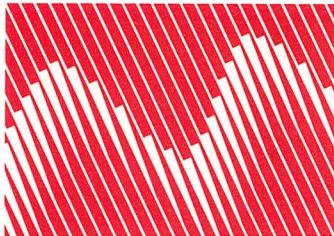


# **MEMOREX TELEX**



**Midrange Systems Group  
Resource and Product Overview**

## Dedicated Resources and a Comprehensive Product Line



The Midrange and Small Systems marketplace is of vital importance to our company. Which is why the Midrange Systems Group was formed.

We are a separate division of Memorex Telex USA, dedicated solely to meeting the needs of Midrange and Small Systems users. Based on over a decade of experience in this market, Memorex Telex knows the only way to properly meet the unique needs of Midrange and Small Systems users is with a substantial, uncompromised commitment of resources and people... and we have made that commitment.

Today, we provide the world's most comprehensive line of plug compatible products for Midrange and Small Systems, including:

- Personal Systems and Workstations
- Display Stations
- Impact and Non-impact Communications Printers
- Systems Printers
- Disk and Tape Storage Devices
- Add-in Memory and other System Upgrades

This extensive product offering is continuously enhanced by Memorex Telex, using both internal and external manufacturing facilities, to make sure the products and features you want are available when you want them.

**But, we will only add products to our line that are useful to Midrange and Small Systems users.**

In addition to products, we also offer you the services of a worldwide brokerage and leasing organization; the support of a global network of Customer Engineers; and a variety of custom tailored services such as third party maintenance and on-site training.

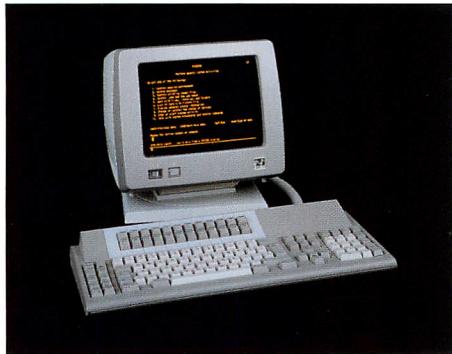
Everyone who works for the Midrange Systems Group, from receptionist to vice president, must complete extensive product and market training. Therefore, all of us are clearly focused on what it takes to be successful in our market.

And, since we alone are totally responsible for our success, there are no compromises allowed in our product strategy. Nor do we allow other, potentially conflicting goals to be set for us.

On a personal note, if you have suggestions on how we can better serve your needs as a Midrange or Small System user, call me. I always listen to what "the boss" has to say.

Greg R. Grodhaus  
Vice President and General Manager  
Midrange Systems Group  
(800) 331-2623

## Display Stations



### 1196 A/B Display Station

The Memorex Telex 1196-A/B is a compact, monochrome display station with a detachable 83-key, 102-key or 122-key keyboard, and a 12 inch screen, green or amber phosphor display monitor. Fully plug compatible with IBM systems/36/38 and AS/400, the 1196-A/B features a host addressable print function that allows several users to share an economical display printer (such as the Memorex Telex 1201) as if it were a system printer. Other standard features include a Twinax active light to indicate communication with the system 3X host, and two conveniently placed setup keys for initiation of all command key functions.

**A plug compatible alternative to the IBM 3196 display station.**



### 1197-C2 Color Display Station

An ergonomically designed, highly functional color display station available with a choice of 83-key, 102-key or 122-key keyboards. The Memorex Telex 1197C2 provides exceptional resolution, displaying 24 lines of 80 characters in the user's choice of full seven color or two color mode. Four terminal modes are possible with the 1197-C2; single display mode, dual display mode, display and printer mode, and dual display and printer mode. The 1197-C2 can display up to 1920 characters on a 14-inch screen. Other standard features include screen printer support, key-stroke record/playback, and a function key assignment indicator. A printer customization feature allows the operator to send hexadecimal sequences from the keyboard to access functions offered by the attached parallel printer.

**A plug compatible alternative to the IBM 3197-C display station.**



### 1197-D2 and 1197-W2 Display Stations

An ergonomically designed, highly functional display station available with a choice of 83-key, 102-key or 122-key keyboards. The 1197-D2 can display up to 3560 characters on a 15-inch monochrome screen (amber or green). The 1197-W2 can display up to 3560 characters on a black on white screen. Both the 1197-D2 and the 1197-W2 support the split screen feature which allows for the simultaneous display of two logical sessions. Four terminal modes are possible with the 1197-D2 and 1197-W2; single display mode, dual display mode, display and printer mode, and dual display and printer mode. Other standard features include screen printer support, key-stroke record/playback, and a function key assignment indicator. A printer customization feature allows the operator to send hexadecimal sequences from the keyboard to access functions offered by the attached parallel printer.

**A plug compatible alternative to the IBM 3197 display station.**



### 1196-C Display Station

An economical full seven color display, ergonomically designed for users requiring seven color or two color mode in a twelve inch monitor.

Advanced features including dual display sessions which allow the 1196C to interact concurrently with two different display sessions. The dual session can also be utilized to maintain one display session and one system printer session with the attached parallel printer. Other standard features include automatic terminating, security keylock, volume adjustable audible alarm, operator configurable automatic screen cutoff, row/column indicator, and all operator selectable cursors.

**A plug compatible alternative to the IBM 3197 display station.**