



P. W. STANKEE CO. INC. WHEATLAND, IOWA 52777

SINCE 1870

PHONE 374-2311

DISTRIBUTORS OF FARM EQUIPMENT November 22, 1976

Mr. W. D. Martin  
Manager, Multics Marketing Project  
Honeywell Information Systems Inc.  
Phoenix, Arizona 85005

Dear Mr. Martin:

It is with great pleasure that the P. W. Stankee Company announces its intention to enter negotiations with Honeywell Information Systems Inc. for a Multics Computer System. As you are no doubt aware, PWS is the largest employer in Western Clinton County (west of the Wapsipinicon and east of the Cedar River). We believe that Multics will provide us not only with the solution to our large database problems (29 employees and over 5 stockholders), but will also allow us to interlink our existing 370/168-3 sites with our world headquarters' CRAY system.

In closing, I would like to personally congratulate you on the professional sales campaign waged by you and your staff, and thank you once again for the extremely pleasant dinner and reception you gave our EDP staff over at Ferd's Tap following your proposal presentation.

We will be contacting you soon to begin contract discussions.

Sincerely,

Irwin F. Schneider  
Vice President  
Information Processing

# Honeywell

Irwin F. Schneider  
Vice President Information Processing  
P.W. Stankee Co., Inc.  
Wheatland, Iowa

Dear Mr. Schneider:

Thank you so very much for your letter of intent to acquire a Honeywell Multics System for your Clinton County Operation.

Although extremely short, our visit to Wheatland was very enjoyable and made complete by your gracious hospitality. Your sending the town car for us to Wheatland Metropolitan International was a thoughtful and gracious gesture. Please do not be concerned, we were not inconvenienced in the least by having to ride in the trailer. We readily understood the importance of ensuring Clinton County's Grand Champion hog not catching cold; we didn't mind at all giving up our car seat for such a worthy cause. We had all the room and comfort we could ask for in your PWS Supreme Model Wagon, and it was our pleasure to help unload the Purina Hog Chow at the Riedesel farm.

We also want to thank you for an exciting and fun filled evening of entertainment at Ferd's Tap. (Ferd's wife Mabel can do some things with light bulbs and boiled eggs that really shuck your peas.) Of course, we're also grateful for the excellent seats you obtained for us to watch the A&P truck unload.

We appreciate your phone call relative to power sources for the Multics system. Our Engineering Department has confirmed that the Aero Model 77 Windmill you suggested will suffice as a power source when 163 units are connected in series. You should be aware, however, that water pumping cannot be performed concurrently with electrical generation. The water pumps should be disengaged as part of Multics bootload.

You are correct in your understanding that we are willing to wheel and deal in order to obtain the marketing benefits resulting from doing business with your company. It's always a big marketing plus to do business with a renowned thought leader such as yourself. (That's not just a load of poles either, why shoot, Honeywell doesn't resort to such things.)

Even though we are willing to make significant financial concessions, little Ronnie Riedesel's proposed financial package to you cannot be approved by Honeywell Management. Although obviously attractive, Ronnie's proposal that your down payment consist of 27 Hereford steers, 13 Poland-China hogs, 3 chickens and a goose is unacceptable to our comptroller.

By the way, you might be interested in knowing that Ronald will soon be changing jobs. He will be given his choice of assignments between Multics Marketing Manager on straight commission for the cities of Bumble Bee and Jerome, Arizona or a position with Acme Manure Spreaders of Saskatoon. His activity for the past several months certainly qualifies him for the latter.

We are looking forward to beginning our contract discussions with you and to a long and mutually rewarding business relationship.

Sincerely yours,

Warren D. Martin