ACUTA eNews April 1977, Vol. 6, No. 4

Follow this and additional works at: http://digitalcommons.unl.edu/acutanews

Part of the Higher Education Commons, and the Operations Research, Systems Engineering and Industrial Engineering Commons

"ACUTA eNews April 1977, Vol. 6, No. 4" (1977). ACUTA Newsletters. 375.
http://digitalcommons.unl.edu/acutanews/375

This Article is brought to you for free and open access by the ACUTA: Association for College and University Technology Advancement at DigitalCommons@University of Nebraska - Lincoln. It has been accepted for inclusion in ACUTA Newsletters by an authorized administrator of DigitalCommons@University of Nebraska - Lincoln.
PRESIDENT'S MESSAGE

WOW! WHAT A WORKSHOP! REGION 1 AND 8 COMBINED TO PRESENT ONE OF THE MOST INFORMATIVE WORKSHOPS WE HAVE HAD TO DATE. SET AT TEMPLE UNIVERSITY'S BEAUTIFUL SUGARLOAF CONFERENCE CENTER THE WORKSHOP COMBINED PLEASANT SURROUNDINGS WITH AN EXCEPTIONAL PROGRAM TO PROVIDE A STIMULATING EXPERIENCE.

AMONG THE TOPICS COVERED WERE LEAST COST ROUTING, RATE CASE INTERVENTION, USAGE SENSITIVE PRICING, ELECTRONIC PBX, AND OPTIMIZING LONG DISTANCE FACILITIES. BUT, IN MY MIND, THE HIGH POINT OF THE WORKSHOP WAS THE DEBATE ON THE CONSUMERS COMMUNICATION REFORM ACT. THE CONSISTANT EXCELLENCE OF THE SPEAKERS THROUGHOUT THE WORKSHOP MADE FOR A VERY "MEATY" PRODUCTION.

I WANT TO ESPECIALLY RECOGNIZE THE CONTRIBUTION MADE BY A MEMBER, JOE JACOBY, WHO PRESENTED INFORMATION ON OPTIMIZATION, AND OTHER REGULAR MEMBERS WHO PROVIDED YEOMAN SERVICE.

FOLLOWING THE WORKSHOP THE BOARD OF DIRECTORS HELD ITS ANNUAL MEETING. THE BOARD ACTED ON THIS NEWSLETTER, AND OTHER ITEMS THAT WERE REPORTED LAST MONTH, AND SOME THIS MONTH.

THE BOARD HAS ACTED ON A PROPOSED BUDGET FOR 1977-1978, THAT WAS PREPARED BY THE FINANCIAL COMMITTEE AND VICE-PRESIDENT DON LATUK. EVEN WITH ROCK BOTTOM FIGURES, THE BOARD HAS FOUND IT NECESSARY TO RAISE THE MEMBERSHIP DUES FROM $10.00 TO $20.00 PER YEAR. THIS IS AN ABSOLUTE NECESSITY IF THE ORGANIZATION IS TO BE SELF SUPPORTING ON A YEAR TO YEAR BASIS. WE HAVE RECOGNIZED A FINANCIAL PROBLEM FOR SEVERAL YEARS NOW, DISCUSSED IT ANNUALLY AT THE BOARD MEETINGS, AND DELAYED THE INCREASE AS LONG AS POSSIBLE. HOWEVER, IF WE INTEND TO CONTINUE TO IMPROVE THIS ORGANIZATION, THE INCREASE CAN NO LONGER BE AVOIDED. WE TRUST THAT YOU WILL BELIEVE THAT YOUR ACUTA MEMBERSHIP IS WORTH AN ADDITIONAL 83 CENTS EACH MONTH.

ALL IN ALL THE BOARD MEETING WENT VERY WELL, AND I BELIEVE THAT WE ARE HAVING A GOOD YEAR. WE ARE FORTUNATE TO HAVE A FINE GROUP OF NATIONAL AND REGIONAL OFFICERS WHO ARE WILLING TO GIVE SO GENEROUSLY OF THEIR TIME AND ENERGY TO HELP ACUTA PROVIDE US ALL WITH CONFERENCES, WORKSHOPS, THIS NEWSLETTER AND A PROFESSIONAL AFFILIATION OF SUCH OUTSTANDING QUALITY.

MY VERY BEST WISHES TO YOU ALL, AND I LOOK FORWARD TO SEEING YOU IN ST. LOUIS IN AUGUST.

- - - - - - -

EDITORIAL

YOU WILL NOTICE THE ADDITION OF TWO NEW ADVERTISERS IN THIS ISSUE OF THE NEWS LETTER.

WE WELCOME CODEX CORPORATION AND MELCO LABS TO THE NEWS LETTER, AND HOPE THAT ALL OF THE MEMBERS WILL GIVE THEIR THOUGHTFUL ATTENTION TO THEIR MESSAGES.
COMPUTERS ARE A VERY IMPORTANT AND VERY EXPENSIVE RESOURCE

Do you share any of these problems with other colleges and universities?

☐ The expense of adding more and more computer ports as usage increases - or even a CPU upgrade?
☐ Inefficient port utilization inherent in dedicating line groups to port groups - some groups too busy while others are idle?
☐ The frustrations of trying to satisfy a large user population with a small budget?
☐ Users who can't take advantage of the multiple CPUs available to them because it's awkward or impossible to permit them to select?

INFOTRON CAN HELP SOLVE THESE PROBLEMS AND REDUCE COSTS

The Infotron Timeline 450 extends your CPU terminal handling capability by un-dedicating computer ports - putting incoming lines into contention for whichever ports are available, rather than dedicating ports to lines which may not be in use. If you have n ports, the 450 can put 2n lines in contention, or more or less, for less than the cost of adding more ports.

Timeline 450
COMPUTER PORT SELECTOR

MULTIPLE CPUs - Our ACS (automatic computer select) feature allows one port selector to serve multiple CPUs. The user makes the choice via his terminal keyboard. Savings add up because the same port selector, multiplexer and communications facility may be used for all computers.

AUTOMATIC SPEED RECOGNITION - A port selector with ABR (automatic baud recognition) provides more efficient communications and eliminates the need for separate lines for each speed group. Incoming line speed is recognized and the proper dedicated speed port group in the desired computer is selected for the user.

MULTIPLE CAMPUS NETWORK - Students in remote campuses can use all your computers - and even take advantage of computers across the state - or across the country. The port selector lets up to 254 incoming lines contend for as many as 124 ports in seven computers. Built-in diagnostics and status indicators for each line/port interface show overall system activity at a glance and help isolate failures.

MULTIPLEXING - Infotron also offers a full line of multiplexers including the Timeline 780 Supermux, an intelligent unit that performs like a concentrator - only at multiplexer prices. If you're not already using multiplexers, we may be able to help cut your data communications costs. Infotron multiplexers replace multiple dedicated telephone lines with just one. The multiplexer concentrates incoming traffic at one end and then separates it again at the other - all completely transparent to your present system. No changes to software or terminals.

Call Toll Free 800-257-8352

INFOTRON SYSTEMS CORPORATION, 7300 NORTH CRESCENT BOULEVARD, PENNSAUKEN, NEW JERSEY 08110 (609) 665-3864
COMMUNICATIONS CONSULTANTS

By Joseph M. Cleary, Assistant Director, Systems Operations and Development, Indiana Higher Education Telecommunications System

Since the Carterfone Decision of 1969 the universe known as "telephony" has seen many changes and innovations. The communications consultant (non-Bell) is one of these innovations that has come into vogue. Evaluation of the consultant's credibility is not the objective of this brief article. The objective is to provide a few basic guidelines to communications managers to help them understand the work of the consultant. Almost all consultants explain the same selling pitch. The consultant purports to reduce your telephone costs while improving your service, and the fee is on a per-day basis plus a percentage of the cost saving. Sounds difficult to most non-telephone individuals. Let us just perform a simple analysis of a basic telephone system as a starting point:

A) PBX (switchboard)
B) Station telephones (key and non-key)
C) Supplemental station equipment (speakerphones, etc.)
D) Individual station features
E) PBX features (tie lines, conference bridge, trunks etc.)
F) Toll bill (including WATS, FX lines, etc.)
G) Data service
H) Teletype service
I) Telephone company billing (monthly)

A campus may have all of these system pieces providing varied services, or the campus may have more, or less. Regardless, this is the basic configuration that can usually be found at a campus or a business.

The consultant's first step is to determine exactly what type of PBX is on your campus, what features the system provides, and the total number of extensions and trunks in use. The consultant will then account for every extension in use, spare or wired to intercept, and place them in numerical order with the name or department listed as well.

An inventory, by department will be performed and key telephone sheets will be prepared; these will be checked against the numerical extension list. A list will be created for those locations or individuals having only single line telephones.

Up to this point the consultant has done a great deal of just plain leg work; but it is important leg work, as we will see as we progress. The complete inventory will be matched to your telephone bill, item by item, to be certain that each entry that is being charged does actually exist. A USOC (Uniform Service Order Code Book) will be utilized to determine an explanation for each coded entry on the telephone bill. The USOC book is easily acquired from your common carrier marketing representative. The percentages are in the consultant's favor that there are entries on the bill that do not exist on your campus and should be removed from your future billing (in many cases a credit is in order). The odds are that the marketing representative of the company serving you is not able to tell whether these items exist or not without a complete physical inventory.

The consultant will usually, at this point, determine what key equipment is not needed and ought to be removed, thus reducing your monthly costs even further. The toll bill will be reviewed to determine your calling patterns.
AND A RECOMMENDATION MAY BE MADE TO ADD, DELETE, OR ALTER THE WATS LINES OR FOREIGN EXCHANGE LINES OR THE MANNER IN WHICH THOSE CIRCUITS ARE BEING USED AND COSTED.

IN SOME CASES, THE CONSULTANT WILL RECOMMEND A NEW TYPE OF SYSTEM AND WILL INTERFACE WITH THE BELL SYSTEM OR AN OUTSIDE SUPPLIER. THIS MIGHT REQUIRE AN ADDITIONAL FEE, BUT MIGHT POSSIBLY BE INCLUDED IN THE BASIC FEE.

IN MANY CASES, THE SERVICE PERFORMED BY THE CONSULTANT WILL PRIMARILY PRODUCE A COST SAVING BY LOCATING BILLING ERRORS. SINCE THERE IS A FEE PLUS A PERCENTAGE OF COST SAVINGS INVOLVED, THE MOTIVATION IS TO REDUCE TELEPHONE COSTS AS MUCH AS POSSIBLE. THE AREA TO BE WARY OF IS KEY TELEPHONE REDUCTION; THIS MAY REDUCE COST BUT ALSO MAY IMPEDER SERVICE, WHICH IN VARIOUS INDIRECT WAYS CAN INCREASE COSTS.

A DIAGNOSIS OF THE CAMPUS TOLL CALLING PATTERN USUALLY DOES IMPROVE THE OVERALL SERVICE AND OUGHT TO BE GIVEN SOUND CONSIDERATION. THE RECOMMENDATION FOR A NEW SYSTEM AND THE OFFERING TO INTERFACE WITH THE BELL SYSTEM OR A SUPPLIER SHOULD ALSO BE GIVEN A GREAT DEAL OF CONSIDERATION BEFORE ANY ACTION IS TAKEN. DO NOT LOSE SIGHT OF THE FACT THAT THE CONSULTANT MIGHT ALSO BE RECEIVING A FEE FROM AN OUTSIDE SUPPLIER FOR RECOMMENDING THEIR EQUIPMENT.

IF THE ACTION TAKEN BY THE CONSULTANT (AS OUTLINED ABOVE) IS PERFORMED SLOWLY IN MANY INSTANCES THE SAME BASIC LEG WORK AND COST COMPARISON CAN BE ACCOMPLISHED BY THE COMMUNICATIONS ADMINISTRATOR. HE CAN ALSO PERFORM A STUDY OF THE OVERALL EFFICIENCY OF THE KEY TELEPHONE SYSTEM WITHOUT A CONSULTANT'S ASSISTANCE.

IF THE CAMPUS IS INTERESTED, FOR WHATEVER REASON, A CONSULTANT CAN BE CONTRACTED AT A MUCH SMALLER FEE TO PERFORM ONLY A STUDY OF THE TOLL CALLING PROGRAM OR THE NEED FOR A NEW SYSTEM. AT THE SAME TIME THE COMMUNICATIONS MANAGER HAS PLACED HIMSELF IN A MUCH IMPROVED POSITION TO TALK KNOWLEDGEABLY AND INTELLIGENTLY WITH THE CONSULTANT.

IN THE FINAL ANALYSIS IT MIGHT BE FOUND THAT THE SERVICES OF A CONSULTANT MAY NOT ACUTALLY BE NEEDED AND THAT THE LOCAL OPERATING COMPANY CAN BE JUST AS USEFUL. ALSO, IF THE SERVICES OF A CONSULTANT ARE UTILIZED ON A LIMITED BASIS THE FINDINGS CAN BE COMPARED TO THE STUDIES PERFORMED BY THE COMMON CARRIER, A COMPARISON THAT WILL ENHANCE ANY DECISION THAT IS MADE. IF THE MOTIVATION OF A CONSULTANT, WHICH IS TO REDUCE YOUR COSTS, AND THE MOTIVATION OF THE SERVING COMPANY, WHICH IS TO REASONABLY INCREASE REVENUES, ARE PLACED SIDE-BY-SIDE, THERE IS A STRONG POSSIBILITY THAT A SOUND SOLUTION LIES BETWEEN THE TWO RECOMMENDATIONS.

THERE IS A BYPRODUCT THAT CAN BE DEVELOPED BASED UPON THE PHYSICAL INVENTORY INFORMATION. BY MAINTAINING THE KEY TELEPHONE SHEETS FOR EACH DEPARTMENT IN AN UP-TO-DATE FORMAT AND BEING CERTAIN THAT TELEPHONE EQUIPMENT CHANGE ORDERS FILTER THROUGH ONE CENTRAL POINT, COSTS CAN BE CONTROLLED ON AN ON-GOING BASIS. THE CENTRAL POINT APPROACH CAN ALSO SAVE MONEY SINCE MOST TELEPHONE COMPANIES ARE CHARGING A SERVICE CHARGE FOR EACH SEPARATE ORDER RECEIVED. BATCHING ORDERS THROUGH A CENTRAL POINT COULD POSSIBLY SAVE HUNDREDS OF COMMUNICATIONS DOLLARS.

AS STATED IN THE BEGINNING OF THIS ARTICLE, CHANGES ARE ABUNDING IN THE TELEPHONE INDUSTRY, AND COMMUNICATIONS MANAGERS NEED TO BE CONTINUOUSLY UPDATED SO AS TO BE CERTAIN THAT THEIR BARGAINING POSITION REMAINS SOUND.
The Melco KT series provides intercom selective signaling for 10, 19 or 37 stations on any 1A, 1A1 or 1A2 tone key system. The KT-10X may be expanded to 30, 60 or 90 stations with each addition of a KX-30.

The Melco KR Series provides selective signaling for 10, 19 or 37 stations on any 1A, 1A1 or 1A2 rotary dial key system.

The Melco KC Series provides selective signaling for 19 or 37 stations in any 1A tone, rotary or combination tone/rotary key system.

The new Melco KL-20 adds an extra talking path to any Melco, or similar single-path intercom up to 36 stations. It provides dial tone and busy tone and features private conference on the second link.

Ask for our free full line catalog.

MELCO
Dept. C
P.O. Box 1673, Bellevue, WA 98009. 206/455-5661.
FEATURED INSTITUTION

APPALACHIAN STATE UNIVERSITY

FEW COLLEGES OR UNIVERSITIES CAN MATCH APPALACHIAN'S CLAIM THAT IT'S KILOMETER-HIGH CAMPUS IS A GREAT PLACE TO LIVE AND LEARN. THE UNIVERSITY IS DEDICATED TO NEW PROGRAMS, NEW APPROACHES TO TEACHING AND LEARNING.

APPALACHIAN'S TRADITIONAL ROLE AND REPUTATION HAVE BEEN IN TEACHER TRAINING. THERE ARE MORE THAN 6,000 ALUMNI EMPLOYED IN TEACHING, SUPERVISORY AND ADMINISTRATIVE POSITIONS ACROSS NORTH CAROLINA, INCLUDING ABOUT 20 PER CENT OF THE SUPERINTENDENTS.

ENROLLMENT IN 1975-1976 TOTALED A RECORD 10,208. NINETY-FIVE PER CENT OF THE STUDENT BODY COMES FROM NORTH CAROLINA, AS DIRECTED BY THE STATE. MORE THAN HALF OF THE STUDENTS RECEIVE SOME FORM OF SCHOLARSHIP AID.

THERE ARE 43 NEW AND MODERN BUILDINGS ON THE MAIN CAMPUS, MOST OF WHICH WERE BUILT OR EXPANDED AS PART OF A $30 MILLION BUILDING CAMPAIGN DURING THE DECADE OF THE 60'S. THE BUILDING CAMPAIGN IS STILL GOING ON, PARTICULARLY ON THE 180 ACRE WEST CAMPUS. JUST COMPLETED ARE THE WALKER COLLEGE OF BUSINESS BUILDING AND A BUILDING TO HOUSE THE ART AND SPEECH DEPARTMENTS. ALSO NEW IS THE 1800 SEAT FARTHING AUDITORIUM.

APPALACHIAN IS SERVED BY A CENTREX TELEPHONE SYSTEM--A PRIVATE COMMUNICATIONS SYSTEM-- WITH THE CAPABILITY OF ACCOMMODATING 9,999 MAIN TELEPHONE STATIONS AND AN UNLIMITED NUMBER OF EXTENSIONS. THE N. C. STATE TELEPHONE NETWORK IS UTILIZED FOR LONG DISTANCE CALLS THROUGH A DAIN-RADSI SYSTEM. CENTREX TELEPHONE SYSTEM PROVIDES A CENTRALLY DIRECTED TELEPHONE SERVICE TO ALL DEPARTMENTS AND BUSINESS OFFICES.

FEATURED INSTITUTION - CONT'D

A TOTAL OF 2,999 TELEPHONES ARE OPERATING AT PRESENT WHICH INCLUDES 1,097 ADMINISTRATIVE AND 1,902 DORMITORY STATIONS. THERE ARE 75 PAY STATIONS AND 6 DESKON REMOTE CONTROL RADIO UNITS LOCATED THROUGHOUT THE CAMPUS. THE YEARLY ASU TELEPHONE DIRECTORY IS COMPILED AND DISTRIBUTED IN THE CENTREX OFFICE.

APPALACHIAN'S FACULTY TOTALS 510, AND ANOTHER 725 PERSONS WORK AT THE UNIVERSITY IN STAFF AND ADMINISTRATIVE POSITIONS. THE FACULTY TO STUDENT RATIO IS 1 TO 16. MORE THAN 65 PER CENT OF THE FACULTY HOLD DOCTORAL DEGREES.

(ACU TA MEMBER AT APPALACHIAN IS GRANT R. AYERS, DIRECTOR OF UTILITY SERVICES)

---

QUESTION BOX

IF THE PERSON(S) WHO POSED THE TWO QUESTIONS PRINTED IN LAST MONTH'S ISSUE WILL CALL JOE CLEARY AT 317-264-7945, HE HAS INFORMATION FOR YOU AND WILL BE ABLE TO HELP.

---

ANNUAL REPORT

NORM SEFTON AT DUKE FOUND THE FOLLOWING IN SOME HISTORICAL MINUTES AND WANTS TO SHARE IT WITH US:

"HARRISON INTERSTATE TELEPHONE AND TELEGRAPH COMPANY PRESIDENT'S REPORT JULY 28TH 1897. TO: STOCKHOLDERS

IN ACCORDANCE WITH THE DUTIES OF THE PRESIDENT, I BEG LEAVE TO SUBMIT THE FOLLOWING REPORT OF YOUR COMPANY BUSINESS FOR THE YEAR ENDING JULY 1897.

WE HAVE HAD, AS YOU KNOW, FROM THE BEGINNING TO CONFRONT AND COMPETE WITH THE MOST FORMIDABLE MONOPOLY IN THE COUNTRY (THE BELL TELEPHONE COMPANY). CONSEQUENTLY WE HAVE NOT MADE
ANNUAL REPORT (CONT'D)

AS RAPID PROGRESS AS WE MIGHT. WE SHOULD, HOWEVER, CONGRATULATE OURSELVES ON WHAT WE HAVE DONE. YOUR COMPANY HAS SIX EXCHANGES IN GOOD WORKING ORDER, SELF SUSTAINING, AND EARNING A FAIR DIVIDEND WHICH WILL BE SHOWN IN THE AUDITORS REPORT, ETC. .......

NORM COMMENTS AS FOLLOWS "IT APPEARS THAT THE 80 YEARS SINCE THIS REPORT HAVE NOT MADE MUCH DIFFERENCE AS REGARDS THE COMPETITIVE ATMOSPHERE AND THE BELL SYSTEM. IT IS ALSO INTERESTING TO NOTE THAT BELL HAD A PRETTY FIRM HOLD AFTER ONLY 20 SHORT YEARS SINCE BELL HAD INVENTED THE TELEPHONE"

NEW MEMBERS

WE WELCOME THE FOLLOWING NEW MEMBERS TO ACUTA, AND EXTEND TO THEM THE BEST WISHES OF ALL MEMBERS AND THE HOPE THAT WE MAY MEET THEM IN ST. LOUIS.

JOSEPH V. ALFRED
BUSINESS MANAGER
RHODE ISLAND COLLEGE
600 MT. PLEASANT AVENUE
PROVIDENCE, R.I. 02908
401-456-8001

JAMES R. WERNER, JR.
SALES MANAGER - STATE GOVERNMENT
C. & P. TEL. CO. OF VIRGINIA
703 EAST GRACE STREET
RICHMOND, VA. 23219
804-772-3973

JOHN O. ETHRIDGE, JR.
COMMUNICATIONS CONSULTANT
SOUTH CENTRAL BELL
P.O. BOX 811
JACKSON, MISS. 39205
601-961-1822

DOYLE M. DILLARD
VICE PRESIDENT FOR BUSINESS AFFAIRS
AGNES SCOTT COLLEGE
E. COLLEGE AVENUE
DECATUR, GA. 30030
373-2571, EXT. 260

BOARD OF DIRECTOR'S MEETING

ADDITIONAL INFORMATION FROM THE BOARD OF DIRECTOR'S MEETING HELD AT TEMPLE UNIVERSITY IN FEBRUARY FOLLOWS.

REGION I WILL HOLD A SEMINAR AT SYRACUSE UNIVERSITY IN MARCH, 1978. JOHN MEAGHER WILL HOST THIS MEETING.

AMENDMENT TO THE BYLAWS: THE BOARD UNANIMOUSLY VOTED TO DELETE THE FOLLOWING PORTION OF THE BYLAWS: ITEM 9(C), PAGE 5 WHICH STATED THAT A MEMBER WAS SUBJECT TO FORFEITURE OF HIS/HER MEMBERSHIP FOR:

"C. FAILURE TO PARTICIPATE IN THE EXCHANGE OF TELECOMMUNICATIONS DATA REQUESTED BY THE ASSOCIATION."

SEVERAL MEMBERS HAD OBJECTED TO THIS PROVISION AND TWO HAD THREATENED TO RESIGN IF IT WERE NOT REMOVED.

SECTIONS "A" AND "E" WERE AMENDED TO PROVIDE FOR $20.00 ANNUAL DUES AND A $20.00 INITIATION FEE.

THE BOARD WISHES TO FILL VACANCIES AS REGIONAL DIRECTORS PRIOR TO THE CONFERENCE AT ST. LOUIS IN AUGUST.

MEMBERS DESIRING TO BE REGIONAL DIRECTORS SHOULD CONTACT DOUGLAS BRUMMEL AT THE UNIVERSITY OF ROCHESTER, 1510 MT. HOPE AVENUE, ROCHESTER, N.Y. 14620.

1978 CONFERENCE DATES

ELWYN HULL HAS ADVISED US THAT HE HAS TENTATIVELY SCHEDULED THE 1978 CONFERENCE FOR AUGUST 7 - 11, 1978, TO BE HELD AT SNOWBIRD, LOCATED NEAR SALT LAKE CITY. ADVANCE PLANNERS ARE HEREBY AUTHORIZED TO MARK THEIR 1978 CALENDARS IN PENCIL, AND TO SUBMIT BUDGET PROPOSALS AND TRAVEL VOUCHERS FOR APPROVAL.

1977 CONFERENCE DATES


THE CONFERENCE IS DESIGNED TO ADDRESS SOME OF THE ORGANIZATIONAL AND COORDINATION PROBLEMS OF STATE AND LOCAL DIVISIONS OF COMMUNICATIONS. WE HAVE OFFERED TO MAIL FOR THE O.T.P. ANNOUNCEMENTS OF THIS CONFERENCE TO ALL ACUTA MEMBERS.

WE URGE ALL OF YOU THAT CAN TO ATTEND THIS CONFERENCE. IT MAY BE OF MAJOR IMPORTANCE TO ALL OF US IN FUTURE MONTHS AND YEARS TO HAVE THE "VOICE OF TELECOMMUNICATIONS IN HIGHER EDUCATION" HEARD AS INDIVIDUALS AT THIS MEETING.

---

PROPOSED BUDGET 1977-78

THE BOARD OF DIRECTORS ACTED TO APPROVE THE FOLLOWING PROPOSED BUDGET FOR THE UPCOMING FISCAL YEAR. IF YOU HAVE QUESTIONS OR COMMENTS, PLEASE DIRECT THEM TO DON LATUK, VICE-PRESIDENT, OHIO STATE UNIVERSITY.

I. OFFICES.

<table>
<thead>
<tr>
<th>DISCHARGE</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRESIDENT TRAVEL</td>
<td>$900</td>
</tr>
<tr>
<td>POSTAGE</td>
<td>$30</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$930</td>
</tr>
<tr>
<td>EXECUTIVE VICE PRES.</td>
<td>$50</td>
</tr>
<tr>
<td>POSTAGE</td>
<td>$50</td>
</tr>
<tr>
<td>VICE PRESIDENT</td>
<td>$50</td>
</tr>
<tr>
<td>SECRETARY POSTAGE</td>
<td>$50</td>
</tr>
<tr>
<td>PRINTING AND MATS</td>
<td>$125</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$175</td>
</tr>
<tr>
<td>TREASURER</td>
<td>$50</td>
</tr>
<tr>
<td>REGIONAL DIRECTORS</td>
<td>$150</td>
</tr>
<tr>
<td>6 @ $25</td>
<td>$150</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$1,300</td>
</tr>
</tbody>
</table>

II. CENTRAL CLEARING HOUSE

<table>
<thead>
<tr>
<th>DISCHARGE</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>POSTAGE</td>
<td>$100</td>
</tr>
<tr>
<td>PRINTING</td>
<td>$100</td>
</tr>
<tr>
<td>PRESENTATIONS</td>
<td>$100</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$300</td>
</tr>
</tbody>
</table>

III. NEWSLETTER

<table>
<thead>
<tr>
<th>DISCHARGE</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL ALLOCATION</td>
<td>$1,300</td>
</tr>
</tbody>
</table>

IV. TOTAL PROPOSED BUDGET

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,005</td>
</tr>
</tbody>
</table>