twenty states, with receptions in Knoxville and Nashville, Tennessee; McLeansboro, Illinois; St. Louis, Missouri; Des Moines, Iowa; Rapid City, South Dakota; Yellowstone Park; Great Falls, Montana; to the World's Fair in Seattle; San Francisco; Los Angeles; Las Vegas; the Grand Canyon, and many other places.

We were so pressed for time that we had to cancel some of our engagements. We failed to appear on the "Tennessee Ernie Ford Show," but were present for "Queen for a Day" at L.A. Our cancellation of Mr. Ford's Show was due to an accident at Vancouver, Washington. Nobody was hurt, but we were delayed for a few days at Lacenter. And here I must give special thanks to a very wonderful lady, Mrs. Vella Altree, whose farm was ours during our stay, and whose friendliness and hospitality changed my opinion. We are also greatly indebted to Mr. Cummins who provided us with a car to return to school, since the other car was wrecked. But this was not all. There was another accident at Grant, New Mexico. Again no one was hurt, but yet I cannot understand how we survived two accidents due to blown tires, a change of seven new tires, a new battery, two new generators, fuel pumps, loss of one vehicle, and many other minor things not counting the loss in time. Yet we were all in very high spirits and together made the happiest group I ever travelled with.

The experience that this trip has provided us, one can hardly find in textbooks. We were able to see American life in all its settings, religious, political, cultural, moral and all others. We have seen the good and the not so good. For this experience and for this knowledge, we are greatly indebted to Mom Pruett and all the numerous people who have made this trip possible. To them we wish to express our sincere appreciation and thanks, for they have shown us what America is and what it isn't. We have a true picture now.

Every parting we made on the trip was one of sweet sorrow, only to be met the next day with a warm welcome in another place. As we neared completion of the trip, everybody spoke in a melancholy tone. When the time came to part, I spoke with a lump in my throat, my tongue was cleaving to the roof of my mouth as I tried to return each person's adieu. The same thing happened with all the others.

Now that I have seen the United States, my opinion is not changed, but modified. America is like every other country. There is a little bit of America to be found everywhere. It is good and it is bad. It also has problems, though not as acute, and the people are not all angels either.

It is a beautiful place. It is a land of scenic contrasts almost beyond belief. It is a land of moods and moments of soul-stirring thrills; where the crimson fire of sunset, the majestic silence of one of its parks or monuments, the breath-taking surprise of emerald lakes bursting into view at a highway's turn, the sudden charm of a country town framed in green countryside and nestled against rugged mountain backdrop, the flash of a smile from naturally hospitable people, and the quiet peace of the long twilight all make this a wonderful place.

All this - and much more - is America. Much has been told and yet much has been unmapped and little known. But here too is a proud and distinct culture, and an industrious and well-educated people, presenting unlimited opportunities and a better way of life unmatched anywhere else in the world.

Tentative Itinerary

FRIENDSHIP CRUSADE BUS TOUR

23 August	Lv. Washington Ar. New Brunswick, N.J.	
24 August	Lv. New Brunswick Ar. New York City	
26 August	Lv. New York Ar. Boston	Late P.M. for night trip to Boston.
29 August	Lv. Boston Ar. Montpelier	(via US routes 3&2)
30 August	Lv. Montpelier Ar. Montreal	
2 Sept.	Lv. Montreal Ar. Toronto	(via Canadian Route 2)
4 Sept.	Lv. Toronto Niagara Falls Ar. Detroit	
7 Sept.	Lv. Detroit Ar. Columbus	
8 Sept.	Lv. Columbus Ar. White Sulphur Springs	(via Charleston, W. Va.)
9 Sept.	Lv. White Sulphur Springs Ar. Winchester	(via Shenandoah)
10 Sept.	Lv. Winchester Ar. Washington	

Need accommodations in Boston area 27 Aug and 28th.

June 18, 1964

Garcia Corporation
Department A
Special Service
Box 338
Teaneck, New Jersey

Dear Sir:

Please send two #74 bale springs for a Mitchell-Garcia Model 308 Fishing Reel. Enclosed is 25¢ which I believe will cover the cost.

Sincerely,

Kenneth H. Olsen

Enc: 25¢

COPY

June 16, 1964

Mr. George R. Morrow, President
Midwestern Instruments
41st Street and Sheridan Road
P. O. Box 7509
Tulsa 35, Oklahoma

Dear George:

I want to acknowledge and thank you for your very generous offer to donate the tape recorder which Roland Boisvert has been experimenting with to my Church. I had forgotten about your offer until Roland delivered the machine to me when he was finished with his experimenting. It is indeed a well-built machine and I'm sure that it will be a significant contribution to the Church. We are now having tape recordings made and I believe that with a quality machine such as this that we can do it all ourselves.

We have taken longer than expected in incorporating your M3000 Tape Transport into our product line but I believe that most of the problems are solved now and the first unit is now out to a customer. We are now very enthusiastic about the possibility of supplying equipment to ITT Corporation for the Autodin system. This would mean between 75 and 150 Tape Transports.

Thank you again for your most generous gift.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

COPY

June 11, 1964

Mrs. Bonnar
Bell Telephone Company
1454 South Harvey
Plymoth, Michigan

Dear Mrs. Bonnar:

This letter is to authorize our Mr. Robert Oakley to use the Corporation's name for any directory listing in conjunction with our Ann Arbor office.

The number in Ann Arbor is Area Code 313, and the number is 663-4163.

Sincerely,

Kenneth H. Olsen
President

KHO/jms

COPY

Not sent -
Ken asked
Dave Denniston
to answer and
send his reply
to him.

June 11, 1964

Eugene M. McCoy
Professor of Marketing
St. Francis College
Remsen Street
Brooklyn, New York 11201

Dear Professor McCoy:

We are very pleased to answer your questions regarding the marketing organization of Digital Equipment Corporation requested in your letter of June 8.

DEC has regional sales offices in Maynard, New Jersey, New York, Detroit, Pittsburgh, Chicago, San Francisco, Los Angeles, Sydney, Munich, London, and Ottawa. In addition, we have sales representatives in Texas, the Northwest, Tokyo, and Stockholm. These groups market our complete line of products, which includes digital modules, testing devices and general purpose computers.

The PDP-4 is a general purpose computer used in many applications and has been particularly successful in control applications. When a customer is interested in working out the application himself, and to buy the other components himself, we are happy to sell the PDP-4 to him and to give him the general services which we are able to give. However, when the customer needs a complete system job, we encourage him to go to the Foxboro Company who delivers a complete packaging, including our PDP-4 computer. We also sell our computers to several other process control companies and we have several other computers which have been used in control applications.

Enclosed you will find some general information on our computers, including the PDP-4. The PDP-4 will be replaced this year by our PDP-7 which will perform the same operations but at a significantly faster speed. The cost will also be slightly higher. At the present time, all our equipment is manufactured solely at Maynard and we have not made firm commitments as yet to manufacture in other countries.

If there is anything we can do to help you in your study, please let us know.

Sincerely,

Kenneth H. Olsen
President

KHO:ech
Enclosures

COPY

RECEIVED
1964 JUN 10 PM 1:26
DIGITAL EQUIPMENT CORP.
SALES DEPARTMENT

DIGITAL EQLA

DIGITAL MAYNARD

MSG. NO. M-1716

TO TED JOHNSON

FROM KEN OLSEN

KEN WOULD LIKE TO SEE THE COPY OF THE LETTER TED WROTE THE TRANSPORT COMPANY IN DETROIT.

St. Francis College
Remsen Street
Brooklyn, N. Y. 11201
Division of Business Administration
JAckson 2-2300

June 8, 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Mr. Olsen:

I am in the process of preparing two paper presentations on the process control computer. It has been brought to my attention that your PDP-4 machine is an excellent one. I would like to know, if possible, something about how it is marketed. Would you kindly forward this letter to the right person, and I shall appreciate written information on the following:

1. What is the Digital Equipment Corporation organization for marketing its process control computer?
2. From what geographical locations, or what offices, does Digital Equipment Corporation market its process control computer?
3. Can Digital Equipment Corporation forward literature about its PDP-4 machine?
4. Is the PDP-4 machine manufactured solely at Maynard?

Sincerely,

Eugene M. McCoy

Eugene M. McCoy
Professor of Marketing

EMM:mjm

June 10, 1964

Mr. R. A. Chester
Research Institute Recommendations
589 Fifth Avenue
New York 17, New York

Dear Mr. Chester:

We are in receipt of your letter of May 25 and our check for $24.00 that you returned to us.

We called Mr. R. W. Wadell, Director of the Member Relations Department on January 10th and asked him to renew our Recommendations subscription on April 30th but to let our Executive Membership terminate on June 30th (see his letter of January 10th confirming this.) However, since we were receiving so many requests for the Executive Membership from within the Company, Mr. Olsen decided to renew our subscription for one year when it expires on June 30th - this has been done per my telephone conversation with Mr. Wadell on May 1 and his letter confirming it on the same day.

Therefore, I am returning our check in the amount of $24.00 to be credited to our Recommendations account, trusting that the above information is self-explanatory. If you have any further questions, please feel free to write me.

Sincerely,

(Miss) Elsa C. Holmes
Secretary to the President

Enclosure: Check for $24.00

COPY

June 9, 1964

Mr. John D. Barbour, President
Profit Development and Controls Corporation
3407 Montrose
P. O. Box 66383
Houston 6, Texas

Dear Mr. Barbour:

Please forgive the delay in responding to your letter of April 27th. I am taking the liberty of writing to you in Mr. Olsen's absence.

We appreciate your interest in our products and, as you requested, I am enclosing price lists and brochures of some of our products. If this information is not sufficient, write to me mentioning the specific prices you desire and I will send them to you. We hope this information will be helpful to you.

Sincerely,

(Miss) Elsa C. Holmes
Secretary to the President

Enclosures: PDP-1, 4, 5 & 6 Brochures
PDP-1, 4, 5 & 6 Price lists

COPY

PROFIT DEVELOPMENT AND CONTROLS CORPORATION

3407 MONTROSE • P. O. BOX 66383 • HOUSTON 6, TEXAS

JOHN D. BARBOUR
PRESIDENT

JA 6-3801

April 27, 1964

Mr. Kenneth H. Olsen
President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

Thank you very much for your courteous reply to our letter of inquiry.

We also very much appreciate the information brochures that you forwarded related to your current product line. There is a high degree of probability that either the particular client referred to initially or our other clients will have a real interest in one or more of your products. In order that we may be more effective in evaluating for such clients the utility of your products, we would most appreciate having as much price information as you would care to release.

The survey that we are making and the requirements of the client engagement have to date produced some fairly remarkable applications possibilities. Our attempt to solve this particular problem in turning to areas of seemingly dissimilar scientific inquiry has produced some 30 new applications areas, each of which will require additional investigation. This seemingly innocent cross-innovation approach has surprised us.

We expect to complete the largest portion of this assignment within the next 60 to 90 days, and at that time could very well have some product suggestions which you might care to evaluate.

Sincerely,

J D Barbour

JDB/bc

June 5, 1964

Mr. Shohei Kurita
Research Section
Operational Department
Japan Electronic Computer Co., Ltd.
Matsuda Bldg., #18
Shiba-Nishikubo-Tomoe-Cho
Minato-Ku, Tokyo, Japan

COPY

Dear Mr. Kurita:

We are pleased to hear of your interest in Digital Equipment Corporation and our products. Because DEC is privately owned, we have not published annual reports and financial information is not distributed. I am very pleased to send you the enclosed product information. If we can be of any further help to you, please feel free to call on us.

For your information, we are represented in Japan by:
Rikei Trading Co., Ltd.
Kozato Kaikan Building
12-2 Chome
Shiba, Tamura-Cho
Minato-Ku, Tokyo, Japan

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosures: PDP-1, 4, 5 & 6 brochures
Computer flyer F-01

digital MEMO

DATE 6/5/64

TO Ken Olsen FROM Jon Fadiman

Suggest sending computer flyer (F-01) and PDP-1, 4, 5 6 brochures only. Do not send price lists - they are not asking for them. Price quotes (even informal) should be made only through Rikei Trading Company, unless we know customer well.

Include following statement in letter:

For your information, we are represented in Japan by:
Rikei Trading Co., Ltd.
Kozato Kaikan Building
12-2 Chome
Shiba,Tamura-Cho
Minato-Ku, Tokyo, Japan

JECC

JAPAN ELECTRONIC COMPUTER CO., LTD.

(NIPPON DENSHI KEISANKI CO., LTD.)

Cable Address
JECOMNIDEK
Telephone: TOKYO
~~(581)6551~2~~
(434)8801~6

MATSUDA BLDG., # 18
SHIBA-NISHIKUBO-TOMOE-CHO
MINATO-KU, TOKYO
JAPAN

May 4, 1964

Mr. Kenneth Olsen, President,
Digital Equipment Corporation
Maynard, Mass.
U. S. A.

Dear Mr. Kenneth Olsen

We noticed that Digital Equipment Corporation announced a large scale computer which is said to be the first commercially available computer to offer time-sharing and multi-processing as standard, on the March 14 edition of Business Week. We are surpprised, at the same time, having much interest, that such a small company on $70,000 shoestring as DEC is run very nicely with net earning after taxes of $1.1million, as an enterprise solely leasing E D P S manufactured by the Japanese electronic industry.

So we take liberty of asking you to send a copy of DEC Annual Report for the latest year and the leaflet concerning your products, if you please. And if they need cost, please tell us how much they are. (continued)

JECC

JAPAN ELECTRONIC COMPUTER CO., LTD.

(NIPPON DENSHI KEISANKI CO., LTD.)

Cable Address
JECOMNIDEK
Telephone: TOKYO
~~(581) 6551~2~~
(434)6801~6

MATSUDA BLDG., # 18
SHIBA-NISHIKUBO-TOMOE-CHO
MINATO-KU, TOKYO
JAPAN

We look forward to your favorable reply on this matter.

Yours Very Truely

S. Kurita

Shohei Kurita
Research Section
Operational Department
Japan Electronic Computer Co., Ltd

June 4, 1964

COPY

Mr. Edward L. Sawyer, Jr.
Auchincloss, Parker & Redpath
Two Broadway
New York 4, New York

Dear Mr. Sawyer:

I want to thank you for inviting Digital Equipment Corporation to explore the possibility of becoming affiliated with another electronic firm. We appreciate the interest you have shown in DEC but, at this time, our plans for the future seem quite well laid out before us and it does not appear that we need further financial resources.

Thank you for your consideration.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

AUCHINCLOSS, PARKER & REDPATH
MEMBERS NEW YORK STOCK EXCHANGE
TWO BROADWAY
NEW YORK 4, N.Y.

TELEPHONE
HANOVER 2-7430

June 1, 1964

Mr. Kenneth H. Olsen, President
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts

Dear Mr. Olsen:

We are writing to inquire if Digital Equipment Corp. would be willing to explore the possibility of becoming affiliated with a successful, somewhat larger electronics firm manufacturing a wide variety of products closely allied to those of your company and, in many cases, selling to the same type of customer. For some time we have been working to assist this concern in its expansion program and, after reviewing the electrical and electronics industries in some detail, we have concluded that Digital Equipment and our client could contribute greatly to each other's prospects for growth.

Although detailed information on your concern is not readily available, we have done substantial checking with the various sources open to us and have learned that it is considered to be a well-managed, aggressive and sound organization with a reputation for producing a highly regarded product line. Our interest in your operation was further strengthened by a visit to your fine exhibit at last spring's IEEE Convention at the Coliseum in New York. Your experience with digital computers and test equipment is of special appeal to our client.

Aside from the obvious attraction of increased marketability if a tax-free exchange of stock is involved, the greater research facilities and, particularly, the excellent distribution system of our client could have considerable appeal to your operation. We recognize, of course, that you undoubtedly receive frequent inquiries of this kind, but we feel this situation is especially attractive and merits your serious consideration.

Your views are awaited with interest and we assure you that all correspondence will be treated with strictest confidence.

Very truly yours,

Edward L. Sawyer, Jr.

ELS/ds

May 13, 1964

COPY

National Electronic Packaging & Production Conference
222 West Adams Street
Chicago 6, Illinois

Gentlemen:

I am very much interested in attending NEP/CON's 2nd Annual National Electronic Packaging & Production Conference in June and would appreciate your sending me the necessary information.

Sincerely,

Kenneth H. Olsen

KHO:ech

May 5, 1964

Floral Art House of Flowers
Wilcoxson Avenue
Stratford, Connecticut

COPY

Dear Dan:

My Mother has been very pleased with the corsages that you have sent to her. Stan and I would like you to deliver one to her for us for Mother's Day. Enclosed is a check for $8.

Please have the card read, "From Ken and Stan." Thank you.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

Enclosure

May 4, 1964

Presiding Justice
Middlesex Superior Court
Cambridge, Massachusetts

Dear Sir:

If agreeable to the Court, Digital Equipment Corporation would appreciate a six-month postponement in Mr. Robert E. Savell's service as juror. Mr. Savell is a Senior Computer Engineer for our firm and is responsible for the Company's most critical computer development project. His absence for a period of weeks at this time would result in a very serious delay in this important program.

Digital Equipment Corporation designs and produces advanced computer systems. Over 50% of these systems are used directly in the country's defense and space exploration programs. Mr. Savell currently has the responsibility for final development and check-out of the Company's newest and most complex computer. MIT has ordered the first computer of this type for its advanced computer research program sponsored by the Advanced Research Projects Agency of the Department of Defense. Delivery of this system is scheduled for August, and Mr. Savell's technical experience and leadership are vital to us in meeting this commitment.

We are very much aware of the importance of jury service to our system of justice and we expect our employees to serve when called. In this instance, we are making a special request for postponement of Mr. Savell's jury service until a later time when his work does not involve meeting such an important deadline. We would sincerely appreciate your understanding and help in granting a postponement.

Respectfully,

Kenneth H. Olsen
President

KHO:tech

COPY

April 28, 1964

American Lava Corporation
Chattanooga
Tennessee 37405

Dear Sir:

Please send information on your alumina ceramic flat packages with leads for integrated circuitry as described in "the new materials on components" section of the April "Insulation" magazine.

Sincerely,

Kenneth H. Olsen

KHO:ech

COPY

April 24, 1964

Ashworth Brothers, Inc.
Department I
Winchester, Virginia

Gentlemen:

Please send catalog information on Ashworth metal process belts.

Sincerely,

Kenneth H. Olsen

KHO:ech

COPY

April 23, 1964

Huntingdon Industries, Inc.
862 Welsh Road
Bethayres, Pennsylvania

Gentlemen:

Please send descriptive information on your spray-type adhesive applicator.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

April 23, 1964

Ceramic Press Equipment Department
F. J. Stokes Corporation
5500 Tabor Road
Philadelphia 20, Pennsylvania

Gentlemen:

Please send descriptive information on your presses for producing small ceramic parts.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

April 23, 1964

Mr. John D. Barbour, President
Profit Development and Controls Corporation
3407 Montrose
P. O. Box 66383
Houston 6, Texas

Dear Mr. Barbour:

In reply to your questionnaire about our products and plans in the optical scanning device field, I am enclosing a few brochures which describe the devices we offer in that area.

In general, our product line is limited to digital modules and digital computers but as accessory to our computers, we do offer several oscilloscopes. Several of our customers have used these with their computers to read transparencies. This is as close as we have gotten to optical scanning and we have no future plans to get into this area.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

Enclosures

COPY

PROFIT DEVELOPMENT AND CONTROLS CORPORATION

3407 MONTROSE • P. O. BOX 66383 • HOUSTON 6, TEXAS

JOHN D. BARBOUR
PRESIDENT

JA 6-3801

April 14, 1964

Mr. Kenneth H. Olsen
President
The Digital Equipment Corporation
Maynard, Massachusetts

Dear Mr. Olsen:

We have been retained by a large corporate client to investigate product availability in the field of optical scanning devices in order to evaluate all avenues of possible satisfaction of their requirements in digital and analogue data reduction.

We would very much appreciate receiving whatever published information you may have which describes the operating characteristics and prices of your current product line. In addition, we would like to have whatever information you might feel you could release to us in describing your own plans for product development in these areas, short of revealing proprietary information. Specifically, we are interested in systems and sub-systems within the general areas of:

1. Digital character or pattern recognition devices

2. Analogue data reduction devices

3. Photo multiplier, plotting devices.

In addition to the above, we would appreciate a statement on your part as to whether or not your organization would be interested in a supported development program. If the answer is affirmative, we would appreciate a general rundown on your inventory of personnel resources responsible for such activity.

Sincerely,

John D. Barbour

JDB/bc

April 23, 1964

H. V. Hardman Company, Inc.
Dept. PW4
571 Cortland Street
Belleville 9, New Jersey 07109

Gentlemen:

Please send catalog information on your epoxy dispensing machine.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

April 10, 1964

COPY

Dr. Brunton
Brun Corporation
390 McCoy Avenue
Columbus 15, Ohio

Dear Dr. Brunton:

I would like to thank you for considering DEC as a possible partner for your new company. We think that it would be unwise to make corporate ties with someone in the control industry now but would like to offer to help you in any way we can. We are particularly sympathetic with the problems of a new company because we are only seven years old ourselves.

I am taking the liberty of enclosing a collection of our catalogs so that you can see the products which we have available. Our PDP-5 is creating quite a bit of interest in the control industry and we expect it to be a significant factor there.

Please let me know if there is any way in which we can be of service to you.

Sincerely yours,

Kenneth H. Olsen

Enclose:
PDP-5 catalogs

COPY

Pacific Mercury Manufacturing Company
Sepulveda, California

Attention: Thomas Organ Division

Dear Sir:

Park Street Church in Boston has a Thomas electric organ, model number G 1. People are quite pleased with this unit and it has given good service. However, we do not have a maintenance manual or a circuit schematic, which makes service difficult and expensive.

If a manual or a diagram are available, I would like very much to receive one. If there's a charge for this, I would be very happy to pay for it.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

April 8, 1964

Savage Farm Nursery
P. O. Box 125 CC
McMinnville, Tennessee

COPY

Dear Sir:

Please send the following order to the above address:

5	hazel nut trees	@ $.69 ea.	$ 3.45
25	multi flora rose		1.25
20	mountain laurel	@ $.19 ea.	3.80
2	cherries Mont Morency	@ $.95 ea.	1.90
10	white dogwood	@ $.19 ea.	1.90
12	roses, "Better Times"		2.98
		Total	$ 15.28

Sincerely,

Kenneth H. Olsen

KHO:ech

April 3, 1964

COPY

Western Electronic Products Company
107 Los Molinos
San Clemente, California

Gentlemen:

Please send me information on the WEPCO Portable Measuring Wire-Cutter, model MC-2.

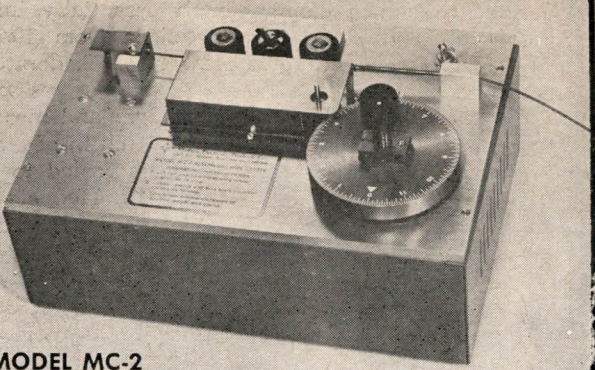
Your prompt attention to this matter will be appreciated.

Very truly yours,

Kenneth H. Olsen
President

KHO:ech

WEPCO MEASURING WIRE-CUTTER



MODEL MC-2

NEW PORTABLE MEASURING WIRE-CUTTER

The all-new portable Automatic Measuring Cutter, Model MC-2, cuts wire and small tubing with accuracy of 1%. Specially adaptable for short run, small quantities, of different and various wire lengths — from less than ½" to a maximum of 10 feet. With no adjustment for wire size from ⅛" to #30 AWG. Set-up time: Thirty seconds. Cuts to 10,000 one-inch pieces in an hour, longer lengths in proportionate time. Weight: 12 pounds!

PRICE: $365.00 F.O.B. San Clemente, California

WEPCO also makes THERMAL WIRE STRIPPERS. The strippers that do not cut or nick the wire . . . removes the insulation clean.

Western Electronic Products Co.
107 Los Molinos, San Clemente, Calif.
Tel: (714) 492-4677

Circle 103 on inquiry

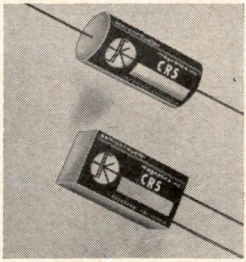
1/4" Diam Cermet Trimming Pot

Model 61 "Helitrim" trimming Pot is 1/4" diam single-turn unit with bottom pins on 0.1" grid. It has cermet resistance element with essentially infinite resolution and standard resistances from 10 ohm to 1 meg. Power rating is 1/2w @ 85°C, derated to zero @ 175°C.

Compact unit weighs approx 1/2gm and measures 3/16" high. It occupies less than 0.01 cu in of mounting space. Stainless steel housing is sealed to meet immersion tests of MIL-R-22097B. **Helipot Div., Beckman Instruments, Inc.,** Dept. EE, 2500 Harbor Blvd., Fullerton, Calif.

Circle 116 on inquiry card

General Purpose Current Regulator



CR5 general purpose Current Regulator is two-terminal silicon device capable of supplying constant current at very high impedance when used with voltage source. It is stable to ±0.1% between 10 and 50v. Device measures 0.815 x 0.406" and weighs 6gm.

Specs include 10μmho dynamic conductance, 9v threshold voltage, 50v min interelectrode breakdown voltage, 100v min interelectrode reverse breakdown voltage, and 175°C max operating temp. **Semiconductor Magnetics, Inc.,** Dept. EE, 370 N. Halstead Ave., Pasadena, Calif.

Circle 117 on inquiry card

March 26, 1964

Dr. Ernest H. Wakefield
President and Director
Linear, Inc.
P. O. Box 483
Evanston, Illinois

COPY

Dear Dr. Wakefield:

I was very pleased to have the opportunity to meet with you in New York and to learn from your experiences in this field. I was particularly pleased to see your enthusiasm in the two projects in which we might cooperate.

I passed on all this information to John Jones and he is very interested in continuing with these projects. I look forward to a continued and worthwhile relationship between our two organizations.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

KHO file

digital equipment corporation

MAYNARD, MASSACHUSETTS

TWinoaks 7-8822 TWX MAYN 816

March 25, 1964

This form letter has been sent to the List of Distributors for Stepper Motors found on Page 219 and 220 of the March 19, 1964 Issue of Machine Design.

Gentlemen:

Please send catalog information on Stock Stepper Motors as mentioned in the March 19, 1964 Issue of MACHINE DESIGN.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen

KHO:ech

March 17, 1964

Mr. Donald H. Putnam, President
Giannini Controls Corporation
Duarte, California

Dear Mr. Putnam:

I was pleased to meet with you again at the AR&D Annual Meeting and to hear of your continued success.

I want to thank you for offering to send a circuit schematics for the television monitors I have taken the responsibility for in my Church. They have given good service for several years but they receive no maintenance and it will be much easier with circuit schematics.

The model number of these units is CF21 and the serial numbers are 18731 and 18787. Thank you again.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

COPY

March 17, 1964

COPY

Institut Europeen d'Administration des Affaires
Palais de Fontainebleau (S & M)
France

Gentlemen:

Enclosed please find a check in the amount of $50.00 which is a gift to the Institut Europeen d'Administration des Affaires at the suggestion of Mr. Arnaud de Vitry.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

Enclosure

K Olsen

March 16, 1964

Mr. Leon L. Ettinger
Longhill Road
Bolton, Massachusetts

Dear Mr. Ettinger:

We appreciate your recent letter pointing out to us that you have 100 acres available on Longhill Road for our consideration. In the event that we seriously consider Bolton as an area within which to purchase some land, we will certainly contact you.

We appreciate your interest in Digital Equipment Corporation.

Sincerely yours,

Richard F. Mills
Controller

RFM/bl

COPY

March 16, 1964

Mr. Robert Everett
140 Cherry Brook Road
Weston, Massachusetts

COPY

Dear Bob:

We were disappointed to hear of your decision. After telling the people at American Research about you, I find that I'm particularly sold on the idea of your joining us.

The next few months would be a particularly good time from stock option point of view but other than that we have no particular reason for bringing up the subject right now. We have no immediate problem but we do have the company's long-term interest in mind and hope that in the not too distant future we will be able to talk more about this.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

March 12, 1964

Mr. Milt Phillips
Box 1480
Carleton Place Industrial Commission
Carleton Place, Ontario, Canada

Dear Mr. Phillips:

I want to thank you for your very kind gifts and I want you to know that I appreciate your thoughtfulness.

We enjoyed our trip to Carleton Place very much and were pleased to see the pleasant area you have to offer, but, even more, to see the very cooperative attitude of the people. I do hope that we will develop a long and worthwhile relationship.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

CARLETON PLACE INDUSTRIAL COMMISSION

ADDRESS REPLIES
TO ~~THE SECRETARY~~
MILT PHILLIPS
BOX 1480
CARLETON PLACE
ONT.

CORPORATION OF
CARLETON PLACE

CARLETON PLACE, ONT.

4 MAR 64

Mr Ken Olsen
Maynard, Mass.

Dear Ken,

We are sending you these items for your pleasure.

John Leng and Bill McGregor spent a few hours with us yesterday and during our conversation these items were mentioned.

We spent a very pleasant day with the boys and have reached agreement on many points which they wished clarified.

Thanks you for your visit on Monday and we are looking forward to seeing you again soon.

Yours truly

Milt Phillips

THE HUB OF EASTERN ONTARIO
CARLETON PLACE
RAILWAYS ROADS
TO SUDBURY
OTTAWA
OTTAWA RIVER
TO MONTREAL
TO TORONTO
KINGSTON
ST LAWRENCE RIVER
CLAYTON
MORRISTOWN
OGDENSBURG
WADDINGTON
New York State

March 12, 1964

Professor Peter Elias
Electrical Engineering Department
Massachusetts Institute of Technology
Cambridge 39, Massachusetts

Dear Professor Elias:

In reference to my recent conversation with Jack Dennis, I would like to verify our intentions with regard to an educational contribution to MIT.

In the interest of furthering education in computer science, we would like to donate to MIT a 4096 word core memory to your present PDP-1 facility.

Your continued interest in computer science, and in our products, is appreciated. We look forward to continued relations with MIT.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

March 12, 1964

Department of Inland Fisheries and Game
State House
Augusta, Maine

Dear Sir:

Please send forms and information necessary to apply for a non-resident guide's license.

Your prompt attention will be appreciated.

Sincerely,

Kenneth H. Olsen

KHO:ech

COPY

March 9, 1964

Mr. F. X. Olanie
General Marketing Manager
Tally Corporation
1310 Mercer Street
Seattle, Washington 98109

Dear Mr. Olanie:

I was very sorry to hear that some of our sales people have made negative comments on your product. You are right in pointing out that we have had no experience with these products for several years and it was completely wrong for us to make any negative comments about them. I do apologize for this and I am sending a copy of your letter and this reply to all of our sales people.

I cannot promise that we will evaluate your new products at this time because that decision is up to the judgment of the product managers who may not feel that it is worth considering a change at this time. However, I do believe that I can assure you that our people will not make negative comments about your products in the future.

Sincerely,

Kenneth H. Olsen
President

KHO:ech

COPY

file copy

digital equipment corporation
MAYNARD, MASSACHUSETTS
TWinoaks 7-8822 TWX MAYN 816

March 9, 1964

Mr. Norbert G. Leroy
Administrateur
Directeur General
Morgan & Company, Inc.
14 Place Vendome
Paris I, France

Dear Norbert:

I enjoyed visiting with you again at the AR&D Stockholders Meeting. I was very interested to hear about your new duties in Paris and was pleased to hear of your challenges and your successes. I look forward to accepting your invitation for lunch when I visit Paris next time.

I will definitely accept your offer to give an introduction for John Leng to MGT, London. I'm sure that he will welcome the opportunity to meet with Donald Atkin. He is English but has not had business experience in England. Thank you again for your offer.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

cc: John Leng
Jon Fadiman
Dick Mills

March 6, 1964

Professor Rob Roy
Electrical Engineering Department
Rensselaer Polytechnic Institute
Troy, New York

Dear Professor Roy:

We were pleased to hear of your interest in developing a digital laboratory. We have concentrated a large part of our company activities in filling the needs for academic institutions. We have a line of modules which have worked out very well in classroom use. We also have a line of computers which covers a broad area of need. Our PDP-5 is probably the smallest random access memory computer on the market and our PDP-6 is aimed for the very large educational or industrial computation center. In schools where the staff has been enthusiastic and competent, we have been liberal in offering discounts in both modules and in computers.

I have asked one of our sales people to contact you to see if there is any way in which we can be of help to you.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

COPY

Rensselaer Polytechnic Institute

TROY, NEW YORK

SCHOOL OF ENGINEERING
Department of
Electrical Engineerirng
Russell Sage Laboratory

February 25, 1964

President
Digital Equipment Corporation
Maynard, Massachusetts

Dear Sir,

In connection with a National Science Foundation inter-institution* program to introduce the theory of Discrete State Systems into the undergraduate curriculum I am charged with the development of a model Digital Computer laboratory. The results of this study will be made available to all the engineering schools in the country under the auspices of the National Science Foundation.

Specifically, I would appreciate any suggestions and advice which your company may offer in this project. In particular, the present idea is to present experiments in logic design, memories, buffers, accumulators, and finally a series of experiments on a small, limited order code digital computer. If you have any personnel who have had experience in a laboratory of this type, we would be extremely greateful if we could benefit by their experience.

Sincerely yours,

Rob Roy

Rob Roy
Assistant Professor
Electrical Engineering

RR:ms

*The institutions involved in this program are Polytechnic Institute of Brooklyn, Case Institute of Technology, Illinois Institute of Technology, Carnegie Institute of Technology, and Rensselaer Polytechnic Institute.

February 20, 1964

Mr. Thomas A. Williams, Chairman
Industry Committee
Marlborough Hospital Building Fund
Marlborough, Massachusetts

Dear Mr. Williams:

I am happy to report that Digital Equipment Corporation has decided to make a contribution of $500.00 to the Marlborough Hospital Building Fund. A check for that amount is enclosed, since we prefer to make this gift immediately rather than pay it over a three-year period.

We appreciate the important service that the Hospital provides for many of our employees who live in Marlborough and the surrounding towns and we are pleased to help in enlarging the Hospital's facilities. Best of luck to you in reaching your objective.

Sincerely,

Kenneth H. Olsen
President

KHO:ech
Enclosure

COPY

SERVING • MARLBOROUGH • HUDSON • SOUTHBOROUGH • NORTHBOROUGH • WESTBOROUGH • SUDBURY • BOLTON • BERLIN • STOW • SINCE 1892

Marlborough Hospital

BUILDING FUND MARLBOROUGH, MASS.

PHONE · 485-1121 EXT. 53

February 4, 1964

Mr. Kenneth Olsen
President
Digital Equipment Corporation
Main Street
Maynard, Mass.

Dear Mr. Olsen:

Those of us who live and work out here in "Marlborough Country" are excited about the expansion which will take place at Marlborough Hospital in the near future.

Many of your employees and members of their families are familiar with the overcrowded situation in our hospital. As a matter of fact, our in-patient admitting records show that twenty-five of your employees or members of their families were bed patients at Marlborough Hospital through the fiscal year ending January 31, 1964. Many of your employees in our service area depend on our hospital for their medical and surgical needs.

Marlborough Hospital NEEDS $1,800,000 for this expansion program. If the community will contribute $600,000 the hospital will be eligible to receive a $400,000 federal grant. The remainder may come from long term loans.

A reasonable formula for corporate gifts has been suggested and approved by a number of large companies. We submitted for these companies' consideration, a formula of $50 per employee, which is payable over a three year period. A few of those companies who have already made their contributions include: Dennison Manufacturing, Koehler Manufacturing, Massachusetts Electric, New England Telephone, Lapointe Machine Tool and General Motors Corporation.

It has been nineteen years since the hospital last conducted a campaign. A successful completion of this drive should eliminate the need for another campaign for some years to come.

At this writing, we stand just about $100,000 away from our $600,000 objective. It is our sincere hope that you and the officers of your company will seriously consider participating in this program. The attached material describes the need and plans.

Will you please give this your attention and advise us of any additional information you may need to give this your fullest consideration.

Sincerely yours,

Thomas A. Williams

Thomas A. Williams
Chairman
Industry Committee

DDB:lwe
Copies:
W. Leroy Temple, Pres. Trustees
Frank H. Kelleher, Campaign Chairman
Enc.

Name Digital Equipment Corp. #.....

Address Main Street, Maynard, Mass. Acknowledged .....

Division Ind. Solicitor ..... Recorded .....

To assist in the expansion and improvement of the Marlborough Hospital to serve the people of this area, and in consideration of the gifts of others, I/we subscribe to

MARLBOROUGH HOSPITAL BUILDING FUND

Marlborough, Massachusetts

the sum of ..... dollars $ .....

to be paid over a period of three years on the schedule checked below.

The first payment will be made ..... 19.....

☐ Monthly ☐ Semi-annually

☐ Quarterly ☐ Annually

Date ....

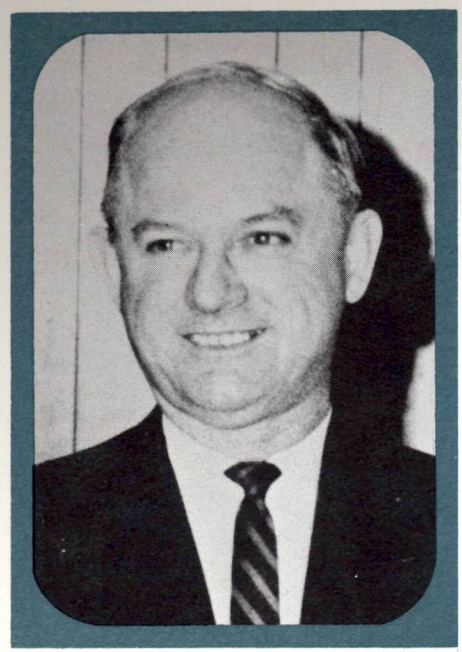
(Signature of donor)

Your gift is deductible in computing your Federal income tax, to the extent permitted by law. Please make checks payable to: Marlborough Hospital Building Fund.



REST EASY, NEIGHBOR . . .

This is YOUR hospital — at night! Behind each darkened window someone sleeps in peace, secure under the watchfulness of a nurse's quiet vigil. Where lights blaze, doctors labor to save a life, or welcome a new one. Noon! Midnight! Four A.M.! YOUR hospital never sleeps . . . your hospital always is ready to serve you or your loved one. Remember the ill and injured waiting outside the emergency and x-ray units because of lack of space . . . the laboratory so crowded with scientific equipment that space for patients is limited? Well, these three years — 1963, 1964, 1965, are years of modernization and expansion — years of great progress . . . Plans call for some alteration within the present hospital plus new construction consisting of two wings, which eventually will be of equal size, extending from the East and West sides of the present building at the ground floor level. . . . making possible — 30 additional beds so no patients will have to be kept in the corridors . . . expanded accident and emergency units . . . enlarged quarters for the central sterile supply . . . greatly expanded laboratory and x-ray facilities . . . a new and fully equipped area for the Physical Therapy Department . . . a section intended eventually for an Occupational Therapy Department . . . enlarged Medical Records Room . . . more space for mechanical equipment and maintenance shops . . . more parking space . . . ALL YOURS when YOU need them. But remember — they will be provided only because you helped put them there. This is your community non-profit hospital serving well you and your neighbors . . . But ever striving to meet the challenge of new scientific advances that are bringing better health and longer life TO YOU.



A Message from Your General Campaign Chairman:

You and I share the desire for a healthy, long, and happy life.

Today this desire is more within our reach than ever before in the world's history. Scientific research is producing new medicines, new surgical techniques, new instruments — such as Marlborough Hospital's portable x-ray machine to a degree that diseases, crippling accidents, and even cancer are no longer the killers they once were.

SCIENTIFIC BENEFITS FOR YOU

If these scientific advances are to be ready when you need them at Marlborough Hospital, modernization and expansion are necessary. It is for this reason that a master plan prepared by nationally-known hospital architects to construct, improve, and modernize Hospital facilities is now under way. As you may know, the master plan is endorsed wholeheartedly by the Hospital Board of Trustees, the 91 physicians and dentists constituting the Hospital Medical Staff, the Administrative Staff, as well as an Advisory Committee of 100 area citizens from all walks of life.

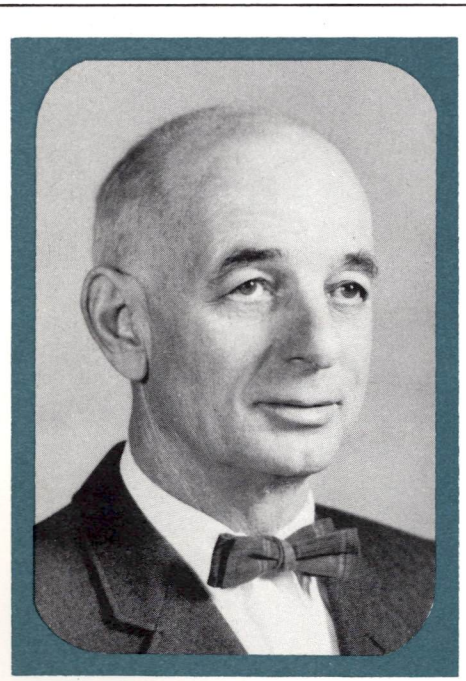
What can you do? You can:

1. Serve on a Hospital Building Fund committee when called upon — and don't be afraid to volunteer your services.
2. Contribute to the best of your financial ability, keeping in mind that pledges may be paid over a period of three years.
3. Influence your fellow citizens, including those of the company in which you work, to inform themselves concerning the merits of Marlborough Hospital, its needs, and the benefits to all of us.

Remember, when you need it in your life — or the lives of your family — Marlborough Hospital is a very personal benefit.

Frank H. Kelleher

FRANK H. KELLEHER



A Message from the President of the Board of Trustees:

To the families living in Marlboro, Hudson, Southboro, Northboro, Westboro, Sudbury, Bolton, Berlin and Stow.

If you value health as basic to life and if you live or work in this area, your Hospital should be of prime interest to you.

Those of you who have been one of our 4800 bed patients, or one of the 15,300 men, women, and children treated in the Out-patient department during 1962, I am sure you will agree that the Marlboro Hospital Nursing and Administrative staffs have served you and your community well.

Annually one of every eight persons require hospital treatment. Prior knowledge of your voluntary community hospital can be most reassuring at times of stress.

As President of the Hospital I have been requested by your Board of Trustees to extend to you an invitation to visit your Hospital so that you may familiarize yourselves with the staff, facilities and administrative functions of your Hospital.

To serve the public with the latest advances in scientific medicine with rates that will continue to be reasonable, considering today's cost of good hospital care, all non profit institutions find it necessary to continually expand.

The Board of Trustees now find it necessary to appeal to you for funds to expand and modernize the Out-patient departments and add additional bedrooms.

The Board of Trustees have had such a plan under consideration for the last three years and if they are going to be responsible for the continuance of the type of hospital services you require, then the contribution you give to your Hospital will be the finest investment you can make for you and your family.

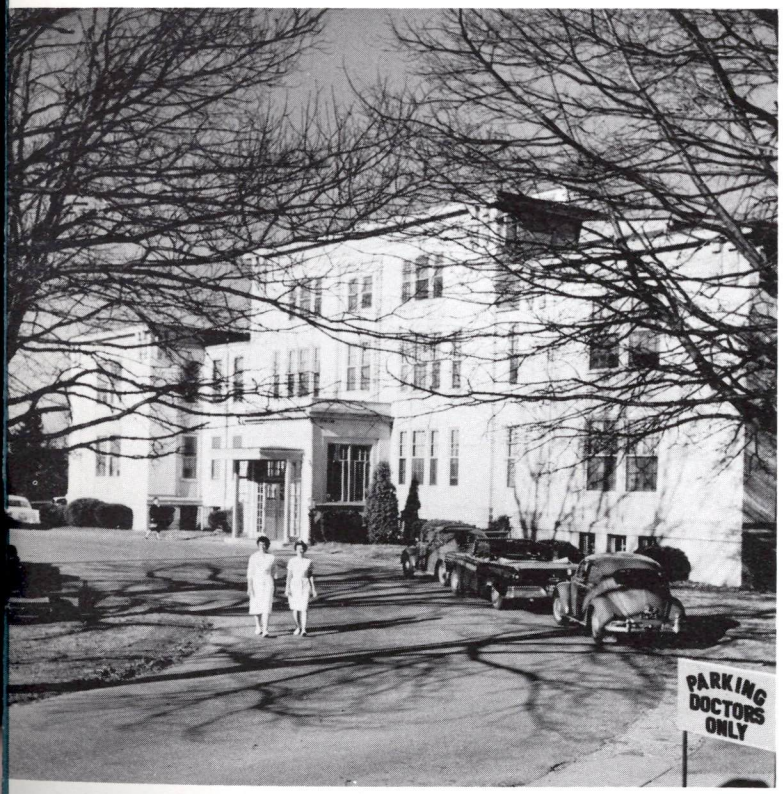
Robert C. Morse

ROBERT C. MORSE

President, Board of Trustees

MARLBOROUGH HOSPITAL NEEDS ARE CRITICAL!

. . . Urgently Needed:



- MORE SPACE FOR X-RAY AND LABORATORY DEPARTMENTS where patient usage has grown over 300% in the past 10 years.
- MORE SPACE FOR PEDIATRICS, DIETARY, ADMINISTRATIVE AND HOUSEKEEPING DEPARTMENTS — storage space is extremely scarce.
- MORE SPACE FOR ACCIDENT AND EMERGENCY UNITS that treat 90 per cent of Marlborough area automobile, industry, and home accidents.
- THIRTY ADDITIONAL MEDICAL-SURGICAL BEDS comparable hospitals in the United States average 74.2% of capacity. Marlborough Hospital's average occupancy is from 90% to 100% and in an emergency is often over 100%.
- ENLARGED QUARTERS FOR CENTRAL STERILE SUPPLY present space is entirely too small to take care of present requirements.
- A PHYSICAL THERAPY DEPARTMENT fully equipped.
- AN OCCUPATIONAL THERAPY AREA which is sorely needed.
- SPACE FOR MECHANICAL EQUIPMENT STORAGE AND MAINTENANCE SHOPS
- A LARGER MEDICAL RECORDS ROOM

A MASTER PLAN HAS BEEN DESIGNED TO MEET THE NEED

Nationally-known hospital architects and engineers have drafted a master plan that provides for a scientifically advanced Hospital.

Basis for the plan is a 125-page survey of Marlborough Hospital facilities and the nine communities it serves.

Architects' plans have received approval by the Hospital Board of Trustees, Medical Staff, Administration, and an Advisory Committee of leading area citizens.

Plans approved by federal officials who recommend a Hill-Burton grant of $400,000 for modernization and expansion, if the program is supported by people in the Hospital area.

These officials commend Marlborough Hospital on what is achieved daily for the patient under difficult Hospital conditions.

ALTERATION WITHIN THE PRESENT BUILDINGS AND CONSTRUCTION OF TWO WINGS eventually to be the same size. Presently only the ground floor of the West wing will be constructed. The East wing will consist of four floors, the ground and third will be completed for immediate use. The first and second to be completed in the future as needs demand.

Your Hospital

Accepts patients regardless of race, creed, or inability to pay.

Receives no federal, state, or municipal tax funds for operating expenses.

	1952	*1962*	*Percent of Gain*
Patients Admitted	2,527	4,757	88.2%
Number of Births	534	857	60.4%
Surgical Operations	1,628	1,932	18.6%
X-ray Examinations	2,720	10,917	301.5%
Laboratory Tests	22,180	92,980	319.0%

MARLBOROUGH HOSPITAL

A Community Duty . . .

No one can provide for himself the protection that a modern hospital furnishes. He cannot erect and equip a hospital, secure an operating staff, train able nurses and expert surgeons.

THESE ARE AND MUST BE COMMUNITY SERVICES,
PROVIDED BY ALL FOR THE GOOD OF ALL.

A Personal Duty . . .

In this area one person in three use the hospital each year and one in eight use the hospital bed services. You never know when sickness or accident will strike you or your family.

But . . . you want to know that your Hospital is ready, efficient, and scientifically modern.

The Marlborough Hospital Building Fund is a Personal Responsibility . . .

INVEST GENEROUSLY / This is NOT an annual appeal. It is a campaign for funds to provide building facilities far into the future.

An investment in your Hospital is deductible for United States income tax purposes. Up to 30% of your adjusted gross income can be deducted.

You can pledge your gift over a three year period and over four tax years.

You purchase peace of mind when you invest in a modern, efficient Hospital.

Health, hope, happiness, and life depend on your dollars.

$1,800,000.00 EXPANSION

QUESTIONS AND ANSWERS

Q. How much should I give?

A. As much as you are able. The solicitor can suggest the range of giving for people in similar circumstances.

Q. How does the committee know how much to ask for?

A. They don't know, for sure, they can only go by what the survey, done by your fellow citizens, indicates.

Q. Why ask for an amount?

A. Because the donor wants to know how much to give. The cost is known and the people in this area are being asked to share in it, each person according to his or her own ability.

Q. Is there a physician on call 24 hours a day at the hospital?

A. Yes, there are two.

Q. May anyone use the hospital? How about doctors?

A. Yes, *anyone* may be entered as a patient. Doctors who can qualify to the rigid hospital standards may actually treat patients at the hospital.

Q. Why don't hospital rates include building new additions?

A. A certain portion of the rates do go into paying off loans or mortgages. A healthy citizen is usually more able to support a building fund program than a patient.

Q. Are Marlborough Hospital rates higher than other hospitals?

A. No. In fact they are usually lower than most others in this part of the country.

Q. Who gets the hospital profits?

A. No one. If there are any profits and sometimes there aren't, the money is put back into equipment or goes to reduce the mortgage.

Q. When did Marlborough Hospital last go to the community for building funds?

A. Eighteen years ago.

Q. When will construction begin?

A. As soon as the campaign goal has been achieved.

Q. What area does Marlborough Hospital serve?

A. Marlboro, Hudson, Southboro, Northboro, Westboro, Sudbury, Bolton, Berlin, and Stow.

Board of Governors

OFFICERS

Robert C. Morse
President

Ralph Fieldsend
Vice President

Joseph P. Lynch
Treasurer

John D. O'Connell
Secretary

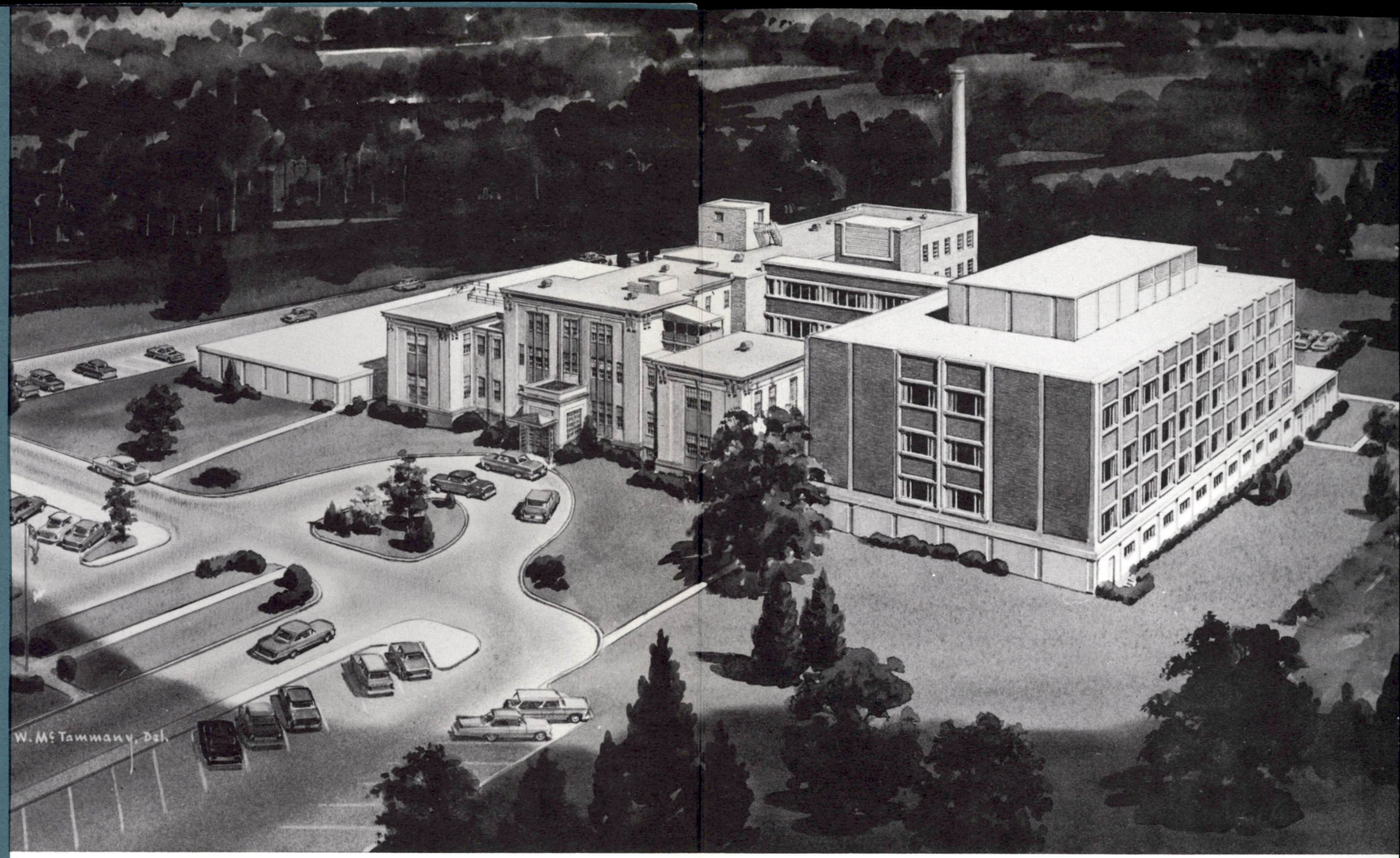
John G. Allen
Edward F. Bigelow
Carroll T. Daley
John A. Frye
James Golden, Jr.
J. Francis Granger
Hector A. Moineau
Alfred F. Pope
W. Leroy Temple

Honorary Building Fund Campaign Chairman

Joseph P. Lynch

Board of Trustees

John G. Allen, Marlboro
Robert Allen, Jr., Northboro
Ralph D. Anderson, Sudbury
Robert H. Beaudreau, Marlboro
Edward F. Bigelow, Marlboro
John A. Bigelow, Marlboro
George H. Bill, Marlboro
John M. Carmen, Southboro
Angelo A. Cincotta, Marlboro
N. John Colombo, M.D., Hudson
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Robert C. Morse, Marlboro
Walter C. Morse, Marlboro
D. Francis Murphy, Hudson
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William D. Roche, M.D., Marlboro
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Jackson D. Seifer, Hudson
Paul F. Shaughnessy, Marlboro
Richard S. Temple, Marlboro
W. Leroy Temple, Marlboro
Fred C. Williams, Marlboro



JAMES H. RITCHIE AND ASSOCIATES ARCHITECTS ENGINEERS BOSTON, MASSACHUSETTS

Ways of Giving

MEMORIAL OPPORTUNITIES

In the new facilities, numerous opportunities will be provided for individuals, firms and organizations to give rooms, units or departments to perpetuate a family name or to pay tribute to one who deserves honor. Appropriate recognition will be given to such donors by the Hospital.

GIFTS BY PLEDGE

The Marlborough Hospital Development Fund Campaign will be conducted on a three-year pledge basis. Contributions made over this period of time are one way of giving an amount most closely proportioned to your interests and desires. Pledges may also be paid in one sum, in cash or in any manner convenient for you.

GIFTS BY SECURITIES

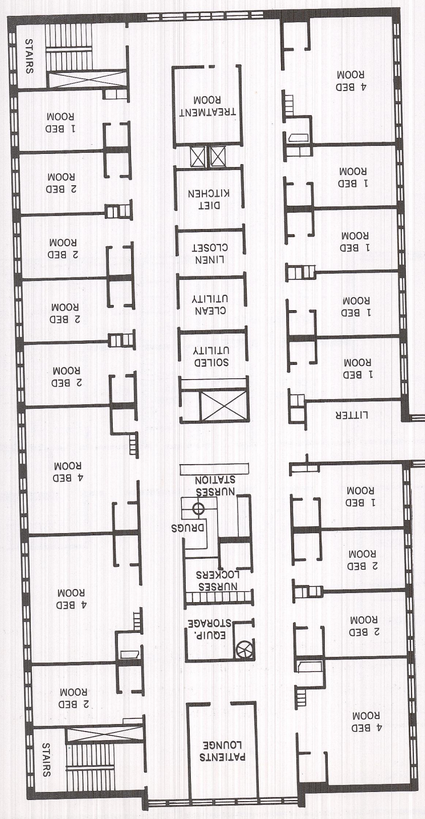
Where securities have increased in value since their purchase, a considerable saving may be effected by giving them to the Hospital. No capital gains tax is payable on the unrealized appreciation and the donor is allowed an income tax deduction (within the limits of the total gift deduction permitted by law) for the full market value of the securities at the time of the gift.

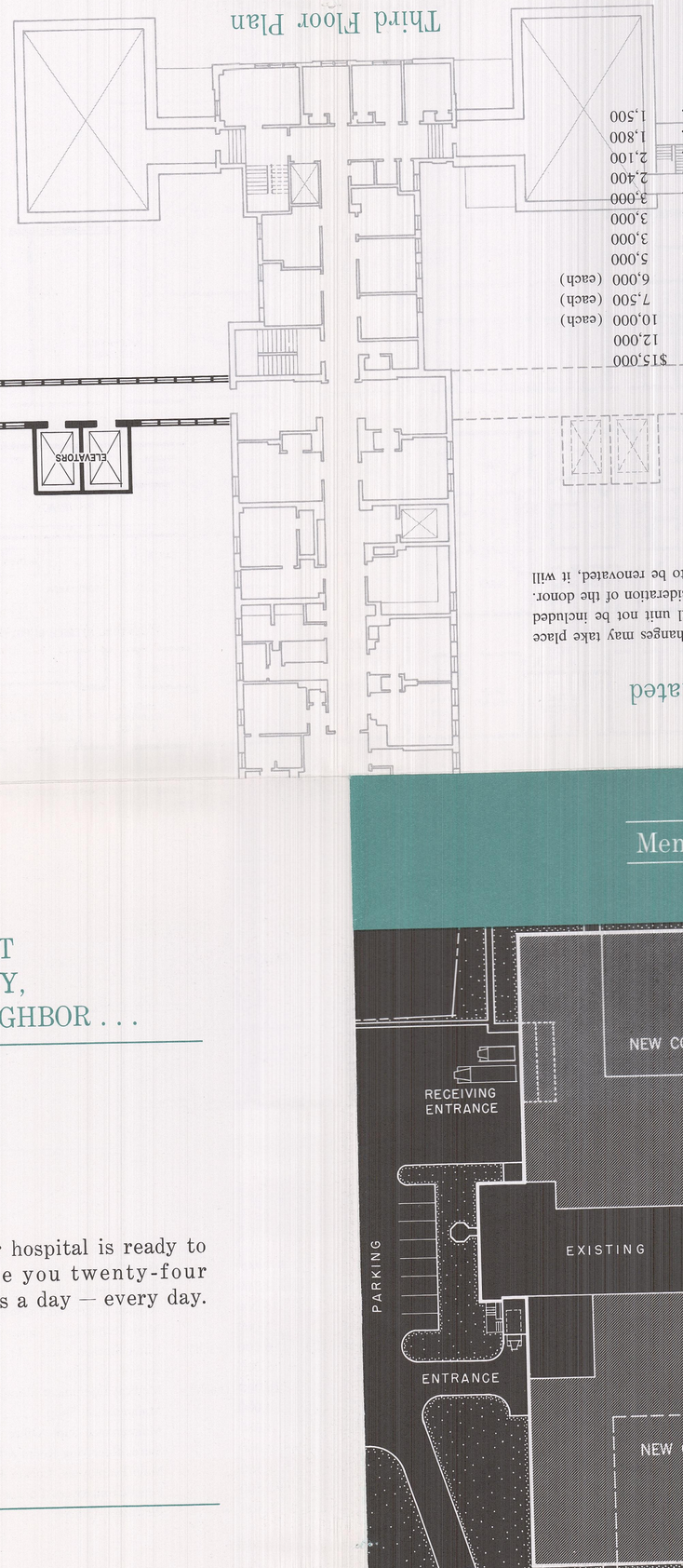
Other ways of contributing are by means of wills and bequests and by insurance policies naming Marlborough Hospital as beneficiary.

SUBSCRIPTIONS ARE TAX-DEDUCTIBLE

Gifts to Marlborough Hospital offer definite tax advantages to the donor. The total cost of any contribution is reduced substantially under existing tax laws. Depending on the individual income bracket, the saving may be from 20 to 90 per cent. The Hospital will gladly assist you with any questions you may have regarding tax deductions and gifts to the Development Fund.

MARLBOROUGH HOSPITAL





Memorial Opportunities

Third Floor — $125,000

Patient's Lounge	$15,000
Nurses' Station	12,000
Four-Bed Rooms (3)	10,000 (each)
Two-Bed Rooms (7)	7,500 (each)
One-Bed Rooms (6)	6,000 (each)
Treatment Room	5,000
Drug Room	3,000
Equipment Storage	3,000
Nurses' Locker	3,000
Diet Kitchen	2,400
Linen Closet	2,100
Clean Utility	1,800
Soiled Utility	1,500

Your Memorial Will Be Perpetuated

The Memorial opportunities listed in this folder are subject to whatever changes may take place in the architectural plans before construction. Should a specific Memorial unit not be included in the final plans, a suitable alternate Memorial will be offered for the consideration of the donor. In the event that a previously established Memorial is located in an area to be renovated, it will continue to be remembered in a suitable way.



REST EASY, NEIGHBOR . . .

Your hospital is ready to serve you twenty-four hours a day — every day.

Memorials In Marlborough Hospital

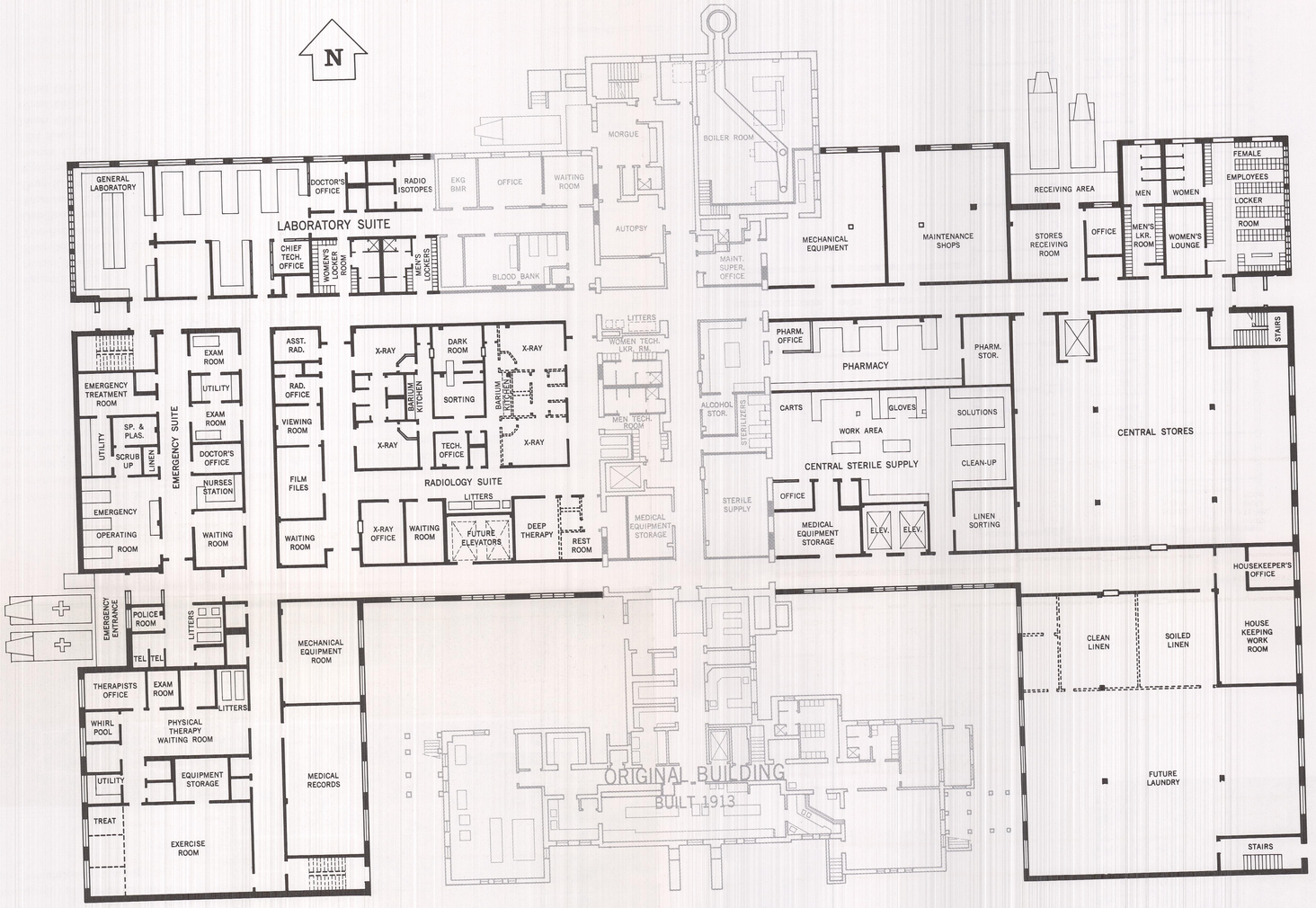
The Memorial opportunities available in the proposed expansion of Marlborough Hospital are presented here.

Each Memorial unit is indicated on the accompanying floor plans of the third floor in the new wing and the expanded ground floor of the existing main building.

The value shown for each Memorial is based on its desirability and does not reflect actual construction cost.

The shaded area on the floor plans indicates the existing building. The light area reflects the proposed new construction.

Ground Floor Plan



Memorial Opportunities

General Laboratory	$12,000
Blood Bank	18,000
Waiting Room	10,000
EKG-BMR	6,000
Radio Isotopes	3,000
Office	6,000
Doctor's Office	3,000
Chief Technician's Office	3,000
Women Technicians' Lockers	2,400
Men Technicians' Lockers	1,500
Laboratory Suite	55,000
Police Room	1,800
Emergency Treatment Room	9,000
Emergency Operating Room	$15,000
Examining Rooms (2)	6,000 (each)
Doctor's Office	4,000
Nurses' Station	12,000
Emergency Waiting Room	15,000
Utility Rooms (2)	1,500 (each)
Emergency Suite	50,000
Physical Therapy Waiting Room	9,000
Exercise Room	12,000
Therapist's Office	3,000
Examining Rooms (2)	6,000 (each)
Whirlpool Rooms (2)	5,000 (each)
Treatment Rooms (3)	4,000 (each)
Equipment Storage	$ 2,000
Utility	1,500
Physical Therapy Suite	36,000
Medical Records Room	15,000
Radiology Waiting Rooms (2)	6,000 (each)
X-Ray Office	5,000
X-Ray Rooms (4)	10,000 (each)
Radiologist's Office	4,000
Ass't Radiologist's Office	3,000
Dark Room	2,000
Sorting Room	1,500
Technician's Office	1,500
Barium Kitchen	1,500
Deep Therapy Room	$12,000
Deep Therapy Rest Room	6,000
Women Technicians' Locker Room	2,100
Men Technicians' Locker Room	2,100
Litter Storage Areas (3)	1,500 (each)
Radiology Suite	75,000
Medical Equipment Storage	3,000
Maintenance Shop	1,500
Maintenance Supt. Office	1,500
Stores Receiving Room & Office	2,100
Male Employees' Locker Room	1,500
Female Employees' Locker Room	2,400
Pharmacy Office	1,500
Pharmacy Storage	$ 1,500
Alcohol Storage	1,500
Dispensing Area	6,000
Pharmacy	9,000
Central Sterile Supply Work Area	10,000
Office	2,100
Sterile Supply	2,400
Medical Equipment Storage	1,800
Linen Sorting	1,500
Central Sterile Supply Suite	15,000
Central Stores	3,000
Housekeeper's Office	1,500
Housekeeping Work Room	2,400

February 18, 1964

Dr. Robert Batchelder
Department of Geography
Boston University
Boston, Massachusetts

COPY

Dear Dr. Batchelder:

I was pleased to meet you the other night and to hear of your work at Boston University. I understand that we are both members of the IVCF local council and I look forward to seeing you there.

If you are ever interested in seeing our computers, I would be very happy to show them to you. We do have classes on programming but they may be somewhat awkward for you to take advantage of because they usually go all day for a week at a time. However, if you are interested, we do have machines here which we have set up so that people can leisurely play with them and try them out. We would be very happy to have you work with one if you're interested.

I am enclosing some booklets which describe our smaller machine. We also have a much larger machine which we call the PDP-6 which is made for large universities or industrial computer centers. The PDP-5 is the most exciting machine we have because it is quite expensive and readily understood.

Let me know if we can be of any help to you.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech
Enclosures
PDP-1
PDP-4
PDP-5

February 13, 1964

Mr. Virginius Vaughan
Data and Teletype Engineer
American Telephone and Telegraph Company
195 Broadway
New York, New York

Dear Mr. Vaughan:

Our local A T and T representative has suggested that you are the proper person to act on our request to connect a Digital Equipment Corporation PDP-6 computer to the TWX network. Specifically, we wish to connect a computer in our Maynard, Massachusetts headquarters to the standard TWX network to allow any TWX user to make use of the computation equipment.

This facility should include a minimal amount of mechanical equipment, specifically no keyboards or printers. The computer should be able to both answer and originate calls, including dialing. The interface should be electrical, in serial form. 110 bit/sec. service is preferred. Should multiple lines be desired, the telephone company should provide the necessary line-hunting mechanisms to allow use of only one incoming number.

We appreciate your consideration of this request. If you should need additional technical information, please feel free to contact Mr. Donald Smith in our Maynard office.

Sincerely yours,

Kenneth H. Olsen
President

KHO:ech

bc: A. Kotok
D. Smith

COPY

February 12, 1964

Mrs. Kay Gourley
Milo
Maine

COPY

Dear Mrs. Gourley:

I am sorry that we delayed in answering your very prompt reply but it has taken us a little while to organize our plans. We would like to reserve Camp Dorothy from August 1 - 15. If it turns out to be more convenient for you, we could make this August 8 - 22.

We look forward to seeing you in the summer.

Sincerely yours,

Kenneth H. Olsen

February 11, 1964

E S R, Inc.
(J. B. Bronander Mfg. Co.)
34 Label Street
Montclair, New Jersey

Gentlemen:

Please find enclosed $5.50 in cash to cover the cost and postage charge for one plastic do-it-yourself digital computer kit as advertised in the January 20, 1964 issue of "Product Engineering" magazine.

Your prompt attention will be appreciated.

Very truly yours,

(Miss) Elsa C. Holmes
Secretary to the President

Enclosure

COPY

Subject: Notes on Chapters 16 and 17
of the Hutchinson Report

In order to prepare for future facility needs of Park Street Church, the Hutchinson Report proposes that the interior of the Church and all of the building on No. 1 Park Street be demolished and completely rebuilt of fireproof materials. Only the Church's exterior walls, roof, trusses, and steeple tower would be salvaged. The main sanctuary would be lowered to the first floor and two floors would be built above the sanctuary, which would contain the offices and religious education departments. The whole of the new building would be air conditioned.

It seems commonly agreed that this solution is completely impractical because it would cost between $2 - $3 million to accomplish it and because the Church could not tolerate the lack of a meeting place for the year or so that the building operation would take. We should, however, summarize the observations and ideas which this report has presented because they can be useful in solutions which are less dramatic and expensive than the one proposed. We could accomplish much of what he desires by simplifying our present floor plan and making it as efficient as possible.

The seating in the sanctuary was expanded from 1,200 to 1,500 seats by more efficient layout. This was done by having a center aisle and two side aisles rather than the four aisles that we now have (he feels that communion, offerings, and weddings are also better in a center aisle). He also extended the circular stairway up to the balcony so that the space used by side stairways can be used for seating.

He proposed that the organist and the soloist and a choir be placed in the rear balcony. This would simplify the front of the sanctuary and also allow a shallower pulpit and, therefore, one or two more pews in the front.

He feels that the "pro patria mori" memorial tablets on the front walls distract attention and should be put in the lobby.

He suggested that the cross in the center of the sanctuary be the center of attraction, that it be enlarged and that all distracting elements be removed.

He feels that the somber darkness of the pews and pulpit should be replaced by the whiteness of the colonial church, topped by dark handrails.

He proposed that there be a preaching pulpit on one side and a reading desk on the other so that the preacher is not required to stand between the "vestigial alter" and the worshipping congregation.

It is further proposed, "that in any construction or reconstruction plan, all offices of all ministries and activities of the Church be brought together into a well-planned unity in order to achieve the utmost in cooperation and to affect sound economies. That secretarial and clerical personnel be merged into one clerical pool in our organization, and that all offices of the Church, including the clerical department, be equipped with central files, dictating and transcribing machines, addressograph and file, duplicating and copying equipment."

COPY

It is interesting to note that the office layout which he proposes has approximately the same area as the first floor of No. 1 Park Street and so we could gain this efficiency by moving all offices to this building.

If we move the offices out of the basement of the Church to the first floor of 0 Park Street, we could then take advantage of another idea in the Report, which is to use the full area of the basement for dining room space which would allow us then to have banquets which hold 500 or 600 people instead of the present 200 to 300 people. He suggested the kitchen go into the area which is now the Jones Chapel.

With the offices moved out of the Church, we could keep the Church closed during the week and save significant heating and janitor costs.

Kenneth H. Olsen

2/5/64

January 24, 1964

COPY

Mrs. Kay Gourley
Milo
Maine

Dear Mrs. Gourley:

It has been very warm and sunny for the past few days and it makes one think about summer plans. We would like to reserve for two weeks in the middle of August, if it is available, and would appreciate your letting us know if it is.

Sincerely yours,

Kenneth H. Olsen

January 23, 1964

COPY

Mr. Marvin M. Koenig
Vice President
United Industrial Syndicate, Inc.
Fifty Rockefeller Plaza
New York 20, New York

Dear Mr. Koenig:

I am writing in response to your letter of January 22nd addressed to the President regarding the possible merger or acquisition of our company.

We do not have interests along any of the lines you suggest, but appreciate your contacting us.

Very truly yours,

(Miss) Elsa C. Holmes
Secretary to the President

United Industrial Syndicate, Inc.

Investors and Operators

Fifty Rockefeller Plaza
New York 20, N. Y.

RTEX PRODUCTS
LOUISVILLE TEXTILES, INC.
THE PORTLAND COMPANY
CENTURY PROJECTOR CORPORATION
SHELBYVILLE DESK COMPANY
MASON & PARKER MFG. COMPANY
THE UNION FORGING COMPANY
FRANK S. NELSON & CO., INC.
L. C. PRODUCTS, INC.
HUEY & PHILIP COMPANY
MOMSEN-DUNNEGAN-RYAN COMPANY
R-WAY FURNITURE COMPANY
BEST MADE SILK HOSIERY CO.
SAGAMORE MANUFACTURING COMPANY
NEW ENGLAND CONFECTIONERY COMPANY
HIGHTSTOWN RUG COMPANY

January 22, 1964

PERSONAL AND CONFIDENTIAL

The President
Digital Equipment Corp.
Main
Maynard, Mass.

Dear Sir:

We are taking the liberty of enclosing a copy of our brochure to act as an introduction.

We own and operate the Portland Company of Portland, Maine, which engineers and fabricates special machinery. It is our desire to expand and diversify in all phases of the machinery manufacturing industry, as well as the metal fabricating field. Therefore, we may have a very serious interest in discussing a merger, or the acquisition of your Company.

It has always been our policy to retain present management and personnel and to perpetuate the operation. Acquisitions are made on an all cash basis, and correspondence and negotiations are held in strictest confidence.

If you have any interest, we would welcome the opportunity to explore the matter with you.

Sincerely,

UNITED INDUSTRIAL SYNDICATE, INC.

Marvin M. Koenig

Marvin M. Koenig,
Vice President

MMK:rs
Enclosure

D1005 PD MAYNARD, MASS JAN 21

STAN OLSEN

GROSVENOR COURT HOTEL

LONDON, ENGLAND

GRO 5161

BENSON-LEHNER MADE A DEAL WITH SOMEONE ELSE; PROBABLY CDC.

KEN OLSEN

DIGITAL EQUIPMENT CORP VIA WU CABLE

CLR RD1005WU TXS

WU2 DH HUDSON MASS 21

KEN OLSEN DIGITAL MAYNARD MASS

ADVICE FROM OUR LONDON OFFICE THIS MORNING

STATES THAT YOUR CABLE YESTERDAY TO STAN OLSEN

GROSVENOR COURT HOTEL LONDON IS UNDELVERED.

ADDRESSEE NOT KNOW AND IS NOT REGISTERED AT HOTEL

WESTERN UNION TEL CO

917A

CLR

RWU 1&2

TO KEN OLSEN

FROM STAN

Rec'd
12:15
1/20/64

I WILL TRY TO VISIT BENSON-LEHNER IN LONDON AND PARIS. PLS CONTACT ME IN LONDON

GROSVENOR COURT HOTEL PHONE GRO 51.61

IF DEAL IS OFF OR CHANGED.

J

GAWU

STANXXXXXXX

DI004 PD MAYNARD, MASS JAN WPXX 20

STAN OLSEN

GROSVENOR COURT HOTEL

LONDON, ENGLAND

GRO 5161

BENSON-LEHNER MADE A DEAL WITH SOMEONE ELSE; PROBABLY CDC.

KEN OLSEN

DIGITAL EQUIPMENT CORP

END

RDI004WU TXS

January 17, 1964

COPY

Mr. John Hart, Materials Manager
ITT Data and Information Systems Division
Route 1 at Garden State Parkway
Paramus, New Jersey

Dear John:

Please accept this letter as our complete assurance that the resources of Digital Equipment Corporation will be committed to the end of making on-time deliveries of the equipments which will be ordered by ITT upon the successful conclusion of current contract negotiations. Also, let me assure you that adequate financing, both internal and external, is available to meet all requirements under our contract if successfully concluded.

Sincerely yours,

Kenneth H. Olsen
President

KHO/bl

January 17, 1964

COPY

Mr. George C. Mason
Parrish & Company
1603 Morris Building
1421 Chestnut Street
Philadelphia 2, Pennsylvania

Dear Mr. Mason:

Thank you for your letter of January 6th regarding information concerning the public distribution of stock of our company.

I am sorry to have to advise you that DEC stock is not available on the market and there are no plans for the immediate future.

Very truly yours,

(Miss) Elsa C. Holmes
Secretary to the President

MEMBERS
NEW YORK STOCK EXCHANGE
AND OTHER
LEADING EXCHANGES

Parrish & Co
ESTABLISHED 1900
1603 Morris Building
1421 CHESTNUT STREET
PHILADELPHIA 2, PA.
LOcust 3-5800

40 WALL STREET
NEW YORK
READING
POTTSVILLE
HARRISBURG
ALTOONA
PITTSBURGH
HEMPSTEAD

January 6, 1964

President
Digital Equipment Corp.
Main Street
Maynard, Mass.

Dear Sir:

I have had an inquiry concerning the possible public distribution of the stock of Digital Equipment Corp. Could you tell me if there is to be a public distribution of the stock and if so, when approximately it might be?

Thank you for your time.

Sincerely,

George C. Mason

George C. Mason

GCM:MMB

January 13, 1964

General Georges F. Doriot, President
American Research & Development Corp.
200 Berkeley Street
Boston 16, Massachusetts

COPY

Dear General Doriot:

Enclosed is an article from an "Electronic Design" magazine on learning machines. On page 37 there is a picture of a father and son team from Andromeda, Inc. which I now guess is the company which Dupont was interested in joining with DEC.

It is interesting to note that the author of this article seems to think that everybody has approximately the same approach toward character recognition and he considers Andromeda just one of the crowd. We have requested a Dun & Bradstreet report on the company and are checking to see what else we can learn about them.

Sincerely yours,

Kenneth H. Olsen

KHO:ech
Enclosure

January 13, 1964

Mr. F. Brooks Sanders, Dean
Gordon College
255 Grapevine Road
Wenham, Massachusetts

Dear Dean Sanders:

A short time ago, I was interviewing an undergraduate student from Stanford University and he happened to mention the difficulties they have been having with an Ampex TV tape recorder. I am not sure that their experience would be of any interest to Gordon College, but I did ask for the instructor's name so that if you were interested you could get in touch with him.

He is Mr. Henry Breitrose, Radio-Television Film Institute, Stanford University, Stanford, California.

Please do not acknowledge or answer my notes. If you answer them, I will wait until I have something significant to say. If you do not, I will feel much more free to pass on comments which might just have some possibility of being useful.

Sincerely yours,

Kenneth H. Olsen

KHO:ech

COPY

January 13, 1964

COPY

Industrial Sales Division
AMP, Inc.
Harrisburg, Pennsylvania

Dear Sir:

Please send catalog information on the AMP manual card reader described in the November 21 "Machine Design" magazine.

Very truly yours,

Kenneth H. Olsen

KHO:ch

January 8, 1963

COPY

Mr. Donald A. Molony, Professor
of Electrical Engineering
Rutgers, The State University
Department of Electrical Engineering
Queen's Campus
New Brunswick, New Jersey

Dear Mr. Molony:

Please accept my sincere apologies for having neglected to enclose the copy of DEC's Terms and Conditions of Price Quotation as mentioned in our letter of January 6.

I am enclosing it herewith with my apologies for any inconvenience it may have caused you.

Very truly yours,

(Miss) Elsa C. Holmes
Secretary to the President

Enclosure

TERMS AND CONDITIONS OF PRICE QUOTATIONS

The following Terms and Conditions apply to the attached quotation unless specifically modified within the letter of transmittal.

A. Prices quoted herein shall remain in effect for sixty (60) days from the date of this quotation.

B. The prices quoted herein are f.o.b. Digital Equipment Corporation, Maynard, Massachusetts, and do not include Federal Excise Taxes or any applicable state and local taxes, any insurance costs, or any foreign taxes, including tariffs, customs duties or any exporting or importing taxes.

C. All invoices are due and payable thirty (30) days after invoice date. Payment must be in United States Dollars.

D. All transportation costs and any special packing or installation costs involved with the delivery of the equipment quoted herein from Maynard, Massachusetts to location of installation will be paid by the customer.

E. Any modifications to the equipment or terms specified herein may cause extensions of the delivery dates and/or increases in the quoted prices.

F. All of the equipment quoted herein is guaranteed to be free from design and manufacturing defects for a period of six (6) months following the date of delivery and/or acceptance (see below). Any component which fails during this period will be repaired or, at DEC option, replaced. This warranty does not cover components which have been modified without DEC approval or which have been subjected to unusual physical or electrical stress. Upon expiration of the warranty, system maintenance service is available from DEC on a contract or per call basis.

G. The date of acceptance shall become the invoice date and the beginning of the guarantee period described above. Acceptance shall follow the successful operation of the equipment using standard DEC test procedures applicable to the system involved. Subject to DEC's approval, the buyer may include special test procedures and programs. The buyer must bear all costs of preparation and checking of any such special programs, and in no event can the final testing of the system be delayed by nonavailability of such special programs. Final agreement on test procedures and programs must be reached no later than thirty (30) days before scheduled delivery date of equipment.

H. Any standard options, to be added to a system after delivery, will be charged for on the following basis:

Total selling price of added equipment plus 5% to cover field installation costs. These installation costs are to be not less than $200 nor more than $5,000.

In addition, all applicable travel expenses for person(s) making the installation will be paid for by the customer.

January 6, 1964

Mr. Donald A. Molony, Professor
of Electrical Engineering
Rutgers, The State University
Department of Electrical Engineering
Queen's Campus
New Brunswick, New Jersey

COPY

Dear Mr. Molony:

Thank you for your letter of December 30, 1963, informing Digital Equipment Corporation of Rutgers' interest in purchasing one of our PDP-5 computers.

Realizing the increasingly prominent and important role that digital computers are playing in today's world, it is with pleasure that we are able to offer Rutgers a $6,000 educational contribution toward the purchase of a PDP-5 for the computer laboratory of the Electrical Engineering Department. The total cost to Rutgers for a PDP-5 computer will thus be . . . . . $21,000.

If Rutgers places a purchase order within the next thirty (30) days, DEC will make every effort to deliver a PDP-5 within forty-five (45) days after receipt of the order.

A copy of DEC's Terms and Conditions of Price Quotation is attached as Appendix A to this proposal.

Your sincere and continued interest in our products is greatly appreciated. I would be pleased to hear from you if I can be of further assistance.

Sincerely,

Kenneth H. Olsen

KHO:ech

Enc.

RUTGERS · THE STATE UNIVERSITY

COLLEGE OF ENGINEERING
DEPARTMENT OF ELECTRICAL ENGINEERING

QUEEN'S CAMPUS
NEW BRUNSWICK, NEW JERSEY

December 30, 1963

Mr. Kenneth Olsen, President
Digital Equipment Corporation
146 Main Street
Maynard, Mass.

Dear Mr. Olsen:

For sometime we have been considering the acquisition of a modest size digital data processor for our computer laboratory within the Department of Electrical Engineering. It is our purpose to use any such equipment in connection with the required program of studies completed by all undergraduate Electrical Engineering students. For several years we have had a highly successful required program of study making use of our existing analog facility and we recognize that we must supplement these studies with a comparable program in the digital area. We also hope to exploit the obvious potentials of hybrid computation.

It would appear that your PDP-5 would be a most appropriate machine for our purposes.

I have been using a number of your system models in the computer laboratory for sometime and have been very favorably impressed as to the reliability of your equipment. In discussions with Mr. Denniston the possibility arose that we might be eligible for an educational discount. At his suggestion I am writing to you to request such a discount. Again let me state that it is our intention to use this equipment for undergraduate instruction and in an intensive manner. We do not in any way propose to compete with the existing and growing computation center supported by the University. We feel, however, that an Electrical Engineer must be more familiar with the "hardware" aspects of computing machines than a non-electrical or a non-engineering student. It appears that the only way we can accomplish this is to have equipment such as the PDP-5 available for instructional purposes.

If we do actually purchase such equipment payment will be made with regular departmental funds. Unfortunately, the funds available at this time are insufficient to allow outright purchase of a PDP-5 with 4K memory at the regular list price of approximately $27,000. The Department Chairman has informed me that we have available slightly more than $21,000 hence a discount of approximately 20 percent would make it possible to order a computer of this type.

Any consideration that you can give to this request will be greatly appreciated. If you require further information please contact me at once and I will be glad to supply whatever you request. I might add that your representative, Mr. Denniston, is very familiar with our situation here and that he has been most considerate and cooperative in every way.

Very truly yours,

Donald A Molony

Donald A. Molony, Professor
of Electrical Engineering

DAM:rr

January 2, 1964

Mr. Edward A. Anderstrom
19 Turning Mill Road
Lexington 73, Massachusetts

Dear Mr. Anderstrom:

Thank you for your recent letter concerning your interest in discussing a position with us at DEC. In the areas of production and finance, we are currently quite well staffed and, consequently, we do not have any way that we can effectively use your extensive background.

I appreciate your considering DEC.

Sincerely,

Kenneth H. Olsen

KHO:ech

COPY