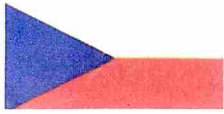


# Czechoslovakia

1979

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REDIFON Computers achieved remarkable success during the 1978-79 fiscal year making CSSR by far the largest export market for the Company. Twenty-four systems were installed during the period, bringing the total number of installations in the CSSR to nearly 80.

The most notable installations were the six R-range systems at VZKG Steelworks, the three R100 systems at Czech State Insurance (making a total of seven) and the four new orders for Slovakia (one of the two federal states in CSSR). The latter has now established Redifon in a strong position in this Eastern part of CSSR, which has so far lagged behind the rest of the country in the purchase of data entry equipment.

Several very significant orders were placed in the first quarter of 1979. Motokov Foreign Trade Corporation and OKD Coal Mines bought second R100 systems. The first Motokov Redifon data entry system was installed in 1974 and was one of the first in the CSSR. Motokov is one of the largest Czech Foreign Trade Corporations, dealing in the import and export of cars, lorries, tractors and motor cycles. Best known products in the UK for

e.g. are Skoda Cars and Jawa Motor Cycles.

Data relating to the sales of units and spare parts is entered on the Redifon systems for processing by the Univac 90/60 mainframe.

Motokov occupy the tallest office building in Prague, situated near the new motorway to Brno.

OKD by installing their second Redifon system now have a total of 32 terminals. There are over 20 coal mines in the OKD group and the Redifon systems are installed in the group's headquarters. The main application is payroll and data is output to an IBM 370/145, ICL 1905 and Robtron 1040 computers. This is the 15th Redifon system to be installed in Ostrava, which is the centre of the coal and steel industry in CSSR.

Ostrava is also the home of VZKG Steelworks, who have eight Redifon systems. The systems form a network sending data from the various VZKG factories in the town to the ICL 2960 and 4450 in the Computer Centre.

The Federal Ministry of Finance in Prague bought an R300 with eight terminals and the system will be used to input financial data to the Ministry's twin Siemens mainframes.

The Federal Prices Office ordered an R850 with a 33MB disk and seven terminals.

The Slovak Forestry Commission in Bratislava has ordered an R300 with 10MB disk and 16 terminals.



*The Motokov Foreign Trade Corporation building in Prague.*

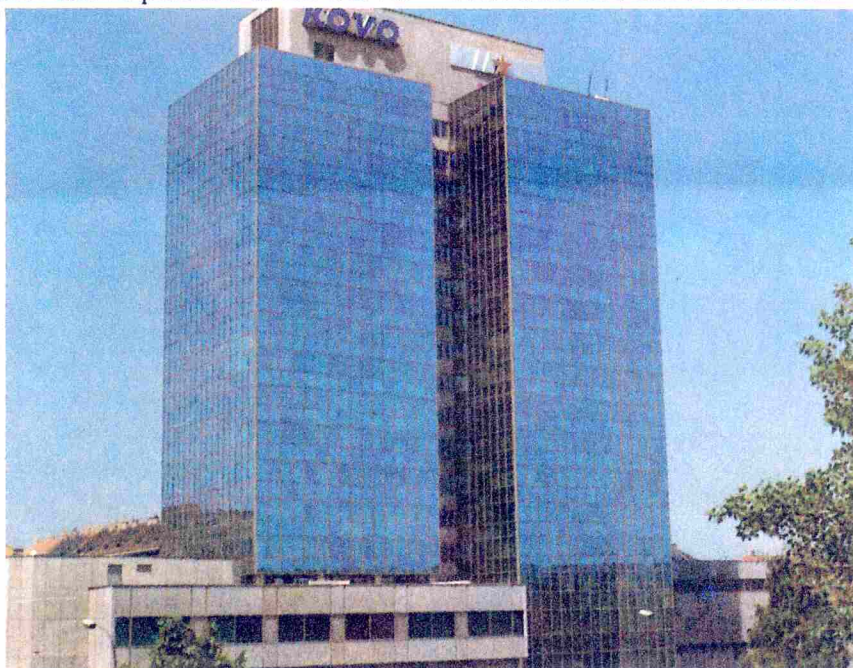
By far the largest order was for SHD Coal Mines in North Bohemia for an R300 which will be installed in Usti nad Labem. Data will be transmitted over a communications link to the two Redifon data entry systems already installed in the Coal Mines' headquarters in Most, and then to the Polish Odra Computer mainframes.

Perhaps the most significant recent order has been an R400 for Slovak Railways (KMZP). This system will be installed in the town of Kosice in the far east of the country. The configuration is for 24 terminals, 33MB disk, line printer and no data cables. Data will be sent on magnetic tape to the Slovak Rail Computer Centre in Bratislava for processing on twin Siemens mainframes. The application is accounting for the International Rail Transport Control Centre.

A team of experts from Slovak Rail will be visiting British Rail in the near future to see the application of Redifon systems at British Rail.

Our most recent success in CSSR has been wholly due to the steadfast work of the resident staff of the Czech office — Alan Lloyd (who has now moved to the Middle East) and Alan Jones on the implementations side and Karel Konecny who handles Slovakia.

Redifon has developed close co-operation with the Czechoslovak computer industry. Engineering training courses are soon to be run by Tesla, with whom we have established a training centre at Pardubice. Redifon has developed an interface for a Czech 1500cps tape-tape reader, and is at present evaluating a Czech serial printer.



*The Kovo building in Prague. The Kovo Foreign Trade Corporation is the import/export organisation for electronic and computer equipment, and Redifon Computers' main partner for commercial relations in CSSR.*