OUT-THINK™

The Datapoint Marketing Newsletter

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

Refurbished Equipment
Great Prices on "Like New" Gear

Want to be able to offer your customers "like new" equipment at lower-than-new prices?

Refurbished Datapoint equipment lets you do just that.

Refurbished gear is a real bargain. It's equipment that has been returned from lease and it's been carefully maintained by Datapoint personnel. The equipment on the following pages is being offered on a "sale only" basis.

Each piece of equipment has been completely disassembled; each component is renewed and tested before reassembly. The result is a like new product - but at a lower price.

Before it goes out on lease again, we're making it available to you and your customers.

Processors, disk storage, printers, entire systems - we've got them all - and Datapoint maintenance is

available for this refurbished gear. But the equipment on the following pages is offered on an "as available" basis only, so get your customers' orders in now!

Pricing for these products is effective immediately.

See Page 12 of this Special Edition for important ordering information.

Datapoint Disk Systems

Now! Offer your customers great savings on complete disk systems!

• Disk processing power in "refurbished like new" condition.

• Eight systems to satisfy a variety of user needs.

The Systems

If you'd like to offer your customer real value in a timesharing or batch processing system, look at these refurbished buys:

4220 System

This system works with DATASHARE ® or can stand alone. It supports up to four user terminals as well as external communications. A 2226 Advanced Business Processor, five MB of disk storage (two 2.5 MB Diablo Disk Drives, one fixed, one removable cartridge), multiport interface, software, and documentation make up the 4220 system.

4520/4523 Systems

A 4520 system ... DATASHARE capability using a 5500 processor, five MB of disk storage (two 2.5 MB Diablo Disk Drives, one fixed, one removable cartridge), multiport interface, software, and documentation.

Or, for batch processing, a 4523 system ... a 5500 processor, five MB of disk storage (two 2.5 MB Diablo Disk Drives, one fixed, one removable cartridge), DOS software, and documentation. Both of these refurbished systems support a wide variety of languages and communications packages and offer good value. One may be just what that new prospect is looking for.

4540/4543 Systems

Power and economy in batch or interactive modes with more disk storage than the 4520 and 4523 systems. That's what your customer can have in refurbished 4540/4543 systems. Both systems include a 5500 processor and 50 MB of disk storage in two 25 MB drives. The 4540 has a multiport interface and DATASHARE software and documentation. The 4543 comes without the multiport interface and with DOS software and documentation.

4640/4643/4644 Systems

Three systems with a 6600 processor, a variety of capabilities, and processing power approaching capabilities of some mainframe computers are now offered at great prices in "refurbished like new" gear. All three systems include a 6600 processor and 50 MB of disk storage. The 4640 comes with a multiport interface and DATASHARE software and documentation. 4644s include a Resource Interface Module (RIM) instead of the multiport interface. 4643s do not have a RIM or multiport interface and are shipped with DOS software and documentation.
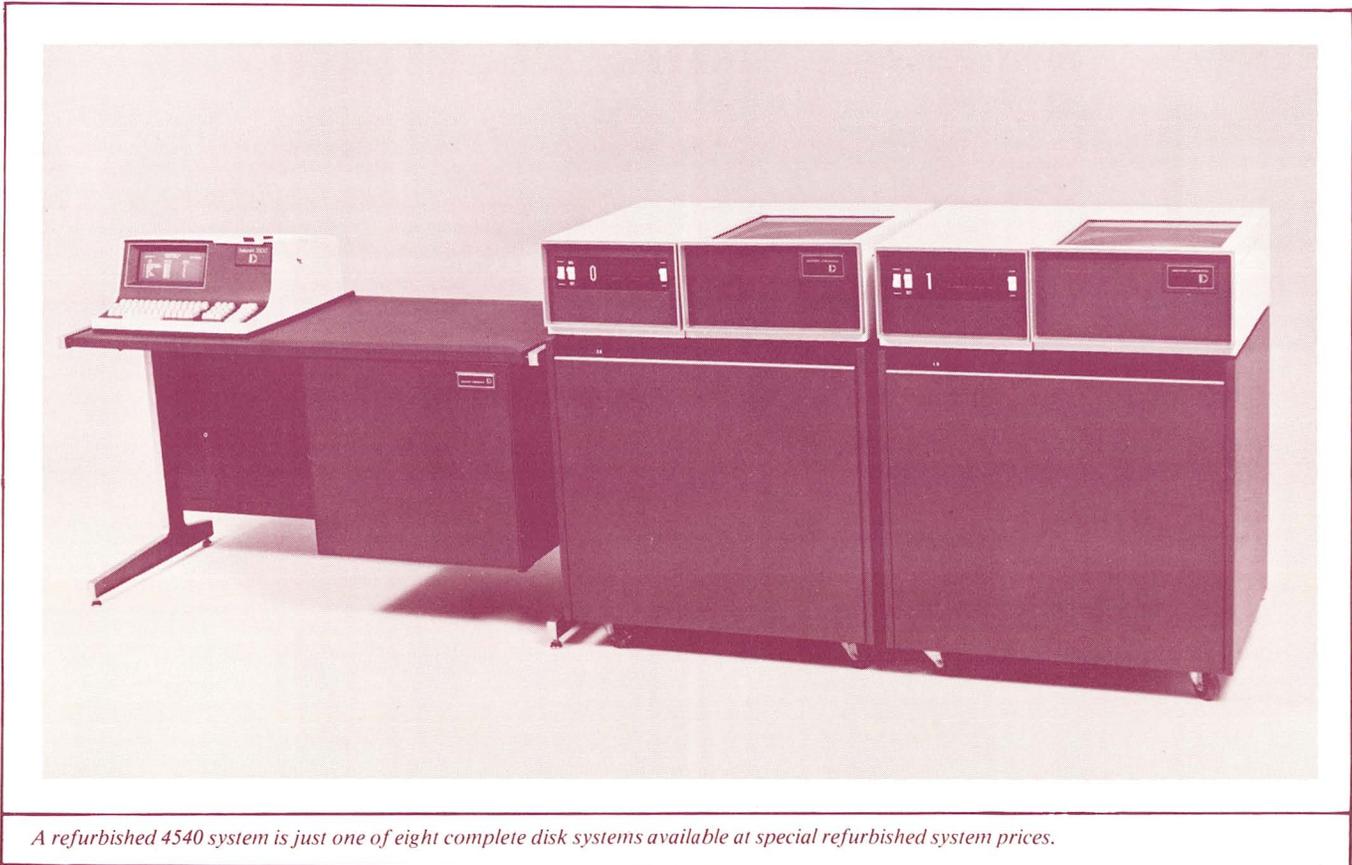
A refurbished 4540 system is just one of eight complete disk systems available at special refurbished system prices.

Prices

Model	Description	Qty.	Price	Maint.	Install.
4220	2226 Processor, 5 MB Storage (two 2.5 MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	$11500 $10500 $ 9950	$175 $175 $175	$500 $500 $500
4520	5500 Processor, 5 MB Storage (two 2.5 MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	$17750 $16500 $15500	$207 $207 $207	$650 $650 $650
4523	5500 Processor, 5 MB Storage (two 2.5 MB Diablo Disks), Controller, DOS Software, Documentation	1-3 4-10 11+	$16500 $15250 $14250	$190 $190 $190	$620 $620 $620
4540	5500 Processor, 50 MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation		$29450	$420	$1000
4543	5500 Processor, 50 MB Disk Storage, Controller, DOS Software and Documentation		$28200	$404	$970
4640 /4644	Both: 6600 Processor, 50 MB Disk Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC™ Software, Documentation		$36500	$525	$1000
4643	6600 Processor, 50 MB Disk Storage, Controller, DOS Software and Documentation		$35250	$510	$970

Datapoint Diskette Systems

Fast, efficient data storage in a compact package at an economical price.

Systems which combine the features of a dispersed processor terminal with the speed and random access ability of the diskette storage medium.

That's what Datapoint diskettes and diskette systems mean to your customer.

And now you can offer 1130, 1150, or 1170 dispersed processor systems or individual diskette memory units refurbished and ready to go.

The Systems

1130 Dispersed Processor Systems

Refurbished 1130 dispersed processors are available in four configurations with from one to four diskette drives. Any of the standard communications interfaces can be used with these systems. Communications are performed in batch mode.

1150 Dispersed Processor Systems

Three 1150 systems are available as refurbished gear. They feature from two to four diskette drives, and the 5500 instruction set, including memory address indexing and basing capabilities. Communications can occur in either batch or real-time mode.

1170 Dispersed Processor Systems

A good balance of processing power and flexibility, refurbished 1170 systems are available with from two to four diskette drives. These systems run stand-alone or DATASHARE multiuser software, and support up to four DATASHARE users.
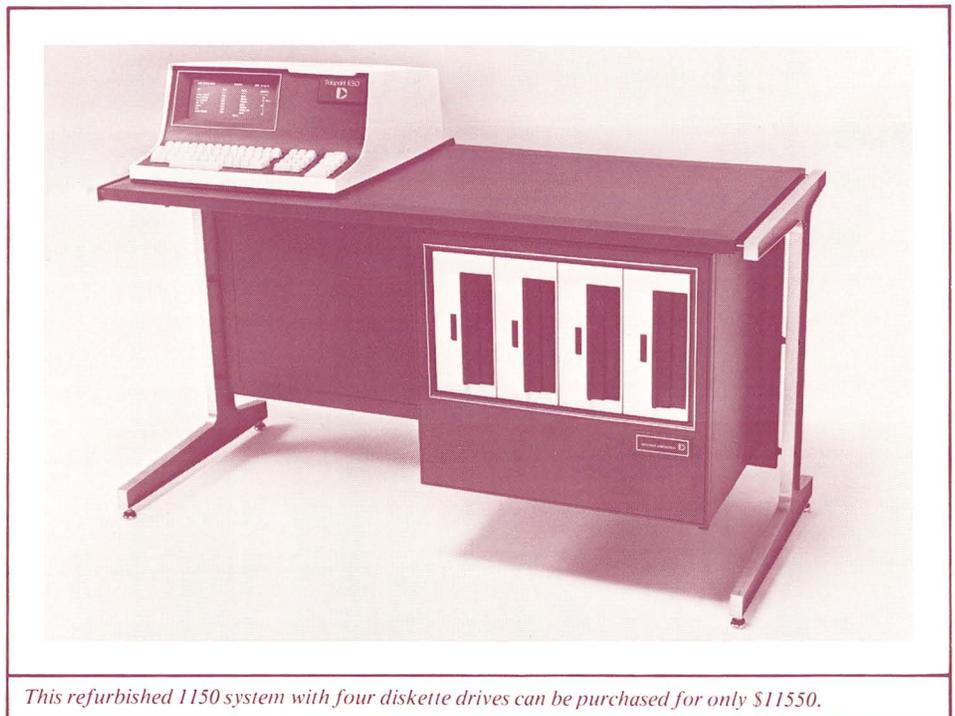
The Datapoint Diskettes

These Datapoint diskettes have a 1024 character buffer memory and a capacity of 256,256 bytes per diskette.

In addition, a special Datapoint software utility program lets you convert Datapoint diskettes to IBM 3741 format and vice versa.
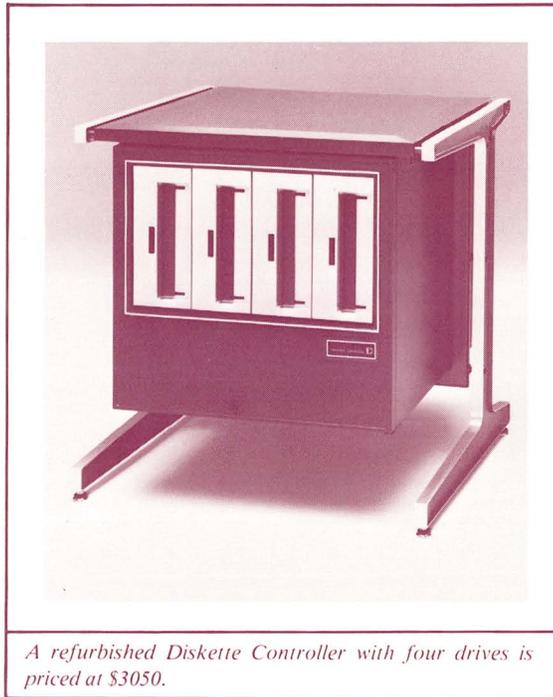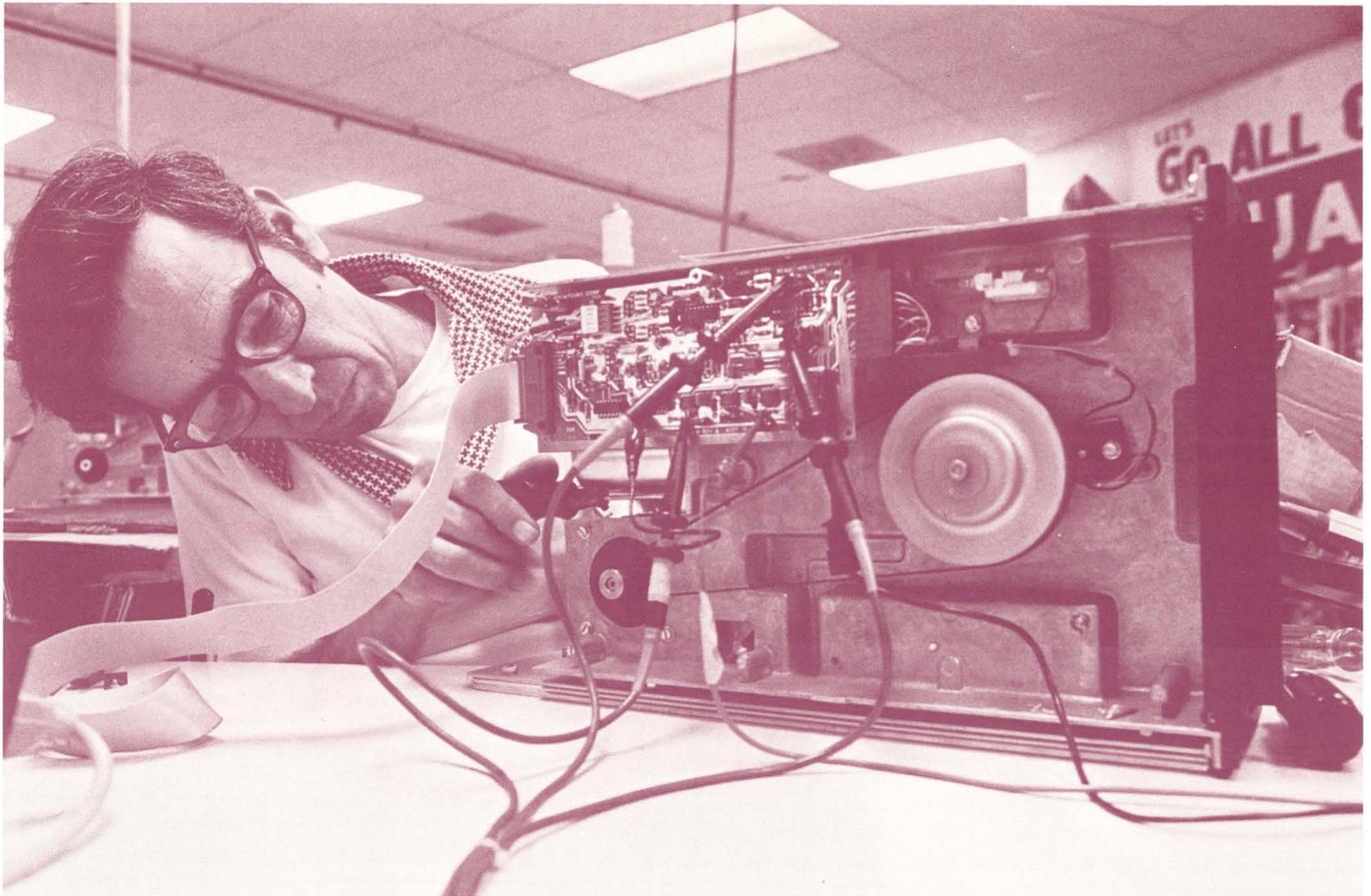

A refurbished Diskette Controller with four drives is priced at $3050.

*This refurbished 1150 system with four diskette drives can be purchased for only $11550.*

Prices

Model	Description	Price	Maint.	Install.
1131	Diskette 1130 Processor, 1 drive	$4775	$52	$120
1132	Diskette 1130 Processor, 2 drives	$5075	$68	$120
1133	Diskette 1130 Processor, 3 drives	$5375	$85	$120
1134	Diskette 1130 Processor, 4 drives	$5675	$103	$120
1152	Diskette 1150 Processor, 2 drives	$10950	$76	$125
1153	Diskette 1150 Processor, 3 drives	$11250	$92	$125
1154	Diskette 1150 Processor, 4 drives	$11550	$110	$125
1172	Diskette 1170 Processor, 2 drives	$11950	$78	$125
1173	Diskette 1170 Processor, 3 drives	$12250	$95	$125
1174	Diskette 1170 Processor, 4 drives	$12550	$116	$125
9382	Console Diskette Controller, 2 drives	$2450	$48	$50
9383	Console Diskette Controller, 3 drives	$2750	$66	$50
9384	Console Diskette Controller, 4 drives	$3050	$84	$50
9385	Freestanding Diskette Controller, 1 drive	$2150	$30	$50
9386	Freestanding Diskette Controller, 2 drives	$2450	$48	$50
9387	Freestanding Diskette Controller, 3 drives	$2750	$66	$50
9388	Freestanding Diskette Controller, 4 drives	$3050	$84	$50

Refurbished Processors

Cassette 1108 Dispersed Processor

If cassettes are desired for data storage and the primary task is data entry, refurbished Cassette 1108 Dispersed Processors can fill the bill. They feature 8K of user memory and use standard Phillips-type cassettes for program and data storage.

Inexpensive, easily stored and handled cassettes appeal to value conscious users, and the processor itself is office-oriented both in size and appearance. The Cassette 1108 can accommodate Datapoint printers, communication interfaces and card readers.
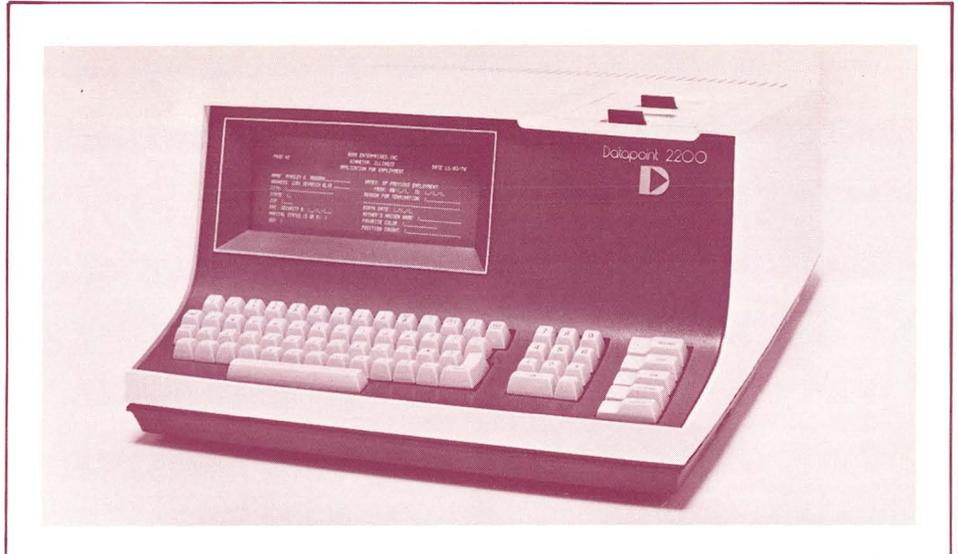
A refurbished 2226 processor: 16K of user memory in a completely programmable multiregister computer for only $4975.

2226 Business Processor

A member of the 2200 series Business Processor family, the 2226 offers 16K of user memory in a processor capable of stand-alone processing or operation in a DATASHARE system. This processor is a completely programmable multiregister computer with pushdown stack, interrupts and selectable execution mode - all in a compact housing.

When you add the capability of operating up to 14 external peripherals to the office-oriented features of this processor - convenient keyboard, video display, and dual cassettes - it's clear that a refurbished 2226 processor offers big value for a small price.
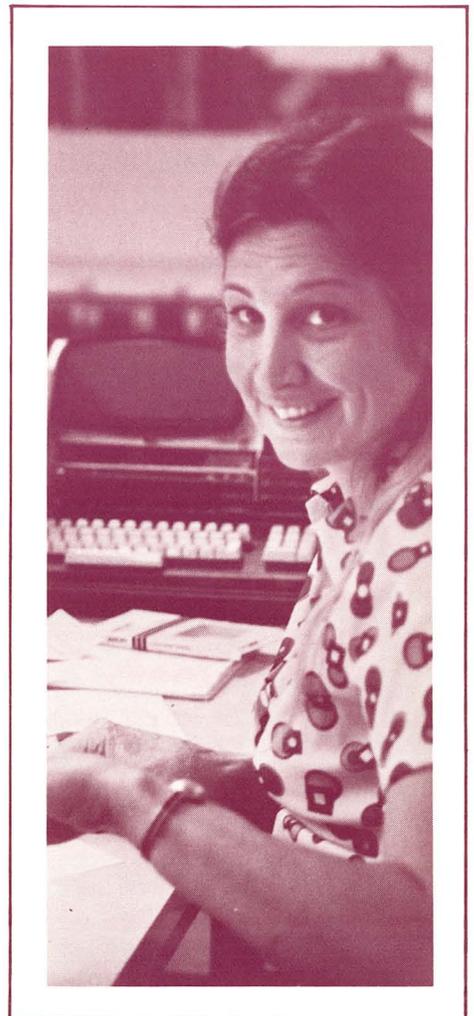
Prices

Model	Description	Price	Maint.	Install.
1108	Cassette 1100 Processor, 8K Memory	— not currently available.		
2226	2200 Processor, 16K Memory	$4975	$90	$80

Datapoint Cartridge Disks (DIABLO)

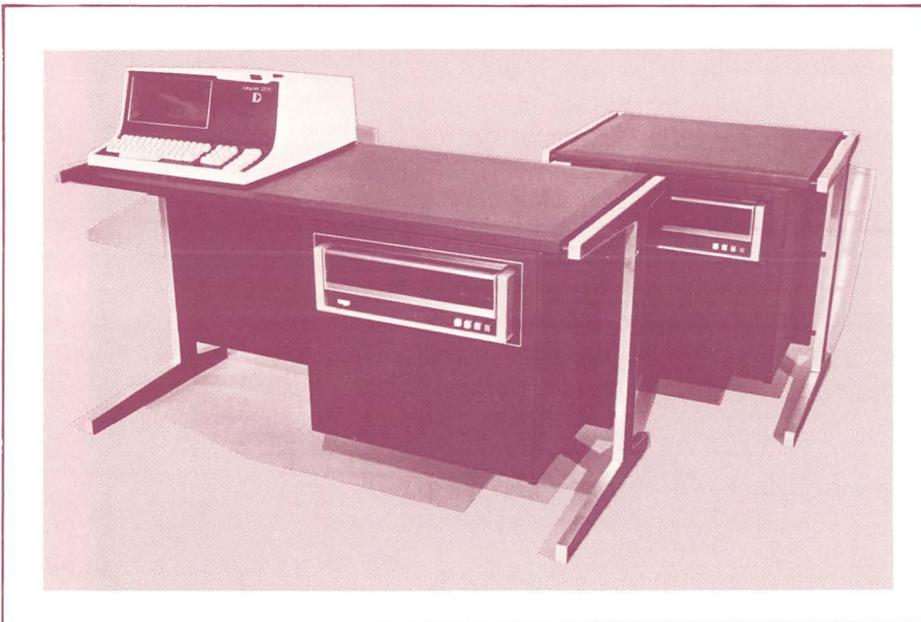*A Diablo Disk Controller/Drive with extension adds disk storage to a refurbished 2226 processor.*

Refurbished 9350 series single-disk drives are just the storage medium to sell with those refurbished 2226s ... and to add more storage to the refurbished 4220 and 4520/4523 systems.

• 9350 series disks provide 2.5MB of storage on removable or fixed cartridges.

• They connect to the I/O bus of Datapoint processors and can be used with any memory size.

• They don't draw power from the processor and don't limit the number of other devices that can be attached to the I/O bus.

• Extensions are available to expand storage capacity.

• These disk systems have a 1K buffer memory - and a 4K buffer option is also available.

Here's a good, economical storage medium for cartridge disk users.

Prices

Model	Description	Price	Maint.	Install.
9350	Console Front-load 2.5 MB Controller/Drive	$2975	$75	$125
9351	Freestanding Front-load 2.5 MB Controller/Drive	$2975	$75	$125
9354	2.5 MB Extension, Removable Cartridge, (no controller)	$2400	$46	$125
9356	2.5 MB Extension, Fixed Cartridge	$2400	$46	$125
9357	Console Front-load 2.5 MB Controller/Drive, 4K Buffer Memory	$3075	$69	$125
9358	Freestanding Front-load 2.5 MB Controller/Drive, 4K Buffer Memory	$3075	$69	$125

Datapoint Mass Storage Disk Controller and Drive

For customers with big data storage needs, refurbished 9370/9373 Mass Storage Disk Drives and Controllers provide up to 200 million bytes of on-line memory for a 5500 or 6600 based system. Off-line storage capacity is unlimited, since the multiple platter disk pack is removable.

The controller has a buffer memory divided into 16 pages of 256 bytes each, allowing storage of 16 independent sectors of data (4096 bytes total) in the controller buffer memory.

Since buffer memory can be randomly addressed, updating and sorting of small amounts of data within a sector is possible. And the disk's large buffer memory speeds operations.

These multiplatter disk packs provide 24,944,640 bytes of storage per pack. At these prices, refurbished mass storage disks offer unusually good value for your customer's dollar.

Prices

Model	Description	Price	Maint.	Install.
9370	Freestanding 25 MB Mass Storage Drive/Controller	$9950	$144	$250
9371	25 MB Mass Storage Drive Extension	$7750	$105	$125
9373	Console 25 MB Mass Storage Drive/Controller	$9950	$144	$250
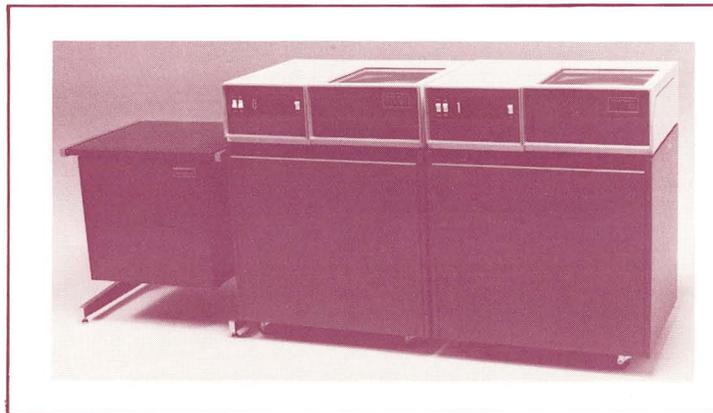
Add a 25 MB Extension to a refurbished 25 MB Mass Storage Drive/Controller for 50 MB of disk storage at a really good price.
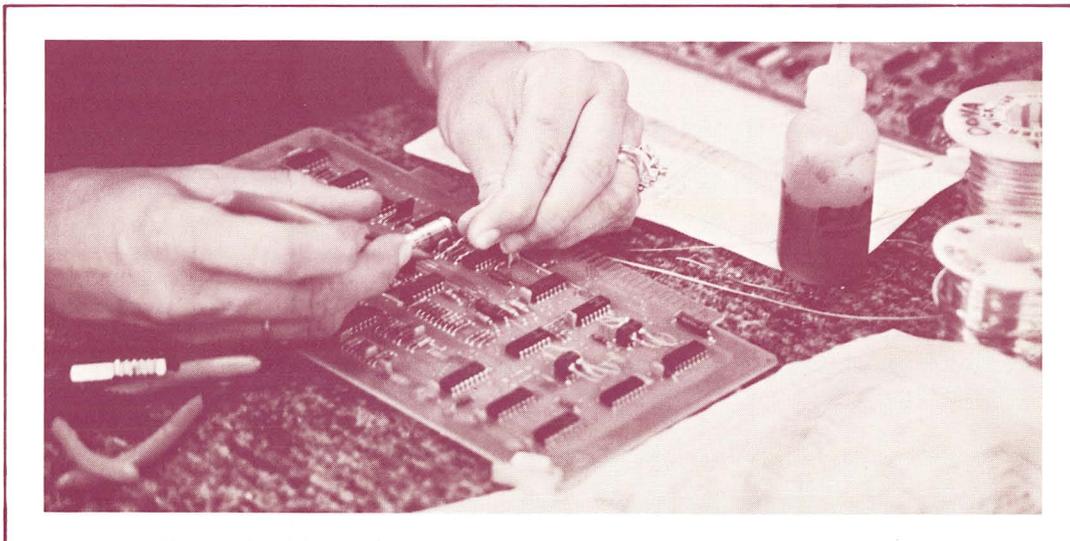
Datapoint 120 Column Belt Printer
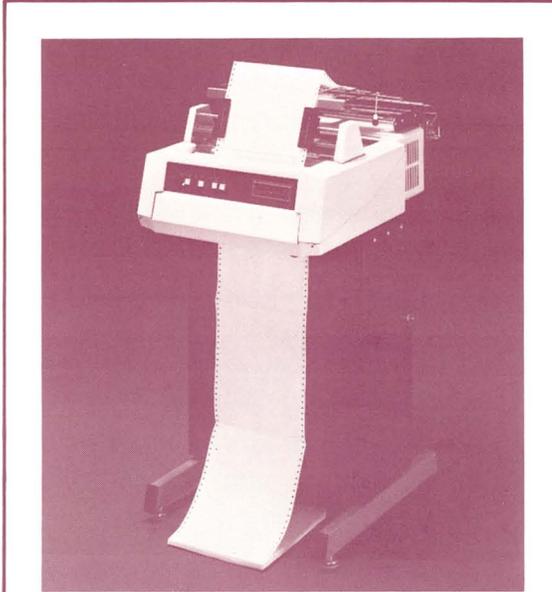
Refurbished 120 Column Belt Printers are available in 60 or 120 LPM versions.

A refurbished Datapoint Belt Printer brings users an economical medium-speed printer in a compact package. This printer offers two speed ranges, a 120 column format and two versions to allow connection to a processor or operation as a DATASHARE terminal printer.

Its 96 character print belt prints a standard ASCII 96 character set in upper and lower case. These printers come with stand and paper-stacking shelf; the print ribbon is standard business machine type and automatic reinking extends ribbon life.

The 9291 and 9292 models have a maximum print speed of 60 LPM. The 9294 will print at speeds up to 120 LPM.

Paper feed is tractor controlled. Line spacing is 6 lines per inch.

Prices

Model	Description	Price	Maint.	Install.
9291	60 LPM Printer, Parallel Interface	$2500	$48	$125
9292	60 LPM Printer, Serial Interface	$2500	$48	$125
9294	120 LPM Printer, Parallel Interface	$2875	$68	$125
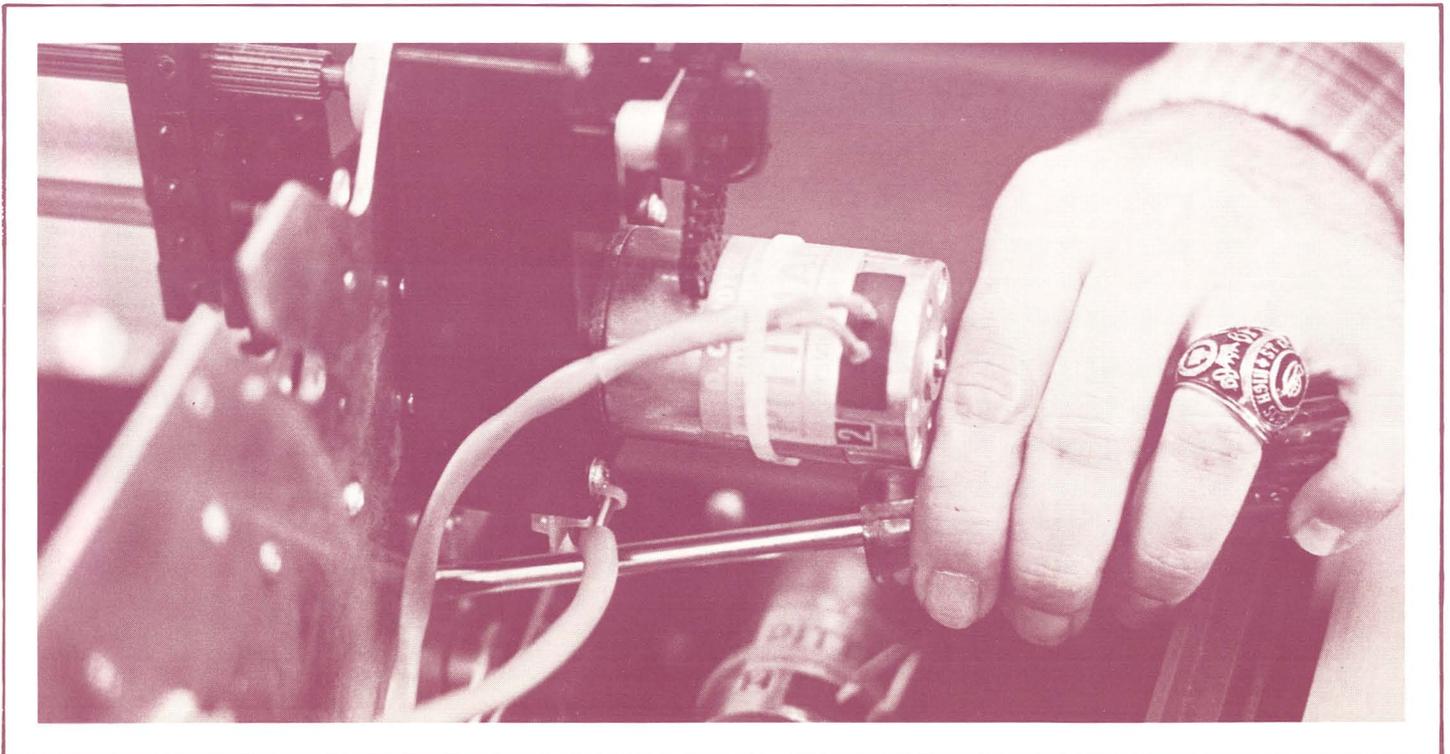
Datapoint Servo Printer

A highly versatile printer with a variety of desirable features (underlining, boldface, subscript, and superscript to name a few) with excellent quality and at a really good price. That's what a refurbished Servo is to your customers.

The heart of this printer is a servo-driven, rosette-shaped, flexible plastic type wheel with fully formed characters struck by a small electric hammer to produce typewriter-quality printing.

Servo Printers operate bidirectionally at a speed of 30 characters per second. Print quality is so good that they can be used for tasks which would usually require a typewriter style printer - like text-processing and letter typing. And they plug right into Datapoint processors with no extra equipment needed.

Functional characteristics include:

• Cartridge ribbon - carbon or cloth

• 11 inch top of form control

• Tractor or friction paper feed, front or rear load

• Line spacing at 48 positions/inch forward or backward

• 96 character ASCII set, Courier 72 font standard

Prices

Model	Description	Price	Maint.	Install.
9250	Console Servo Printer	$1595	$58	$125
9251	Freestanding Servo Printer	$1595	$58	$125

A refurbished Servo Printer produces typewriter-quality printing and costs only $1595.

Datapoint Freedom Printer
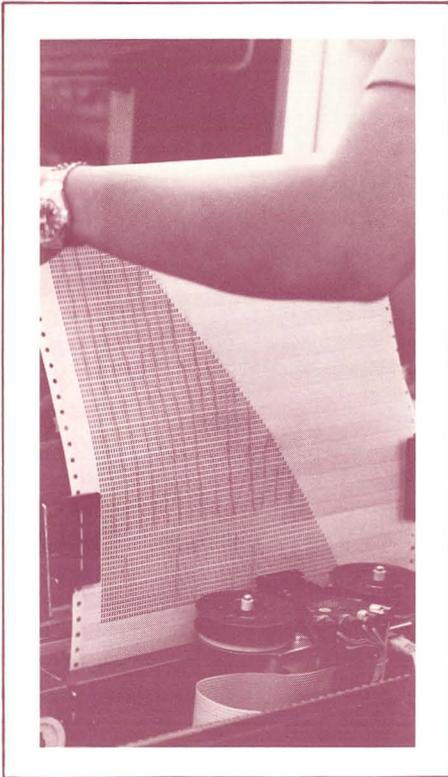
Freedom Printer functional characteristics include:

Column Width	132 columns (10 characters per inch)
Printing Throughput	
(Models 9231/9232)	25-425 LPM
	80 characters per second maximum print rate
(Models 9235/9236)	60-450 LPM
	160 characters per second maximum printe rate
Printing Method	5 x 7 dot matrix, impact technique
Paper Slew Speed	2.5 to 3.5 inches/second
Character Slew Speed	80 to 250 cps
Line Spacing	6 and 8 lines/inch, operator selects
Format Control	6 lines/inch - 1 to 24 inches in 1/2 in. increments
	8 lines/inch - 1 to 24 inches in 1/4 in. increments
Paper Feed	Bottom front to rear of machine
Character Font	96 character ASCII set

Prices

Model	Description	Qty.	Price	Maint.	Install.
9231/	80 cps Freedom Printer (serial)	1-3	$1750	$35	$125
9232	80 cps Freedom Printer (parallel)	4-10	$1600	$35	$125
		11-25	$1500	$35	$125
		26+	$1395	$35	$125
9235/	160 cps Freedom Printer (serial)	1-3	$1995	$50	$125
9236	160 cps Freedom Printer (parallel)	4-10	$1850	$50	$125
		11-25	$1725	$50	$125
		26+	$1525	$50	$125

You know the Freedom Printer's features:

• 80 and 160 cps throughput with flexibility and serviceability.

• Clear, readable text on single or multipart forms.

• Permanently programmed ROM contains processor control functions.

• 6 or 8 lines per inch format control.

• Printing throughput up to more than 400 LPM.

And now the price for refurbished Freedom Printers should make these features even more attractive to your customers!
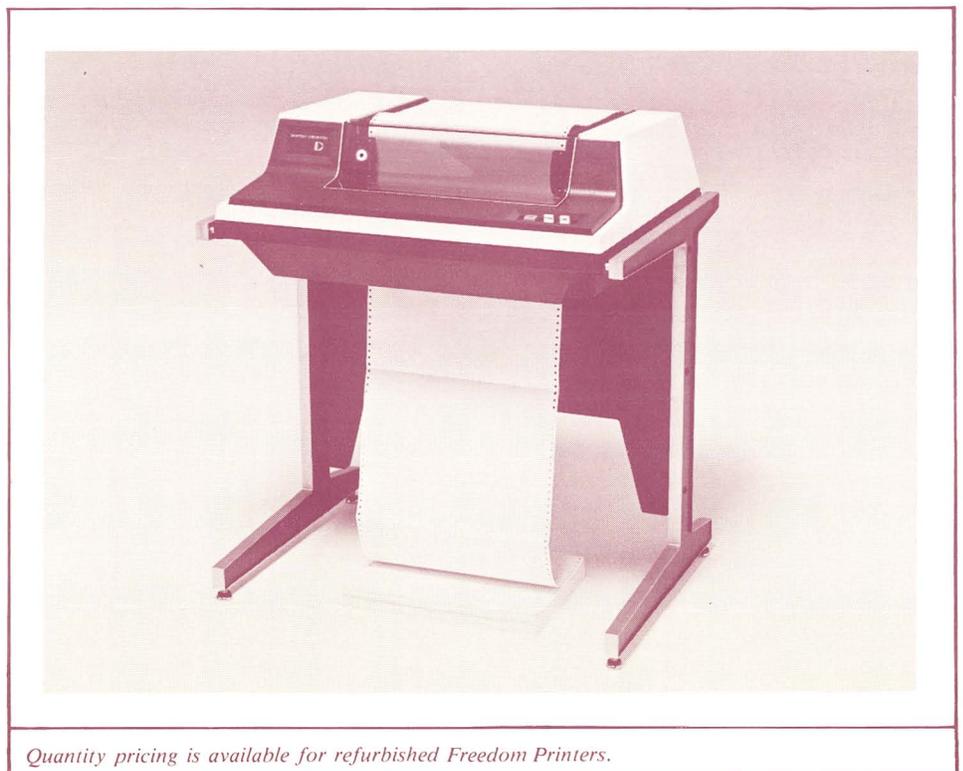
Quantity pricing is available for refurbished Freedom Printers.

Ordering Refurbished Equipment

Some procedures for ordering refurbished equipment differ from regular order procedures. Please note:

Orders for refurbished equipment will be filled on a first come, first served basis from inventory on hand at the time the order is received.

In cases where multiple orders exceed on-hand inventory, split shipment procedures will automatically prevail.

All orders for refurbished equipment must be accompanied by forms 60716, 60728, and 60719. Specific special requirements for refurbished gear orders accompany each illustration below.

This program is being coordinated by John Tysall. Questions regarding it can be directed to him at ext. 7852.

Figure 1: Form 60716 (front)   Fill out as usual

Figure 2: Form 60716 (back)   Enter "3" for SPECIAL PROJECT NUMBER

Figure 3: Form 60728

a. Order ACCOUNT TYPE check OEM and OTHER
b. Place "R" on the line following OTHER

Figure 4: Form 60719

a. Check the fourth box at the top (E EQUIPMENT)
b. Prefix all model numbers with "R" (for example R/4520)

DATAPOINT CORPORATION

The leader in dispersed data processing ™