X3T9.2/91-61

CONNECTOR
INDUSTRY
CONSULTING
GROUP

MICHAEL LAZAR
PRESIDENT

TO: NCR Corp.
3718 N. Rock ROad
Wichita, Kansas 67226-1399

ATT: John Lohmeyer

Dear John,

I have been requested by several clients (Burndy, Molex and DuPont) to promulgate an industry standard for a 60/68 pin ribbon contact style connector with jack screw coupling.

A number of companies have been using such a connector for four years, with others likely to adopt it in the near future, as an I/O port.

The reason that an industry standard is needed, is to insure that all manufacturers of this connector will produce products which exhibit trouble-free intermateability, and acceptable performance andquality measured against the parameters spelled out in a well-conceived and properly controlled industry standard. It should also prevent the emergence of proprietary features,which some manufacturers might outherwise attempt to introduce in order to monopolize a given market segment.

The three clients noted above, are all committed to this endeavor, and will support it. The existence of these three manufacturers of this product, plus others who may choose to become suppliers, assures the industry of multiple sources of supply, with all of the potential benefits that implies.

It appears that the X3T9.2 committee is the most logical place for this effort to take place. The intention is to add this connector to the existing standard; <u>not</u> to replace or supercede any of the work done to date.

Therefore, I am requesting that I be given some time on the agenda of the June 17-18 meeting in Minneapolis, to present this proposal to the members of the committee. The presentation should take no more than 15 or 20 minutes plus whatever time is needed for questions and discussion.

If the members choose to accept this proposal, I am prepared to head a task group to implement it, with the participation of the three sponsors, as well as any others who may volunteer. This should avoid adding a large burden to the work load of the committee. If the committee members should choose to reject this proposal, I would reluctantly turn to other industry standardization bodies, such as the Electronics Industry Association (EIA), the International Electrotechnical Commission (IEC), or the Institute of Electrical and Electronics Engineers (IEEE).

14 PILGRIM ROAD, WHITE PLAINS, NEW YORK 10605 914-949-5450 FAX 914-698-6686

One other possibility exists,which might be even more attractive to the X3T9.2 committee members.

As you may know, the EIA has been writing connector standards for many years in its' P5.1 committee. It is organized to write these standards, using the voluntary services of connector industry people plus those from related industries, such as plastics,metals, and plating suppliers. There is also participation by other experts concerned with testing and quality assurance. P5.1 has created a large number of relevant test methods, some of which are cited as part of every connector standard.

Recently, EIA has instituted its' National Electronic Certification of Quality Assessment (NECQ) system, which is designed to supervise the qualification testing of connectors to establish qualification of a given supplier's product to meet the requirements of the connector standard. Once qualification is established, that product is listed on EIA's Qualified Product list (QPL). In order to maintain that listing, the manufacturer must submit to periodic testing and inspection by a designated EIA agency, to assure compliance with the Quality Assurance section of the standard.

As you can see, this system is ideally suited to enforce the requirements of the standards; to insure intermateability, andother essential characteristics.

If the committee members choose to do so, you, as the chairman of the ANSI X3T9.2 may request that EIA P5.1 write a standard for the 60/68 pin ribbon style connector, rather than have X3T9.2 do it. For that matter, you can also request EIA P5.1 to write a standard for the 50 and 68 pin connectors currently specified on your X3.131.199X standard. Once the EIA standards are written, you may want to revise the X3.131.199X to simply designate the EIA standards as the required connectorsto be used with SCSI-2. This is a function that EIA is specifically set up to handle. Perhaps, most important it would also provide for qualification by all suppliers, and continuous monitoring of their quality, something that ANSI is not equipped to do. This method of specifying connectors was recently adopted by IEEE's Futurebus+ and Combus programs, and is currently being implemented. I would be happy to initiate a similar program on behalf of X3T9.2, if the members wish to do so.

Very truly yours,

Michael Lazar