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This message is written with a little sadness and a great deal of joy and enthusiasm. The sadness is because of having worked with Lu Robb for six years, one does not like to see a personal friend and an ACUTA member who has given so much time and effort step down as news editor. I said a little sadness because no one deserves a rest more than Lu and as President, I thank him for all the officers and members of ACUTA for his help in making ACUTA what it is today.

The rest of the message will deal with my personal joy and optimism starting out with our new Newsletter Editor, Ruth Michalecki. Ruth had called me several times and her enthusiasm electrified me. I will not go into the details of why she generated such enthusiasm during our conversation because you have the results in your hands - the Newsletter.

The Board of Director's meeting in Cleveland was well attended and your officers spent 12 hours discussing over 30 items on the agenda. When the minutes are completed we will publish in future Newsletters some of the subjects discussed.

The annual conference is really shaping up. Elwyn stated that even though we started the planning and production early, he feels there are many details he could use help with. Please, if you plan on attending the 1978 conference in Utah, call Elwyn. He can use your expertise in whatever area of telecommunications you would like to participate.

I am also pleased to report that Ferris State will host a seminar this fall. More information will be available in future issues of the Newsletter. This will be the seminar you can't afford to miss.

We have listed in this issue all of our new members since January 1, 1978. Please, if they are in your area, contact them. To all of the new members, keep in touch with us and let us know how we can help you. Remember, we need your help! Let's all of us communicate seeing it is our area of expertise.

In closing, I want to thank all of the officers and mention that each officer will provide a message to the membership in future Newsletters.

Sincerely,
Doug Brummell, President

I first talked to Doug about the opportunity of doing the Newsletter last summer in St. Louis. That was a long time ago and since then I have had many thoughts about the purposes of and the reasons for a newsletter. What should we try to accomplish through a newsletter?

Before sharing some of those thoughts with you, let me first restate the objectives of ACUTA for the benefit of everyone.

1. To improve the professional competence of College and University Telecommunications Administrators.
2. To provide a clearinghouse of information pertaining to all phases of Telecommunications.
3. To assist member Colleges and Universities in solving Telecommunications problems.
4. To raise the role of Telecommunications Administrators to a professional status.

The newsletter should function as a link between the members and the organization; reinforcing the objectives of the organization.

It should be a source of information to all of us; a link to those who can share their expertise in this most complicated and dynamic industry. And it should be the link that keeps us together, a link that clearly says ACUTA is the "Voice of Communications in Higher Education".

No one can do this job alone. I will be relying on all of you for input. Send me memos, notes, call me-------lets all work towards making our newsletter the vital link in our professional lives.

A personal thanks to Lu Robb for his kind wishes and for his help. I appreciate very much the big job Lu has done for ACUTA and believe me, I for one, will be calling on him for assistance ....

Thanks for your help!

Ruth Michalecki, ACUTA NEWS Editor
University of Nebraska
211 Nebraska Hall
Lincoln, Ne 68588
402-472-2000
Good news for ACUTA members! Communication News and our good friend Bruce Howat have offered a free subscription to Communication News to all ACUTA members. Be sure to get your order in.....

Of special interest to all of us attending the '78 ACUTA Conference in Salt Lake City this August is a reprint of an article from the DE SERET NEWS, Thursday, March 23, 1978 by Carma Wadley, Staff Writer. The article is entitled "Getting there from here---at a discount". It explains all the airlines special terminology to the most of us attending the conference will be of special interest to all of us attending the conference.....

Everyone associated with Telecommunications should read the interesting article that was in BUSINESS WEEK, February 13, 1978. The article is entitled "The New New Telephone Industry" and was written by Ted Merrill. One of his interesting points is reprinted here: "Communications is almost bound to be the top growth industry of the next two decades. And because it is a regulated industry, unique for its size, legislation in Washington will set the basis for that growth." Another quote from the article: "--a complex mixture of semiconductors, computers, optics, and space satellites--is working radical change in the market-place. New phone gadgetry may be the most visible for now, but key developments in facsimile, data transmission, and integrated voice-data-video systems are shaking the telephone industry right down to its buried cables"..... Most interesting article, take time to read it.....

For those of you who are wondering where your ACUTA NEWS is coming from, you will be pleased to know its from the newly-named 1978 All American City! We, in Lincoln, Nebraska, always knew we were a super city, but now everyone knows.....

Several ACUTA members have asked me when and where the next meeting of the Mid-west State Telecommunications Directors will be held. I just received this information from this year's host, Glen D. Anderson, Jr., Chief of the Div of Communications for the state of Iowa. The conference will be held in Des Moines, Iowa on May 3-4-5, 1978. A highlight of the session will be a satellite demonstration project conducted jointly by NASA and the State of Iowa. The project will transmit Bio-Medical Telemetry to the ATS-6 satellite from a remote location to a Des Moines hospital for diagnostics and the physician will assume control of the situation. The Telecommunications Conference will convene with the meeting for the demonstration. At St. Louis last summer, Steve Robinson from Division of Communications in Nebraska extended an invitation to anyone from ACUTA who wished to attend. Contact Glen Anderson, Jr., Div of Communications, Grimes State Office Bldg., Des Moines, Ia., 50319 (515-281-3336).....
The following vendors have signed up as of March 15, 1978. If you have not signed up for an exhibition booth at Snowbird, please contact Elwyn Hull right away so space can be reserved for your company.

CODEX CORPORATION
DATAPoint CORPORATION
NEC AMERICA, INC - BROADCAST EQUIP DIV.
NEC TELEPHONES INC.
PLANTRONICS/ACTION COMMUNICATION SYSTEM
STAR DATACOM INC.

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ACUTA President Doug Brumme111 and the officers and Directors of ACUTA welcome the following new members... As you can tell by the picture, we are a hard working group.

Region 1
R. Kimball Sprague, Jr.
University of New Hampshire
Ms. Patricia Tobin
Boston College
H. William Gilbert
Smith College

Region 3
Desmond V. Foley
Carleton University
Ken Balthaser
Indiana Uni - Purdue U at Ft Wayne
John J Malone
Loyola University Medical Center
Donald L. Porter
Telephone & Data Systems, Inc

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left to right: John Wright, Uni of Tennessee; James Dronsfield, Edinboro State College; Bob Devenish, Uni of Wisconsin & a glimpse of Billy Miller from Southern Mississippi Uni...

new members, continued:

Henry J. Taylor
The University of Toledo

Dan L. Novy
Ohio Bell Telephone

Region 5:
Joyce Fadenreiht
University of Colorado

Region 7
Jeffrey A. Moynihan
Motorola Communications & Electronics
Robert L. Nielsen
Weber State College
Michael A. Morales
California State University

left to right: John Wright, Uni of Tennessee; James Dronsfield, Edinboro State College; Bob Devenish, Uni of Wisconsin & a glimpse of Billy Miller from Southern Mississippi Uni...

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Dorothy Heinecke appears fascinated by story teller Don Latuk. Also interested, (from left) Jackie Hube, Doug Brumme11, Elwyn Hull, John Brown, Dale Pollett, Dorothy & Don, and with their backs to us, Ruth Michalecki & Bob Devenish, all at Cleveland Seminar, Feb '78....
The purpose of this column is to make all ACUTA members aware of what is happening in Region 2.

John Wright, UT Center for the Health Sciences at Memphis, Tennessee, is merging two governmental agencies into one Centrex system which will approximate one million dollars per year in size. Consolidation will produce cost avoidance of approximately fifty thousand per year. Consolidation of radio paging systems will produce further economies and operational simplification and at the same time provide better levels of service all around. The new system should be operational by May '78.....

Memphis State University recently purchased a hotel/motel type telephone system for the use of Conference Housing. The Econ 300A Motel PABX was purchased from Northern Telcom Inc. This system will enable conferees to make local or L.D. calls with all necessary information for charge-back purposes being captured by the system.....

Southern Bell was fined $310,712.00 plus court costs in North Carolina. They pleaded guilty to one charge (24 others were dropped) of mis-appropriating corporate funds.....

Duke University is now in the process of expanding its privately owned telephone system from 6,500 lines to 9,500 lines. Cutover date is projected to be October 21, 1978.....

The Mississippi PSC granted South Central Bell $28 Million in additional revenue. The company had been collecting since last October on the basis of an approval of $45 Million and now has been directed to make refunds within 120 days. Their request for a 25c local call rate was denied.....

Centel Service Company, a subsidiary of Central Telephone & Utilities Corp. Chicago, has developed a telephone alarm reporting and security system that will automatically place phone calls to alert police or fire departments to break-ins and fires. The company is now offering to sell or lease its system to telephone owners in Illinois and is making the system available in nine other states where Central Tel provides service. A typical system designed to protect a home or business from fire, smoke and intrusion can be leased for about $25 per month with an option to buy at a later date. The system can be purchased and installed for about $1,000.....

AT&T had observers at the recent Consumer Electronics Show in Las Vegas. A Company spokesman said that this new development of telephones as consumer items is "under study" and that AT&T is "keeping its options open." I must have a perversely sense of humor since I find that statement hysterically funny!.....

Western Union has filed for revisions of interstate telegram service rates within D.C. and the 48 contiguous states. Fifteen words or less will be increased from $4.75 to $4.95 for messages accepted via phone, tie line or over the counter. Sixteen to fifty words will be increased from 12c to 15c per word; over fifty words increase from 8c to 9c per word. At the same time, the 20c charge for telephone acceptance of telegrams will be eliminated.....

The Illinois Commerce Commission ordered its state's telcos to file tariffs temporarily prohibiting connection of automatic calling devices with the following features: number storage capacity, dissemination of a pre-recorded message to a called number, and calling or called party controlled.....

I need the benefit of the superior intelligence of all ACUTA members. I would like to write a special feature on services provided for handicapped faculty, staff or students at our colleges and universities. If you have dealt with this problem, please take the time to write and let me know the details. I believe this information would be of interest to all of us, so get on it and let me know what you're doing in this area, please! ..... You will notice a new column in this month's ACUTA NEWS entitled "Mouth of the South." Would it be rude of me to say that I think it very appropriate that Norm Sefton, ACUTA Region 2 Director, came up with the title???

Trivia:
Washington, D.C. has the greatest number of telephones per 100 residents, with 145.8.

In 1976 Americans placed more than 210 billion local, long distance and overseas calls.

Look for a new column on Data Communications to appear in upcoming ACUTA NEWS.

Words of wisdom this month come from H. L. Mencken: "Conscience is the inner voice that warns us somebody may be looking."

See you next month.....
Jacqueline Huge, Host for the Cleveland State Seminar...
Nice job Jackie...

Board of Directors Breaking Bread...

Super guy with a super voice, Mal Reader, our Vice President from Canada...

"Communicating"...

Tom (or Billy Tom) Miller from the Uni of Southern Mississippi...

Elwyn Hull & Jack Brown. Elwyn is from Utah and Jack is our Treasurer from Temple University...
As sure as there are people who take the telephone for granted, there are people who don't fully understand what a communications manager does and why it is such an important position. When this is the mental condition of that great sugar daddy (or sugar mamma) who signs the pay checks, you could end up with a cash flow problem.

It snowed yesterday so I had the opportunity to ponder this and other great issues while walking to work. Wouldn't it be nice if the great sugar person could follow us around for a typical day. (Is there such a thing as a "typical" day?)

It starts in the computing center - this time to pick up the just processed telephone bill and see why a tape I'd been trying to copy refused to run again. This latter problem throws the day's first meeting off schedule by about ten minutes.

Hustle across campus, sorry I'm a little late. Yes, I see your problem. The obvious solution will cost you $150 plus $40 per month. Yes, that is steep. We could redesign your system like so - this would cost $400 but reduce your monthly bill by $10. Of course your faculty would have to get used to a slightly different mode of operation. (Don't you think Dr. Swartz could live without the siren on his phone?). Good idea, think about these options and we'll get together next week with your office manager.

Back to the office. Several calls have come in. The most important deals with moving an entire department to a new building. Several phone calls follow. When will the building be done? Has Telco engineering finished their work? When will specific room assignments be made? Can I get three copies of the floor plan or is the machine still broken? What do you mean they've renumbered all the rooms? Who is moving into the space they're vacating? Well, if they do, what happens to the space they're vacating? And so on!

While this progresses more mundane items have piled up. Physical Plant needs a pay phone moved so they can knock down a wall. By when? Yesterday, of course! Another department needs some credit cards and a third department has some toll calls billed to a restricted telephone that needs checking. Also, Dr Kamerovski, a new assistant professor in Russian History, wants to know if he can call Moscow on the SCATS Network. (Afraid not and no, I'm sorry, but shoe phones are against university policy). Hmm....

Other inquiries deal with a variety of topics. The Physics Dept needs cost estimates on a dedicated circuit to Washington for data. Forestry is having noise problems on a data phone. And Education needs two Roanoke telephone directories (sorry, none left, but I've got a special going on Northern Virginia Yellow Pages. Got two boxes I never ordered.)

Will have to call the computing center back about why my tape won't copy. And remind me to confirm next week's meeting with that telephone book company and our printing plant. Have to get to a meeting with the Assistant Provost concerning that upcoming move.

Maybe with some luck there'll be time to read over that information on the private line tariff filing during lunch. After lunch we need to build a new library - but you don't want to hear about that.......

** IMPORTANT!!! Spouse program plans for the Snowbird Conference '78....

We've had several inquiries regarding the program we've planned for spouses and families this year. We're trying to make the program as flexible as possible so that the spouses & children of members may participate in as much or as little as they would like.

The Association will be sponsoring the spouses & children of members, at no charge, for the following events:

Monday evening's Western Steak Barbecue...

Tuesday's excursion to Historic Sites in Salt Lake City:
- Trolley Square
- Brigham Young's Homes
- L.D.S. Church Office & Genealogical Library
- Welfare Square - for the men
- Relief Society Bldg - for the women

Wednesday evening's program:
- Banquet for the spouses
- Box lunches & planned program for the children (not babies).

Thursday afternoon's excursion:
- This is the Place Monument
- University of Utah
- Temple Square Tour
- Mormon Tabernacle Choir Rehearsal

Spouses and children are welcome to join their partners for all other lunches and dinners providing they purchase a ticket at the registration table at least one day in advance of the function they wish to attend. Lunch prices average $5.80 per person, dinner prices average $11.21 per person.

With the University of Utah Summer Arts Institute in full swing at Snowbird, there'll be lots of sites to see and concerts to attend (at a modest fee). In the spare time there's hiking, swimming, tennis and one free ride on the tram.

Nature walks and wildflowers...about a two-hour hike (all downhill) from the top of the tram to Snowbird Village, if you like.... You can shop in the Snowbird Center many stores and shops.....

Watch this space for future articles on Snowbird Conference '78.... Your Conference host - Elwyn Hull.

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"VIRGINIA VIEW"
by Mike Grunder, Virginia Tech

'A One-Half Day in the Life...'
Getting there from here at a discount

By Carma Wadley
Deseret News staff writer

You can get "there" from "here" in any number of ways, but one of the most popular depending, of course, upon where "here" is by airplane.

This year, according to estimates, some 280 million passengers will take to the airways. And consumer studies have shown that 63 percent of all adults (18 years and older) have flown on passenger airlines.

Even so, the average flight load on most domestic flights is only 55 percent—most planes are flying less than half full. And that statistic has both government and industry officials concerned.

Alfred D. Kohn, chairman of the Civil Aeronautics Board which regulates the airline industry, thinks more people would fly if fares were lower.

He feels that more competition would come through deregulation of the industry and has told the press he would like to work himself out of a job.

"The CAB was established in 1938 and has the power to decide which airlines fly between which cities, set the basic fares and approve or disapprove discount fares."

Congress is presently considering legislation that would give the airlines more freedom. If passed, the proposals would allow airlines to add or change new routes such year without CAB approval; abandon most routes with 90 days notice; raise fares by 5 to 10 percent and lower them by as much as 15 percent without CAB action.

Ironically enough, most airline officials have come out against deregulation. According to one analyst, most airlines seem to prefer competing on the basis of luxurious atmosphere, meals and drinks and other services rather than on the basis of price.

But while the deregulation move continues, the airlines have initiated a number of discount fares that may attract more people to flying.

The CAB has shown its approval of the fares in many certification cases by giving preference to carriers who would offer a new service at a low rate.

And airlines generally offer only a certain number of seats on special flights to the discount fares. In addition to booking early, travelers may have to be a little flexible in order to take advantage of the discounts.

But the cheaper rates are proving to be popular.

The Peanut Fare, first instituted by Texas International and adopted by other airlines, offers a half-price ticket on certain flights-Salt Lake to Denver, in this area, at certain times of day.  "The Peanut Fare has been very successful," said Kaye Burgin, Texas International's district sales manager. "It's attracting people who were not flying before. We're pleased to see the growth."

In recent months, airlines have also come out with the SuperSuper fare which offers up to 10 percent discount on certain flights. These rates don't go as far as the Salt Lake area until generally after April. 1 few are effective a few times a month, they have met with success in other areas. One carrier reported a 40 percent passenger increase on routes where the SuperSuper was offered.

Airline officials hope these discounts will help fill up their planes, making flying more profitable and efficient for the airlines and consumer some real bargains.

"It is a way to try to please you, that there's tomorrow one way more than one way to fly. Here's a guide to some of the basic options available:

**FIRST CLASS:** means a more comfortable seat, better food and service, isolation from the rest of the coach. Fares generally run 30 to 30 percent more than coach.

**COACH:** the standard fare which involves few restrictions, provides free soft drinks and meals of flight opening hours.

**ECONOMY:** offered by some airlines on some flights. It provides some services as coach except meals and gives travelers a slight savings.

**EXCLUSION:** varies by various names such as Freedom Fare, Budget Fares, Discover Fares. America offers a big discount, but travelers must meet specified requirements. Generally, tickets must be purchased at least seven days before departure or within 30 days of the time the reservation was made if made earlier than seven days. Passenger must stay at destination once a week and not longer than 30 days.

**SUPERFARE:** offers a 10 percent discount on weeklies, slightly less on weekends. Ticket must be purchased at least 30 days in advance. Passenger must stay at destination for a minimum of seven days but no longer than 30 days.

**PEANUT FARE:** available only on certain flights generally not between 8 a.m. and 6 p.m.) and gives a half-price discount.

**GROUP FARE:** offered by most airlines, gives discounts to groups of at least 10 some give larger discounts to larger groups. Group must be members.

**LEISURE CLAMS:** available at the present only on Eastern Airlines as a way of coping with overbooking problems. Tickets are valid only after flight is fully reserved. The passenger buys a ticket at regular standard rates, but gets a seat only if a confirmed passenger fails to show up. But if doesn't get a seat, his money is refunded and he is put on the next flight, but no later than 40 hours.

**BARGAIN FARE:** includes meals, lodging and other services as part of a package deal.

The reasons we can't have it all. On one hand, airlines like to offer discounts to passengers, but must keep travelers at their fares.

**FIRST CLASS:** for example may want like a non-stop flight. Actually it means you don't change planes along the way, but you may make any number of stops.  "CAB approved" is sometimes used in advertising charter flights. It means that the company has filed the necessary papers, not that the CAB endorses the flights.

**Take care of your ticket.** Many of the discount plans require you to give your ticket in advance. If it is stolen or lost, it can be used or turned in for a refund only by you. You may want to record the ticket's serial number. If your box is reported before someone else uses it, you are entitled to a refund or a return.

**Confirm reservations.** A reservation only gives you priority, it does not guarantee you a seat. It means you will be assigned a seat ahead of someone without a reservation.

Recently, because of the number of "no-shows" passengers with reservations who fail to show up airlines have begun overbooking some flights.

Although they are taking steps to eliminate volunteer bumping 2-4 times a day, for example, you can help by checking in at the departure gate early to assure that you will get a seat.

If you are bumped, the airline must return you so that you arrive at your destination within two hours their hours on international flights or you are entitled to denied boarding compensation.

**If you have a complaint about any airline service notify the airline first of all. If it doesn't respond satisfactorily, write to the Civil Aeronautics Board, Office of the Consumer Advocate, 1900 Connecticut Ave., N.W., Washington, D. C. 20501.

Tips on making travel smoother

More and more people are going more and more places these days. And while air travel can be fast and smooth, it can also develop into a hassle at times.

Here are some tips on making air travel more enjoyable.

**Use a travel agent.** Since it's hard to keep up with all the discount fares and new rules and regulations of air travel, a travel agent can be of real service in helping you get the best deals. He receives a commission from airlines and tour operators, so you pay nothing extra for his services.

**Make plans in advance.** Since most discount plans require some kind of advance booking you'll need to start early if you want to take advantage of them.

**Learn the jargon.** Some travel terms can be confusing and may lead to disappointment and even waste later if you don't understand them.

Mr. Elwyn N. Hull
Telecommunications University of Utah
Salt Lake City, Utah 84112

Dear Mr. Hull:

It has come to our attention that the Association of College and University Telecommunications Administrators will be having a convention in Salt Lake City, August 5-12, 1978.

Through the Public Communications Department of The Church of Jesus Christ of Latter-day Saints, we have a Housing Department through which we are able to provide reservation at the following rates for our guests. I would like to see the interesting places which make Salt Lake City famous. It is not easy to stay in our city is a pleasant one and if we can help in any way, we are very happy to do so.

We are looking for a hotel or hotel in Salt Lake City a rewarding experience.

Sincerely,

Clark N. Stohl
Director, Church Housing 801-531-2841
First in Performance and Reliability
Now First in Throughput and Data Protection

Supermux Statistical Multiplexing

In 1976, and again in 1977, Datapro Research Corporation surveyed users of time division multiplexers. Infotron scored first both years, first in overall performance and first in reliability.

Infotron multiplexers cut data transmission costs by replacing multiple telephone lines with just one. The Infotron Timeline 780 Supermux does the same thing—only four times better than conventional multiplexers.

The Supermux statistical multiplexer assigns bandwidth dynamically, without wasting any on idle terminals. Transmission costs drop to as low as one-third of what they would be with conventional TDMs and as low as one-thirtieth the cost of a system without multiplexers.

The Supermux is smart, smart enough to detect errors, smart enough to correct them, smart enough to save data so when a line is hit, the data is just sent again, all completely transparent to your present system. The Supermux is even smart enough to report on how your entire network is performing—lines and modems, even remote, unattended multiplexers.

Under microprocessor control, the Supermux mixes dial-up and dedicated, synchronous and asynchronous, DDS and conventional inputs. Infotron multiplexers heal themselves, grow with your network and don't become obsolete!

Hundreds of Timeline 180 and Timeline 240 conventional multiplexers have been upgraded, in the field, to Timeline 780 Supermux performance. Infotron takes care of your data and your investment, too.

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