

**WANG**

LABORATORIES, INC.

Porter, B.

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TO: AREA DIRECTORS, DISTRICT MANAGERS, BRANCH MANAGERS, AND ALL  
SALES AND SUPPORT PERSONNEL

FROM: CARL MASI AND FREDERICK A. WANG


SUBJECT: PRODUCT ANNOUNCEMENT


DATE: May 5, 1980

Wang Laboratories is pleased to announce the release of product enhancements for the Daisy Wheel Printers used in conjunction with our 2200 product line, and the availability of Twin Sheet Feeders for the Daisy Wheel Printers used on all product lines.

In announcing Wide Carriage Printers and Twin Sheet Feeders on the 2200 line, and Twin Sheet Feeders for Wide Carriage Printers on the 2200, VS, OIS and WP Systems, Wang reinforces its commitment to offer the widest and most flexible range of products to handle all our customers' needs.

This multifaceted release is detailed in the accompanying package prepared by Market Planning and Development and Marketing Support.

  
Carl Masi, Vice President  
Marketing Support

  
Frederick A. Wang, Vice President  
Market Planning and Development

CM:FW:0109a

TO: AREA DIRECTORS, DISTRICT MANAGERS, BRANCH MANAGERS, AND ALL  
WANG SALES AND SUPPORT PERSONNEL

FROM: PRODUCT LINE MANAGEMENT - PERIPHERALS AND GRAPHIC SYSTEMS  
MARKETING

SUBJECT: NEW PRODUCTS ANNOUNCEMENT

DATE: MAY 5, 1980


WANG Laboratories is on the move with further extensions of our Daisy Printer product line. This announcement covers:

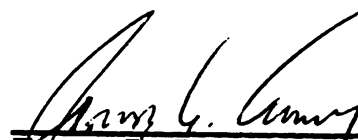
- 1.) Availability of Wide Carriage Printers on the 2200 product line.
- 2.) Availability of Twin Sheet Feeders on the Daisy Printers for the 2200 product line.
- 3.) Availability of Twin Sheet Feeders for Wide Carriage Printers on all product lines (2200, VS, OIS, WPS).

These products will enhance your customers' ability to produce professional quality documents with minimal operator intervention. These announcements and enhancements represent a further extension of WANG's commitment to offer our customers the widest selection of high quality Daisy Wheel Printing Devices and accessories.

The planning and development of these products and enhancements have been the responsibility of James Curran, Product Specialist for Peripheral Products in MP&D; organization and implementation of the marketing plan for these products have been directed by Andy Stevens of Graphic Systems Marketing.

Good luck and good selling!!

  
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Joe Sapienza, Product Line Manager  
Market Planning & Development

  
\_\_\_\_\_  
Thomas E. Turner, Manager  
Graphic Systems Marketing

Attachments

- Data Sheet on TSF for 2281W and 2281WC (#700-5949)
- Data Sheet on 2281WC (#700-5950)

## PRODUCT DESCRIPTIONS

### WIDE CARRIAGE PRINTER FOR THE 2200 PRODUCT LINE - 2281WC

The Model 2281WC is a wide carriage, daisy wheel printer which functions both as an output writer and a digital plotting device for the Wang 2200 Series product line.

The Model 2281WC can bidirectionally print either a 180-character (10 pitch) or 216-character (12 pitch) line at an average rate of 30 characters per second (cps) on paper widths up to 20.5 inches (52 cm).

The Model 2281WC may interface to any of the following 2200 Series CPU/printer controller boards: 22C02, 22C11, or the 22C32.

For all high-quality documents, forms-filling and plotting applications, the Model 2281WC can space, set left margins, and line-feed in nonstandard typewriter increments. It has the capability of moving the character entry position to any location on a form regardless of the position and length of the previous fields.

Horizontal and vertical formatting are fully programmable to accommodate preprinted and fixed format output forms. The printer's console keyboard provides manual positioning capability in either incremental 1/60 inch (0.0423 cm) horizontal and 1/48 inch (0.0529 cm) vertical spacing or nonincremental (10- or 12-pitch horizontal and single-line vertical) spacing. A set home command, designed for processing continuous forms, provides a simple means of positioning to the top of the next form.

The 2281WC includes a sound shield and sound proof kit as an automatic enclosure. The combination of the two enclosures assists in maintaining the noise level of the printer within acceptable parameters for an office environment.

In addition, the Model 2281WC has available the following printer options. They include:

- An adjustable monodirectional forms tractor (OPT-124) used in lieu of a pin feed platen. The list price of this option is \$250 (U.S. only).
- An adjustable bidirectional forms tractor (BFT-2) allows the feeding of continuous form paper either in the forward or reverse direction. The list price of the Model BFT-2 is \$300 (U.S. only).
- Two optional twin sheet feeders (TSF-22 and TSF-23) allowing the feeding of single sheets into the printer. The list price of this option is \$2,000 (U.S. only).

TWIN SHEET FEEDERS FOR DAISY WHEEL PRINTERS ON THE 2200 PRODUCT LINE.  
TSF-20, TSF-21, TSF-22, TSF-23

Four models of these Twin Sheet Feeders are offered to cover requirements for both the 2281W and the 2281WC, in paper widths of 8.50 and 8.25 inches.

TSF-20	-	For the 2281W with paper sizes 8.50 X 11 or 8.50 X 14
TSF-21	-	For the 2281W with paper sizes 8.25 X 11 or 8.25 X 14
TSF-22	-	For the 2281WC with paper sizes 8.50 X 11 or 8.50 X 14
TSF-23	-	For the 2281WC with paper sizes 8.25 X 11 or 8.25 X 14

The Twin Sheet Feeder is an electronically controlled Wang 2200 series printer option designed for use with the Model 2281W and Model 2281WC Daisy Printers. When mounted on the printer, the Twin Sheet Feeder automatically and continuously feeds single sheets of paper to the platen as they are needed.

This printer option has two easy-to-load paper bins which holds a capacity of 200 sheets each. The operator simply loads the paper in each bin by moving the lever to the Load position, inserting the desired paper into each bin, and replacing the lever to the Run position. As each page is printed, paper automatically feeds into the platen as needed, is automatically adjusted for the correct top margin, and is ejected and stacked when printing is completed.

The Twin Sheet Feeder has several built-in features. They include:

- Automatic Collation - The Twin Sheet Feeder will automatically stack printed jobs in its receive bin in the order they were queued to the printer. The operator simply removes the documents from front of stacker.
- Bin Selection - The operator has the option of selecting the paper bin from which the paper will come. This could be handled either through program control or manually selecting the appropriate switch located on the printer's front panel.
- Automatic Shut-Off - The Paper Out indicator on the printer control panel will light up to alert the operator the paper bin in use is out of paper.
- Silencer Hood - Each Twin Sheet Feeder will have its own silencer hood, so it may be used in an office environment.
- Storage Stand - The Twin Sheet Feeder may be easily removed from the 2281W or 2281WC and placed onto a special stand when not in use. This allows the printer to remain multifunctional.

TWIN SHEET FEEDERS FOR WIDE CARRIAGE DAISY PRINTERS.  
TSF-05, TSF-06, TSF-41, TSF-43

These Twin Sheet Feeders are installable on Wide Carriage Printers throughout our entire product line, ranging from the WPS 5 through our Office Information Systems, and including Word Processing on the VS Computer.

This additional offering of Twin Sheet Feeders will further enhance the capabilities of the Wang Wide Carriage Printer. Your customers may now receive the same Twin Sheet Feeder benefits as those on your standard Daisy Wheel Printers.

These newly announced Twin Sheet Feeders are specifically designed for use on the Wide Carriage Daisy Wheel Printers only. The ordering procedures, product description, product objective, and selling strategy will remain the same as stated in the previous Twin Sheet Feeder announcements.

## MARKET OPPORTUNITIES AND STRATEGIES

These new offerings provide immediate sales opportunities for both existing and prospective customers.

### 2281WC

You may find applications for your existing 2200 customers with:

- Accounting applications  
Treasurer's Office  
Controller's Office
- Corporate Reporting applications
- Internal Auditing applications
- Tax Department applications
- Wide Form Applications

We have provided a sample letter to 2200 users that you may either send to your customers or use as a reference. Using your knowledge of your customers' use of their WANG Systems and probing for additional applications should provide both opportunities for account expansion and an appreciation, on your clients' part, for the enhancements we are offering.

### TWIN SHEET FEEDERS

Sales opportunities for these products can be found in:

Existing Word Processing customers that are presently using Wide Carriage Printers.

Existing 2200 customers that are presently using WANG Daisy Printers.

We have composed another letter for your prospects who are currently using 6581WC Printers. Use these letters and your knowledge of your customers' requirements to close additional business with a minimum of effort.

## QUESTIONS AND ANSWERS

- Q: Can the Model TSF-20, 21, 22, and 23 Twin Sheet Feeder be installed on a Diablo Model 2281P Daisy Printer?
- A: The Model TSF 20, 21, 22, and 23 cannot be installed on the 2281P Daisy Printer.
- Q: What will the Twin Sheet Feeder retrofit consist of?
- A: The retrofit will consist of replacing one of the controller boards in the daisy printer and attaching a connector to the rear of the printer. This retrofit will be installed by a Wang Customer Engineer.
- Q: What are the paper specifications for the Twin Sheet Feeder?
- A: The paper specifications for the Twin Sheet Feeder are:
- Single sheets of standard bond paper.
  - Paper weight between 16 to 24 lb.
  - Rag content of 0% to 25%.
  - Copy grade paper is not recommended.
- Q: Can the 2281W or 2281WC plotting commands be used when utilizing the Twin Sheet Feeder?
- A: No, the operator cannot use the plotting commands when using the Twin Sheet Feeder.
- Q: Can the Twin Sheet Feeder handle multipart forms?
- A: No, the Twin Sheet Feeder is only capable of handling single sheets of standard bond paper.
- Q: Will all new 2281W and 2281WC Printers have the necessary modifications to handle the TSF's?
- A: Yes. Initial shipments of these modified printers will begin in July, 1980.

PRICING AND AVAILABILITY

PRODUCT PRICING - 2281WC

U.S. PRICING ONLY - 10% HIGHER IN ALASKA  
(U.S. DOLLARS)

<u>Model</u>	<u>Description</u>	<u>Purchase</u>	<u>1-year Rental</u>	<u>Monthly Maintenance</u>
2281WC	Wide Carriage Daisy Printer	\$6,000	\$259	\$44

CANADIAN PRICING  
(CANADIAN DOLLARS)

<u>Exempt FST &amp; Duty</u>	<u>FST Exempt Duty Paid</u>	<u>FST &amp; Duty Included</u>	<u>1-Year Rental</u>	<u>Monthly Maintenance</u>
\$6,175	\$6,675	\$7,175	\$337	\$50

INTERNATIONAL  
(U.S. DOLLARS)

Recommended Purchase: \$6,325

Recommended Monthly Maintenance: \$51

AVAILABILITY

Orders for the Model 2281WC Wide Carriage Daisy Printer may be taken immediately with delivery of approximately ten (10) weeks ARO. Manuals will be available in June and can be ordered under # 700-6108. These manuals will contain appendices which will cover the Twin Sheet Feeders and Bidirectional Forms Tractors for these printers.



PRODUCT PRICING - TSF-20, TSF-21, TSF-22, TSF-23

U.S. PRICING ONLY 10% HIGHER IN ALASKA  
(U.S. DOLLARS)

<u>Model</u>	<u>Description</u>	<u>Purchase</u>	<u>Rental</u>	<u>Monthly Maint.</u>
TSF-20	Twin Sheet Feeder for 2281W (8-1/2" x 11") (8-1/2" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-21	Twin Sheet Feeder for 2281W (8-1/4" x 11") (8-1/4" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-22	Twin Sheet Feeder for 2281WC (8-1/2" x 11") (8-1/2" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-23	Twin Sheet Feeder for 2281WC (8-1/4" x 11") (8-1/4" x 14")	\$2,000.00	\$94.00	\$19.00

CANADIAN PRICING  
(CANADIAN DOLLARS)

<u>Exempt FST &amp; Duty</u>	<u>FST Exempt Duty Paid</u>	<u>FST &amp; Duty Included</u>	<u>One-Year Rental</u>	<u>Monthly Maint.</u>
\$2,250	\$2,425	\$2,600	\$123/Mo.	\$22.00

INTERNATIONAL  
(U.S. DOLLARS)

Recommended Purchase	\$2,300.00
Recommended Monthly Maint.	\$ 22.00

NOTE: For existing users who wish to acquire a Twin Sheet Feeder, it will be necessary to retrofit their printer. This retrofit is UJ # 3031 and is field-upgradable at a cost of \$150.

AVAILABILITY

Orders for the Twin Sheet Feeder may be taken immediately with delivery of approximately ten (10) weeks, ARO. Manuals will be available in June and can be ordered under # 700-5744.01. This manual will be an appendix on the original 2281W manual.

PRODUCT PRICING - TSF-05, TSF-06, TSF-41, TSF-43

U.S. PRICING - 10% HIGHER IN ALASKA  
(U.S. DOLLARS)

<u>Model</u>	<u>Description</u>	<u>Purchase</u>	<u>Rental</u>	<u>Monthly Maint.</u>
TSF-05	Twin Sheet Feeder for 5541WC (8-1/2" x 11") (8-1/2" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-06	Twin Sheet Feeder for 5541WC (8-1/4" x 11") (8-1/4" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-41	Twin Sheet Feeder for 6581WC (8-1/2" x 11") (8-1/2" x 14")	\$2,000.00	\$94.00	\$19.00
TSF-43	Twin Sheet Feeder for 6581WC (8-1/4" x 11") (8-1/4" x 14")	\$2,000.00	\$94.00	\$19.00

CANADIAN PRICING  
(CANADIAN DOLLARS)

<u>Exempt FST &amp; Duty</u>	<u>FST Exempt Duty Paid</u>	<u>FST &amp; Duty Included</u>	<u>One-Year Rental</u>	<u>Monthly Maint.</u>
\$2,250	\$2,425	\$2,600	\$123/Mo.	\$22.00

INTERNATIONAL:  
(U.S. DOLLARS)

Recommended Purchase	\$2,300.00
Recommended Monthly Maint.	\$ 22.00

AVALIABILITY

Orders for the Twin Sheet Feeder may be taken immediately with delivery of approximately ten (10) weeks, ARO. Manuals for Twin Sheet Feeders that are currently being distributed are to be used for these new products as well. These can be ordered under # 700-4664A.

NOTE: For existing users who wish to acquire a Twin Sheet Feeder, it will be necessary to retrofit their printer. This retrofit is UJ # XXX and is field-upgradable at a cost of \$150.



LABORATORIES, INC.

TO: DISTRICT AND BRANCH MANAGERS  
FROM: ANDY STEVENS, GRAPHIC SYSTEMS MARKETING  
SUBJECT: SAMPLE LETTERS  
DATE: MAY 5, 1980

The sample letters that follow this memo are for your sales reps to use in announcing to their customers and prospects the availability of WANG's new line of Printers and Twin Sheet Feeders. These products are being introduced in the Released Memo distributed May 5, 1980, covering Wide Carriage Printers on the 2200 product line, Twin Sheet Feeders for printers on the 2200 product line, and Twin Sheet Feeders for Wide Carriage Printers on all product lines.

We expect that the letters will help you effectively introduce and sell these products with a minimum of time and effort spent on your parts.

If you have any questions on the new products, please direct them to either Jim Curran (ext. 4304) or Andy Stevens (ext. 2606) at the home office in Lowell.

Good luck and good selling!



LABORATORIES, INC.

May 10, 1980

Mr John Jones  
Fly By Night Enterprises  
Changing location  
Anytown, USA

Dear Mr. Jones,

WANG Laboratories is pleased to announce the availability of Twin Sheet Feeders for our Wide Carriage Daisy Wheel Printers. These Twin Sheet Feeders are installable on Wide Carriage Printers throughout our entire product line, ranging from the WPS 5 through our Office Information Systems, and including Word Processing on the VS Computer.

These new products will further complement the capabilities of your Wide Carriage Printers. Twin Sheet Feeders will enhance the productivity of your system by reducing the need for paper handling and by allowing our high quality Daisy Wheel Printers to operate unattended.

This announcement represents a further extension of WANG's commitment to offer our customers the widest selection of high quality Daisy Wheel Printing devices and accessories.

It would be my pleasure to discuss these new products with you at your convenience, and to answer any questions you may have. Please feel free to contact me at:

Local WANG Office  
132 Main Street  
Anytown, USA  
(234) 567-6543

Sincerely,

Your Representative



LABORATORIES, INC.

April 9, 1980

Mr John Jones  
Fly By Night Enterprises  
Changing location  
Anytown, USA

Dear Mr. Jones,

WANG Laboratories is pleased to announce the availability of new enhancements to the line of printers used on WANG's 2200 product line. These enhancements include the Model 2281WC, a Wide Carriage, Daisy Wheel Printer which functions both as an output writer and a digital plotting device for the WANG 2200 series, and Twin Sheet Feeders on the Daisy Wheel Printers for the 2200 product line.

WANG's Daisy Wheel Printers will provide you with typewriter quality copy in any of seventeen interchangeable type styles. The Model 2281WC can bidirectionally print either a 180-character (10 pitch) or 216-character (12 pitch) line at an average rate of 30 characters per second (cps) on paper widths up to 20.5 inches (52 cm). The Model 2281WC may interface to any of the following 2200 Series CPU/printer controller boards: 22C02, 22C11, or the 22C32.

Our Twin Sheet Feeders have proved to be a significant enhancement to the productive use of WANG's line of Daisy Printers for our Word Processing Systems. We are sure that they will benefit our 2200 customers, as well.

This printer option has two easy-to-load paper bins which holds a capacity of 200 sheets each. The operator simply loads the paper in each bin by moving the lever to the Load position, inserting the desired paper into each bin, and replacing the lever to the Run position. As each page is printed, paper automatically feeds into the platen as needed, is automatically adjusted for the correct top margin, and is ejected and stacked when printing is completed.

This announcement represents a further extension of WANG's commitment to offer our customers the widest selection of high quality Daisy Wheel Printing devices and accessories.

It would be my pleasure to discuss these new products with you at your convenience, and to answer any questions you may have. Please feel free to contact me at:

Local WANG Office  
132 Main Street  
Anytown, USA  
(234) 567-6543

Sincerely,

Your Representative

TO: 2200 GROUP

FROM: BOB PORTER

DATE: 12 MAY 1981

SUBJ: TWIN SHEET SHREDDER

The twin sheet shredder is a source of ambiguity for all of us and most information available ain't too clear neither. This memo is merely more of the same except that we can now become confused merely by perusing one document. The source for this stuff is a Customer Engineering PCN so consider the source.

#### V. SPECIFICATIONS

##### Size

Height	15.0 in. (38.10 cm)
Depth	14.0 in. (36.56 cm)
Width (TSF-20 and TSF 21)	23.5 in. (59.69 cm)
Width (TSF-22 and TSF-23)	28.5 in. (72.39 cm)

##### Weight

15.0 lb (6.8 kg)

##### Stand

A stand is provided to hold the feeder when not in use on the printer.

##### Paper Sizes

<u>MODEL</u>	<u>PRINTER</u>	<u>PAPER SIZES</u>
TSF-20	2281W	8.50 x 11 in. (21.59 x 27.94 cm) 8.50 x 14 in. (21.59 x 35.35 cm)
TSF-21	2281W	8.25 x 11 in. (21.10 x 27.94 cm) 8.25 x 14 in. (21.10 x 35.35 cm)
TSF-22	2281WC	8.50 x 11 in. (21.59 x 27.94 cm) 8.50 x 14 in. (21.59 x 35.35 cm)
TSF-23	2281WC	8.25 x 11 in. (21.10 x 27.94 cm) 8.25 x 14 in. (21.10 x 35.35 cm)

### Paper Specifications

16 lb bond (+ 1.10 lb) (60.10 g/m<sup>2</sup> (+ 4.14 g/m<sup>2</sup>))  
20 lb bond (+ 1.10 lb) (75.13 g/m<sup>2</sup> (+ 4.14 g/m<sup>2</sup>))  
24 lb bond (+ 1.10 lb) (90.16 g/m<sup>2</sup> (+ 4.14 g/m<sup>2</sup>))

Rag content between 0 and 25% recommended.  
Copy grade paper not recommended.

### Capacity

200 sheets per feed bin  
400 sheets total

### Operation

1. Power-on sets paper feed to front feed bin.
2. Paper feed may be controlled either by program codes or by manual operation of printer/plotter switches.
3. Printed documents emerge sequentially into stacker.
4. Feeder shuts off when either feed bin is empty and illuminates printer's "paper out" indicator.

### Printing Area

Top Margin (Standard) - 1.0 in. (2.54 cm)  
Top Margin (Optional) - 0.5 in. (1.27 cm)  
Bottom Margin - 1.0 in. (2.54 cm)  
Left Margin - 3/8 in. (0.95 cm)  
Right Margin - 1/8 in. (0.32 cm)  
Form Length (Standard) - 54 lines per 8.5 x 11 inch form  
Form Length (Maximum) - 57 lines per 8.5 X 11 inch form

### Installation

Feeder latches to platen and rests on rear of cover.  
Safety latch hooks to cover.  
Electric cable screws to printer/plotter.

### Power Requirements

None. Power is derived from 2281W or 2281WC daisy wheel printer.

### Operating Environment

50° to 90°F (10° to 32°C)  
20% to 80% relative humidity, noncondensing  
35% to 65% recommended