

ROUTING AND TRANSMITTAL SLIP

Date

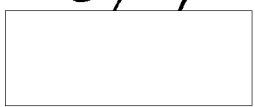
11 MARCH 1986

To: (Name, office symbol, room number, building, Agency/Post)	Initials	Date
1. EXO/DDA	<i>EM</i>	<i>11 March</i>
2. ADD		
3. DDA		
4. <i>DA REGISTRY</i>		
5.		

Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

REMARKS

cc: D/OIT } *done 3/11/86*
 PMS/OL



DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM: (Name, org. symbol, Agency/Post)	Room No.—Bldg.
	Phone No.

5041-102

OPTIONAL FORM 41 (Rev. 7-76)
 Prescribed by GSA
 FPMR (41 CFR) 101-11.206

*U.S.G.P.O.: 1985-421-529/320

**EXECUTIVE SECRETARIAT
ROUTING SLIP**

TO:

		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI		X		
6	DDA		X		
7	DDO		X		
8	DDS&T		X		
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OA OCA	X			
14	D/PAO				
15	D/PERS				
16	VC/NIC				
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SUSPENSE _____
Date

Remarks

Executive Secretary

10 Mar 86
Date

3637 (10-81)

STAT

PETE V. DOMENICI, NEW MEXICO, CALIFORNIA

WILLIAM L. ARMSTRONG, COLORADO
NANCY LONDON KASSEBAUM, KANSAS
RUDY BOSCHWITZ, MINNESOTA
ORRIN G. HATCH, UTAH
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J. BENNETT JOHNSTON, LOUISIANA
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GARY HART, COLORADO
HOWARD M. METZENBAUM, OHIO
DONALD W. RIEGLE, JR., MICHIGAN
DANIEL PATRICK MOYNIHAN, NEW YORK
J. JAMES EXON, NEBRASKA
FRANK R. LAUTENBERG, NEW JERSEY

United States Senate

COMMITTEE ON THE BUDGET
WASHINGTON, DC 20510

STEPHEN BELL, STAFF DIRECTOR
RICHARD N. BRANDON, MINORITY STAFF DIRECTOR

Executive Registry
86- 0991X

March 4, 1986



DD/A REGISTRY
FILE: 45-1

Mr. William Casey
Central Intelligence Agency
Washington, D.C. 20505

Dear Mr. Casey:

My constituent, Mr. Jim Pinckaers, has asked me to introduce Intech's Chinese word processor to you and I am happy to do so.

I urge you to consider his product. Further information on it can be obtained from Mr. Pinckaers at Intech Systems, Inc., 6901 West 110th Street, Minneapolis, MN 55438 (612/941-5665).

Thanks for your consideration.

Sincerely,

Rudy Boschwitz
United States Senator

RB/jt
Enclosure

INTECH SYSTEMS, INC.

FEB 28 1986

February 26, 1986

FEB 28 1986

Mr. Tom Conlon
Casework - Intern
Office of Senator Boschwitz
415 N. Robert St.
Suite 210
St. Paul, MN 55101

Dear Tom:

Thank you for returning Joe Rian's phone call to me last week. As we discussed, I am requesting the assistance of Senator Boschwitz's office to help me identify and contact departments and agencies which might benefit from the use of our equipment.

Intech Systems, Inc., is a Minnesota based firm which manufactures and markets touch sensitive systems. The president of Intech Systems, Ted Larsen, is also chairman and CEO of Detector Electronics Corp. our parent company. Senator Boschwitz presented Ted Larsen with the E-Star award in recognition for Detector Electronics' excellent results in exporting.

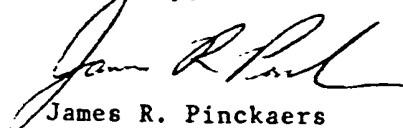
Intech's first major system is a Chinese language word processor which allows users to create formal written communication in Chinese through the use of a touch screen. For individuals familiar with the Chinese language, our word processor requires very little operator training.

Within the Federal Government, potential users include the Departments of Defense, State, Commerce, CIA, GSA, and others who need easy access to Chinese characters for written communication.

Enclosed is a brochure and background information on Intech's Chinese Language Character Processor.

We would appreciate any assistance which you could provide in helping us identify potential contacts. If you have any questions, please call me at 941-5665 or at 1-800-468-3244 (outside Minnesota).

Sincerely,



James R. Pinckaers
Marketing Manager
U.S. and Canada

JRP/mfd

Enclosures

6901 West 110th Street • Minneapolis, Minnesota 55438 USA • Telephone (612) 941-5665
Telex 29-0562 DETRONICS BLTN or 6879043 DETEL UW

A SUBSIDIARY OF DETECTOR ELECTRONICS CORPORATION

INTECH SYSTEMS, INC.

Worldwide Pricing for Character Processor (Model 2054B) and Related Peripherals

<u>Quantity</u>	<u>Discount From List Price</u>	<u>Character Processor</u>	<u>Printer</u>		<u>Double Density</u>
			<u>80 Column</u>	<u>132 Column</u>	<u>Double-Sided Disk Drive</u>
1-9	0	\$3,500	\$850	\$1,300	\$650
10-49	15%	\$2,975	\$723	\$1,105	\$520
50-99	20%	\$2,800	\$680	\$1,040	\$488

All prices are FOB-Factory (exworks).

漢字處理機 (2054B型) 及外圍設備

<u>數量</u>	<u>折扣率</u>	<u>漢字處理機</u>	<u>打印機</u>		<u>倍密度雙面磁碟機</u>
			<u>80列印行數</u>	<u>132列印行數</u>	
1-9	0	3500美元	850美元	1300美元	650美元
10-49	15%	2975美元	723美元	1105美元	520美元
50-99	20%	2800美元	680美元	1040美元	488美元

所列的是工廠價格

6901 West 110th Street • Minneapolis, Minnesota 55438 USA • Telephone (612) 941-5665
Telex 29-0562 DETRONICS BLTN or 6879043 DETEL UW

A SUBSIDIARY OF DETECTOR ELECTRONICS CORPORATION

For: Intech Systems, Inc.
6901 West 110th Street
Minneapolis, MN 55438

From: Roslyn Willett Associates, Inc.
441 West End Avenue
New York, NY 10024
Contact: Ros Willett
212/787-6060

CHINESE WORD PROCESSOR USES TOUCH SCREEN INSTEAD OF KEYBOARD

Simplified Method is Easy to Learn and Use

New York, January 15--The world's first electronic abacus is only one unique feature of a new Chinese language word processor which was announced in the United States today during a press conference at the China Institute in New York. Identified as the CP2054 character processor by the company that developed it, Intech Systems, Inc., a subsidiary of Detector Electronics Corporation (NASDAQ-DETX), the word processor recently made its debut in the People's Republic of China and in Taiwan, and distribution agreements for China have been signed.

The Intech Systems' Chinese character processor, which uses a touch screen CRT and simple phonetics to generate Chinese language documents, is expected to sell for approximately \$5,000 with a 24-pin dot matrix printer. Text can be printed either in the traditional right to left, top to bottom vertical format, or in the modern left to right horizontal format which is gaining popularity. The entire unit is contained in a small (15" x 15" x 15") cabinet which houses all necessary components and which is designed for easy parts replacement in the field. The cabinet is of wooden construction, and is available in walnut, mahogany or other finishes. External connectors are provided for power, printer, and a disc drive for document retrieval, and for future communications.

The user of Intech's equipment generates Chinese characters with a three-step procedure by first touching on the screen the initial letter in romanized form of the sound he wants. For example, to generate the character which means "peaceful" the operator first touches the letter "a". The touch screen then offers all the syllables starting with "a". His second step is to touch the sound representation "an" which produces a display of all Chinese characters having that basic sound. For the Chinese, the third step is like looking at a family portrait, and the user selects the character that corresponds to the meaning he wants and transfers it to a queue at the top of the screen. The method is so simple that once used it is not forgotten, and gives direct access to as many as 13,000 Chinese characters.

This is in considerable contrast to keyboard-based processors which require the user to break the Chinese character into component strokes or fragments and to make as many as six keyboard strokes to generate each character. A principal difficulty with the various keyboard techniques is the necessity for extensive training and practice to achieve and maintain proficiency.

The new Intech processor is designed for application in businesses, professional practices and institutions within China and Taiwan, as well as in businesses and professions all over the world that work with China, Hong Kong, Taiwan and Singapore. It is also expected to find application in universities, libraries, museums, foundations and other institutions, and in businesses that deal with local Chinese-speaking populations.

(more)

- 2 -

All conventional word processor functions are incorporated in the equipment. The selected characters are queued in three lines at the top of the screen. The main display, punctuation pads and function pads (including cursor movement arrows) are in a row at the bottom of the screen. Editing functions include addition, deletion, insertion or rearrangement before printing. Up to 1840 characters can be stored and modified by editing without external disk support. An alphanumeric display permits words in English, Greek and other languages to be "written" along with Chinese.

Intech offers screen and character set combinations in four phonetic versions to correspond with methods of representing Chinese sounds in the U.S., Britain, Taiwan and the People's Republic of China. The first set is Pinyin, the PRC representation with the PRC's simplified character set. Others for use with traditional character sets are the ONPA (Taiwan), Yale and Wade-Giles menus. An outstanding feature is that the user can switch from traditional to simplified character sets, if desired.

When the abacus is called up on the menu, it offers calculation capability up to 10^{11} . It operates precisely as an ordinary abacus when used for addition or subtraction, but greatly simplifies the processes of multiplication and division, which are difficult to perform on the traditional abacus. Mathematical computations made on the electronic abacus can be automatically transferred to the text of any document being prepared on the character processor. A separate numeric keypad image on the screen allows for Western style arithmetic and other calculator functions. An external disc drive may be ordered with one or two 5- $\frac{1}{4}$ " floppy discs for document retrieval. Alternatively, the unit interfaces with disk drives of IBM PCs and compatibles through a serial port. Character printouts in two sizes are available, one four times the size of the other.

Intech Systems' touch screen, an analog-resistive device with a grid that creates more than 65,000 touch sensitive spots on the screen, has been in use for industrial process control and fire control applications where an immediate, natural response to screen displays is needed, rather than the less spontaneous use of keyboard. It was developed first for Control Data's Plato^R education system and has been manufactured by Intech's parent company, Detector Electronics Corporation. It is being used now in financial organizations for financial planning, as well as in military, warehouse, and other applications, and has the additional merit of providing complete protection for the user from any possible CRT radiation. Detector Electronics Corporation, Minneapolis, Minnesota, was a spin-off in 1973 from Honeywell, Inc.

According to Intech president, T. E. Larsen, future additions to their Chinese document equipment will include a full-feature Chinese-language personal computer, and a voice-recognition device that will call Chinese language symbols to the screen on verbal command.

-END-

For: Intech Systems, Inc.
6901 West 110th Street
Minneapolis, MN 55438

From: Roslyn Willett Associates, Inc.
441 West End Avenue
New York, NY 10024

Contact: Ros Willett
212/787-6060

BACKGROUND—Intech Systems, Inc. and its parent, Detector Electronics Corp. (NASDAQ-DETX)

Intech Systems, Inc. is a wholly-owned subsidiary of Detector Electronics Corp., with headquarters in Minneapolis, Minn. Intech was established to market Intech's analog-resistive touch screens into a variety of applications where their use is indicated for emergency action, fire control, military, and other services that need quick, symbol- rather than keyboard-oriented response. In addition, the touch screen provides a method of computer input that can be used by people who are not computer literate: for financial planning, medical, educational and other applications.

And, of course, with the software developed for the Chinese character generator and Chinese-language word processor, for Chinese, and later for Japanese and Korean languages, the Intech touch screen provides effectiveness available no other way.

Intech touch screens are employed as the user interface in control rooms of industrial firms to direct the operation of power-generating boilers. The system's displays provide high fidelity color graphics that are easily understood by operators. The burner management computer program controls the responses to any situation, virtually eliminating the possibility of a mistake. The program also requires adherence to a sequence of operations, so that safety procedures are carried out.

Touch directories for supermarkets are another Intech touch screen application, permitting the customer to get information about where products might be found or to ask for special services from catering, bakery and delicatessen.

Control Data's Plato^R touch screen learning systems for children and industrial application are additional examples of Intech touch screens at work.

Detector Electronics is a publicly-held company established 13 years ago after a spin-off from Honeywell. 1985 annual sales (for the fiscal year ending September 30, 1985) were \$16 million. Detector (also called Det-Tronics) designs, manufactures and markets electronic systems primarily for the protection of hazardous industrial processes. The company's equipment goes into munitions plants, offshore platforms, burner management, radiation and gas detection, and military applications. Detector Electronics went public in 1981. The company has received the President's "E" and "E-Star" Awards for Exporting, and more than half its products are sold outside the U.S.

-END-