
AST-FAX



World Leader In Time-Sharing Service

SELL HIGH AND BROAD

NO. 95-48

And here's some help in a positive way . . . a list of the GE Regional Vice Presidents for the United States. Have your District Manager make the initial contact with the RVP, explaining the service you're selling and the company you want to contact. The RVP is acquainted with, or has knowledge of the chief executives and corporate level managers of those businesses that are important to the Company in that area. The RVP can assist in many ways because of his contacts — but remember that his time is budgeted too. If you're asking for his time, plan ahead enough to let him schedule it best.

And, he can counsel you on which of the GE sales contacts presently calling on the prospect is in the best position to give you some assistance.

L. William Ballard, Jr. Central Region 840 S. Canal St. Chicago, III. 60680

Thomas K. Edenfield Southeastern Region 1800 Peachtree Road, N.W. Atlanta, GA 30309

William B. Frogue Southwestern Region One Main Place, Suite 2450 Dallas, Tex. 75250

Harry M. Lawson Western Region 55 Hawthorne St. P.O. Box 3736 San Francisco, Calif. 94119 Harry P. Gough Mid States Region 1015 Locust St. St. Louis, MO 63101

Lester W. Dettman East Central Region 1000 Lakeside Ave. Cleveland, Ohio 44114

F. Charles Ruling Atlantic Region 3 Penn Center Plaza Philadelphia, PA 19102

Steven C. Van Voorhis Northeastern Region 570 Lexington Ave. New York, NY 10022

APEX** on DPH56

You can access programs in the APEX** Library from the DPH56 catalog. DP053 catalog has been removed.

When the system reports FILE NOT SAVED, you may call Fast-Fax and ask them to reload the program or send you a tape via the terminal. Fast-Fax terminal is 8*273-4524.



INTERNATIONAL CONTACTS

This is to update information provided in FAST-FAX 95-47.

The new address for ITALY is:

H.I.S. ITALIA Luciano Marradi Via Gioia 70 Milan, Italy

It should be emphasized that this list of contacts is for your use in handling inquiries from your customers who request information on who his subsidiary should contact overseas concerning General Electric Time-Sharing. In every case please report all international interest to Lee Schwieger, Bethesda, 8*273-4694. This will allow us to plan with our distributors for a coordinated approach on selling opportunities and to see that your customers wishes are protected.

E.A.S. FEATURED IN LEADER

800 (7-71)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714 GENERAL BELECTRIC

NSS DSS CORNER

Upcoming Sales Letter

A great deal has been happening recently with DSS, including a name change and new authors added says Bill Noble. As of July 1, DSS becomes Network Software Services (NSS). You'll be hearing more about the first half results for NSS (including average monthly revenue growth rate of 8+% since December!), plans for second half, the addition of the National Account Software Service (NASS) aimed at key national accounts, and the national accounts that have already signed in a sales letter in early July. Bill says that NASS will be a major area for NSS growth in the second half, with a number of large accounting firms and Fortune 500 companies signing. The mechanism will be the same Q-catalog approach only providing for revenue credit. As your role may vary from one NASS account to another, you'll be receiving a brief one page communication outlining your role with each.

New ASDS Authors

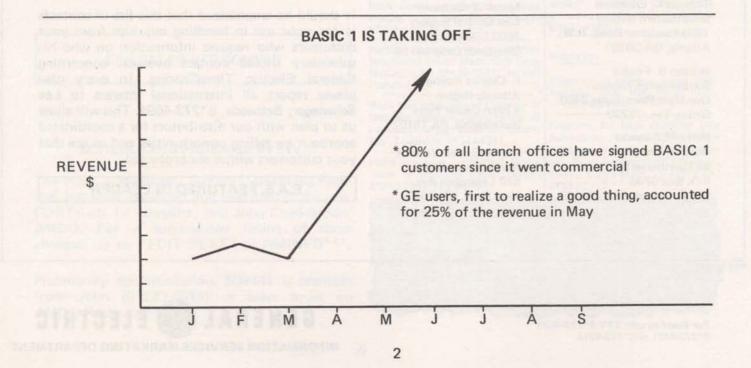
The following ASDS (Author Software Distribution Service) authors recently have been added: (Key author contacts and their phone numbers)

 Instadata Unlimited, Inc., 236 Krams Avenue, Philadelphia, Pennsylvania 19127. It is offering a sheet metal estimating program for use by sheet metal duct contractors. In addition, Instadata is offering a "cut-size" program for use by these contractors in calculating metal sizes for fittings to be cut in the shop. (215-483-6000, Alvin Hurvitz).

- Integrated Circuit Engineering Corporation, 4900 E. Indian School Road, Phoenix, Arizona 85018. ICE is offering its ICEMAP system, an aid for the layout of integrated circuits. It will be marketed nationally to integrated circuit designers and manufacturers. (602-959-4760, Bob Hartley).
- GE Corporate Accounting Operation, Business Analysis and Cost Accounting, 570 Lexington, N.Y. Corporate Accounting Operation is making available ANALYZE to General Electric Company components. ANALYZE is a set of programs especially helpful in evaluating strategic plans, budgets, forecasts, plant appropriation requests, and development programs. (8*222-3094, Hovey Tyndall and 8*222-2220, Roddy Osborn)
 - NOTE: Contact Fast-Fax for a copy of GE Business Analysis Bulletin 204 (Evaluating Strategic Plans) and 205 (ANALYZE: Tools for Evaluating Strategic Plans) describing this powerful software offering.

DEFERRED RUN SAVINGS

All SMS authors are passing the off-hours 25% CRU discount on to your customers for the premium in addition to the standard CRU's (i.e. AUTOTAB, FLEXIMIS, etc.)



Critical Budgets Need It

FAPP***

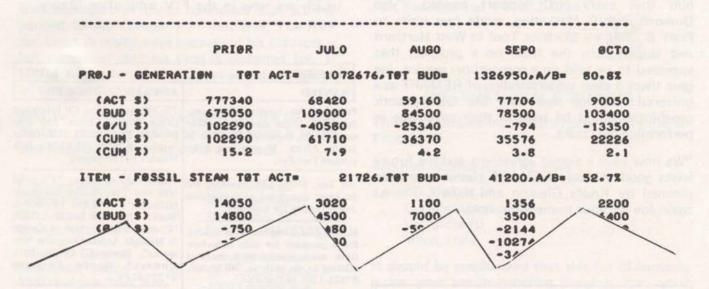
REPORTS FINANCIAL STATUS OF PROJECT

What is the current financial status of key business projects?

By what percent is the construction costs for building A over budget in the first quarter?

How much more money is left in the budget for direct mail advertising?

These and other similar questions can now be answered by FAPP*** (Financial Analysis of Project Performance), a new MK II library program (User, Guide #004405 will be available from warehouse July 5).



FAPP*** is a data base information retrieval system which will allow your customer to selectively interrogate the financial status of up to 100 projects each containing up to 500 items. FAPP*** will maintain a maximum of 24 time periods of actual versus budgeted costs for each individual item in the data base.

FAPP*** can be an effective management tool for the control and review of business projects. Areas of application include:

- construction projects
- advertising and sales projects
- maintenance projects

FAPP*** is not an accounting system. It is assumed that current period costs will be obtained from the user's present cost accumulation system. Call Lee Beyer, 8*273-4660 if you want more information.

PPGX*** VERSION II

The Packing Program Generator has helped set up 69 customer data bases during its first three months of existence. It has been well received, said **Dinu Martin**, Headquarters Sales. A new improved version is now on all systems. List NEWPPG*** for instructions.

Dinu reports it was tested with the help of several in the field: Karyl Andolina, Judy Jehn, Diane Johnson, Linda Risher, Bob O'Keefe, Ellen Kilpatrick, and John Melnick, did extensive testing of the new version. John Sliter, Empire District, recommended EQUATE and the supression of fiel "Y".

N/C HEADQUARTERS SUPPORT

Don Graves, Meriden, quite excited over signing a new N/C customer, called saying that AMDO gave him that extra N/C support needed. "Joe Domonkos N/C Marketing, made two visits to Pratt & Whitney Machine Tool in West Hartford and helped turn the trick on a prospect that appeared to be sold on a competitors service. Joe gave them a clear understanding of REMAPT as a universal language and how the GE network capabilities could be used in their advantage in performing N/C tasks.

"We now have a signed agreement and the future looks good. Already REMAPT classes have been planned by Knute Gleason and myself. Thanks again Joe for your tremendous help."

EAS SALES KIT COMING

SCHEDULING PACKAGE IN FIV

The Work Management System (Scheduling Package) has been expanded and rewritten in the new FORTRAN IV compiler, said John Chadderdon, AMDO. For a summarized listing of these changes, do an "EDIT TEXT" of WMINFO***.

Preliminary documentation, 509441 is available from John (8*273-4613) or leave order on AMDO Hotline 4242.

SORTING ROUTINES

Linda Risher, Memphis, suggested a modification of the QUICK sort routines to make them even faster in some cases; if data is already sorted or almost sorted and an array "L" contains the addresses in the proper order (or almost), their sort can be made faster. For example:

- 1- Enter the opposite of the dimension of the vector to be sorted
- 2- Transmit the array L with the addresses in it as they are known
 - 10 LOAD
 - 20 INTEGER X(600),L(600)
 - 30 -- (L receives the proper addresses)
 - 50 CALL QUICKI (-600, X, L)
 - 60 --

The same thing applies to QUICKR and QUICKF. The routines will, of course, perform normally with N> O(N=600). Dinu modified the routines which are now in the FIV subroutine library.

CLASSIFIED	JULY 1, 1971	
WANTED	AVAILABLE	
Programs for ceramic tile manu- facturing color matching, quality control, etc. requested by office in South Africa. If you can help, contact Fast-Fax.	TN-300 paper from GE Interplant Office Supply Center, 750 Cor- poration Park, Scotia, N.Y. Order number A281A (\$2.45/M). (It's Moore's 1313U paper).	
Art Lee, 8*241-1297, looking for packages concerned with electrical design costing for buildings.	Copies of speeches, "Financial MIS and Time-Sharing Computer Networks – Will the 70's See If Work?" by Paul Leadley ISBD	
M. Waxgiser, Long Island, is looking for a program for data reduction from mass spectrometer readings relating to gas analysis. Call Waxey, 8*221-1280 or Fast-Fax.	"Communication System Design in Multiple Access Computer Net works", James C. Castle, IND	
Banking program which analyzes installment credit loans. Call Gary Martin, LA, 8*432-5321, or call Fast-Fax.	WANTED Programs on highway design, contact Marv Broz, IGE, Puerto Rico, or call Fast-Fax. Programs for large diameter pip fabrication. To specify optimur cutting and welding of pipe material. Brian Bohemier, CGE Calgary	
Want user references of Calcomp or Houston plotters give names of customers using these to Charlie Ray, Louisville, 8*344-4211. PDP8 Simulator for Mark II. If you know of one, call Harlan Dodge, 8*332-7361, or Fast-Fax.		
AN-512 fee nero. Ener- sxper. In dr. kf. sight. Call ustron Aycy., 11301 CL, eaton. FCCCC NI Sift. Take complete charge litho ustromed in Balli- Background required in 5 of production. E. ben- E. POST JX No. N. HS grad w/2 years of insurance C	son's Corner ha is pattern and desire to in all constructions of the instruction of the i	

Information Services

World Leader In Time-Sharing Service

July 15, 1971



FAST-FAX

NO. 95-49

FIRST E.A.S. AGREEMENT

Ken Chastain, Atlanta, logged the first Educational Access Service agreement on July 8 with Trevecca Nazarene College, Nashville, Tenn.

This is a new customer who learned of General Electric's E.A.S. offering at a Dartmouth Computer Conference during the week of June 21. Hugh Calkin, Marketing, was at the conference and distributed the new E.A.S. flyer. Headquarters received the return postcard on June 28 and passed it on to Atlanta the same day. Seven working days later Ken delivered.

Ken reports that Trevecca Nazarene plan to run on E.A.S. Sept. 1 to Dec. 1 and during December maintain service at standard rates since students will be on holidays most of the month. In January they'll pick up E.A.S. again and run through June. Smart selling! Congratulations Ken, and enjoy that \$50 bonus.

Terminet 300 - June Box

Beginning with this issue, each month, a box score of TermiNet 300 contracts received the previous month will be tabulated. Only the top five branches will be listed. We feel you may like to know how you are doing in placing TermiNet 300's in comparison with other Branches. The TermiNet 300 represents a real opportunity for all of us to provide this advance data communication terminal along with GE Time-Sharing Service.

800 (8-71)

For Fast-Fax call: TTY:8*273-4524 8*273-4421 8*273-4714

MARK I AX IS COMING!!!

System 20 is now on the network and two more systems will join in early August. Other Mark I systems will be connected as soon as possible.

This means:

Mark I and Basic 1 will be available from most present Mark II telephone lines

The "HELLO" command can switch you from Basic 1 to Mark I to Mark II

Faster I/O (15 cps.)

Wider variety of terminals (Dura, 2741-type terminals accommodated.)

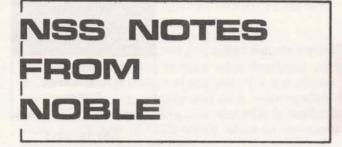
User Number Passwords (Free validation for existing users - (during the four in network).

System 20 prefix is ZQ. For example, ZQK97201 replaces K97201 user number. Mark I/Basic 1 Command System supplement is 1466A for new sign-on procedures with faster terminals.

If you have questions concerning transitions, contact Monica W. Jordon, 8*273-4113.

Rank	Branch	Number of Units	Months On List
1	Capital Government (R. Hobbs)	20	1
2	Philadelphia (A. Marino)	19	1
3	San Fernando Valley (J. Cuney)	6	1
4 (tie)	Carolinas (W. Porter)	5	1
4 (tie)	Tulsa (J. Kessler)	5	1

GENERAL ELECTRIC



DSSL AND INDEPENDENT RUN

Because of the colon acting as a delimiter in DSSL:XXXX, your customers will not be able to use INDEPENDENT RUN for Software Marketing Service authors (DSSL) presently, said Bill Noble, NSS manager. To get around this until a patch is released (with PR29A), have your customer write the following two-line FORTRAN program to access DSSL software for INDependent RUN:

10 CHAIN "DSSL:XXX" 20 STOP;END

Again all SMS authors are passing the off-hours 25% CRU discount on to your customers for the premium in addition to the standard CRU's.

PERIPHERAL SOFTWARE THRU NSS

Tektronix, Inc., has been added to Network Software Services as a Pheripheral Devices Software Service author, says Bill Noble. Under this arrangement Tektronix now provides in the FOR-TRAN Subroutine Library a set of routines in support of the T4002 or 4002A Graphic Computer Terminals.

For additional information have your customers call or write: Any Tektronix field offices (57 are located in the U.S. and 21 international locations) or Tektronix, Inc. Beaverton, Ore. 97005. Contact man is Jerry Ashley, 8*442-9101- ask for (503) 292-2611.

NSS-FIX

Sunn Real Estate Computer System's ASDS Software in Catalog AQ17 on System N will not be available after July 25. Please inform any customers you may have in that catalog. The catalog will be devalidated automatically on that date. Take appropriate action to transfer files if necessary.

NEW ASDS AUTHORS

* Automated Analysis, 6016 Capistrano Ave., Woodland Hills, Calif. 91364, is making available its RANAL\$ program to real estate analysts.

RANAL\$ provides the ability to perform a number of financial calculations, display the results, and vary any of the input variables in evaluating a potential real estate investment.

Contact: Marna Booth (213) 348-1576

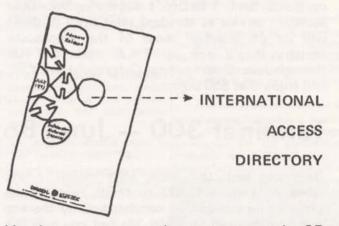
* California Computer Products, 2411 W. La Palma Ave., Anaheim, Calif., 92801 is offering its AUTØNET program.

AUTØNET produces finished network charts from the output of event-oriented and activity oriented network analysis programs such as CPM.

Contact: Bill Smythe (714) 821-2011

* Bowles, Taddeo & Associates, 340 Jones Street, Box 732, San Francisco, Calif. 94102. Formerly the Interpretation Group, it is offering a coordinate geometry package, CECI. Bowles states that advanced users of CØGØ will find this package attractive.

Contact: Mark Bowles (415) 328-0352



You have a customer who wants to use the GE Network in several cities, and needs a list of all local access numbers? Now you can offer him a handy pocket-sized directory of all cities in the U.S. which have local access numbers to GE, network as well as telephone numbers of sales offices overseas. It's visual proof that we have an international network... something the competion doesn't have. Call Fast-Fax for copies of the colorful directory. Cities which are added and numbers changed to improve the service may be obtained any time on NHA03000.

DATØØL EXPLANATION FILES

As DATØØL, Data Management Tools, grow, explanation files on how to use the programs and subprograms are being made available, said Dinu Martin, Headquarters Sales. Designed to help implement FORTRAN IV data management systems, the following tools are now available:

NAME	FUNCTION	DESCRIBED IN
PPGX***	Packing Program Generator (to reduce storage and retrieval costs)	AR001454 & NEWPPG***
SHELLI	6 FORTRAN IV loadable	DSØRTS***
SHELLR	Subroutines for efficient	
SHELLF	sorting in core	
QUICKI		
QUICKI		
QUICKR		
QUICKF		
IFIRST	FORTRAN IV loadable	PDEXP***
	subroutine for use with	
	the 'page directory'	
	technique	
GENDIR***	Generates a directory for a	GDEXP***
	data base, whether packed	
	or unpacked	
CLEAN***	Removes "obsolete" records	CLEXP***
	from a data base.	
	Sorts data base (option)	
FIND	Fortran IV loadable	FINDEX***
FINDR	Subroutines to retrieve	
	any data field from any data base	

For an explanation of the terminology used in DATØØL please list DATERM***

FAST N/C FAX

Now, N/C messages which need immediate attention will be on the DPH56 catalog, as NEWNC*XX, said **Bob Rittenberry** Mgr. N/C Applications. Messages to individuals will be sent via "NOTIFY".

TAX UPDATES FOR GEPAY\$***

In the Generalized Payroll System, GEPAY\$***, the RHODE ISLAND state income tax (Code 40) was suspended 6/30/71, said **Ray Porter**, AMDO.Users will be allowed to setup this tax code and establish the year to date tax withheld. However, no further payroll deductions will be made.

Pennsylvania state Income Tax was declared unconstitutional and was removed from GEPAY effective 7-12-71.

The following new tax codes have been added effective 7-12-71:

TAX OODE	DECOMPTION
55	2.50% of gross income
56	.85% of gross income
57	3.3125% of gross income

GEPAY TAX CODE DESCRIPTION

GE Time-Sharing Expands Into Japan

GE time-sharing service has expanded into Japan with a Mark I licensing agreement with Dentsu Advertising Ltd. It is believed to be the first agreement of its kind involving time-sharing in Japan.

Dentsu will utilize the service from a GE developed time-sharing system to be installed in Dentsu's Tokyo headquarters. Under terms of the agreement, according to Paul Sage, general manager of ISMD, GE will provide Dentsu with all system, operating and applications software, user documentation, as well as technical support and training assistance.

For several years, Dentsu has used a large scale 600 series computer in its advertising, sales and marketing consulting business, which is the world's third largest and the biggest in Japan.

CAD LIBRARY PROGRAM IMPROVEMENTS

The ECAP\$\$*** features you asked for are here!!! Plotting and tabular output now available with ECAP's AC and transient analysis. Your customer gets results more quickly and in a more readable format. Complete descriptive material is available from Lee Beyer (8*273-4660) while an improved users guide is being written.

ECAP\$\$*** and LOGIC\$*** are more cost effective in FIV!!! You can beat or at least meet competition with this new advantage. If you got beat on a benchmark, go back with this new advantage and beat the competition. Or, if a prospect was discouraged by price, show him the new running times.

DYSIM*** is a revenue leader. It's generating over 50K /mo with 60 average users per month. Here are some of the users and what they're doing:

American Oil – Pilot plant simulation 3M – Chemical process simulation Proctor and Gamble – System Simulation Am. Electric Power Service – Power System

dynamics Minster Machine – Machine tool vibration studies

Be sure your customer is aware of DYSIM. It would mean money in your pocket. Call Lee Beyer, AMDO, 8*273-4660 if you have any CAD guestions.

NEW HOLIDAY INN OF BETHESDA OFFERS REDUCED RATES TO GE PEOPLE

The new Holiday Inn of Bethesda, just three blocks from Headquarters, is offering special reduced rates to GE people. When you or any of your people come to Bethesda, and want to stay at the Holiday Inn, 8120 Wisconsin Avenue, you can take advantage of these rates...\$18 for single, \$25 for double. This information may be added to the list of hotels/motels offering reduced rates to GE people according to Division Instruction No. F-8.

RESOURCE AND THE 2780

Several inquiries have been received concerning the compatibility between the RESOURCE remote entry service and the IBM 2780. At the present time, System R cannot be accessed by an IBM 2780 terminal. While technically feasible, there are both software and hardware interface problems to overcome.

Future efforts to expand the number of remote batch terminals acceptable to the RESOURCE remote entry service will give close consideration to the IBM 2780 type terminal interface, said **Frank Haynes**, RESOURCE.

Dial Comm Number to System D being dropped. Effective July 21, 1971 the dial comm number 8*271-1135 to System D will be dropped. Strike it from your list of available numbers.

CLASSIFIED	JULY 1971	
AVAILABLE	WANTED	
Former off-line programs that have been moved to APEX**. Ask Fast- Fax for documentation. BDPFC* Bubble Point Dew Point		
and Flash Calculation DSPAC* Interplanar spacings from lattice parameters (X-Ray Dif- fraction) FLASH* Flash Distillation (50 components, 10 flashes)	BASIC, FORTRAN, ALGOL, time sharing, batch, anything. Fo	
HIGHGAS High pressure gas net- work analysis PORT2* Port parameter conver- sions RADNT* Radiant absorption factors for multiple-gray bodies TGVAL* Value of heat rate im-	Anyone interested in an assemble for the GE 4020 process compute on the Mark II? Would permit 4020 users to assemble programs while their 4020 is tied up on a process	
provement for steam-turbine generators Demo programs recently added to APEX** self-documenting. BEMDES Recommends steel beam	Greg Leursen, Columbus, is lookin for two forecasting package developed for the government FORAN2 and CENSU2. Contac Greg, 8*336-5219, or call Fast-Fast	
to use in common applications.	aliny 5: 0 the carbon of the second state of t	

NO. 95-50 FAST-FAX



World Leader In Time-Sharing Service

Aug. 1, 1971

WHAT HAVE NETWORK WEEKS PRODUCED BESIDES LEADS? ORDERS & INCREASED REVENUE

As Reported by Nick Kefal and Jack Novick, Network Weeks' coordinators.

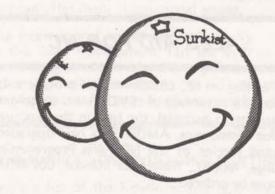
In New York, **Barbara Bennett** reports that as a direct result of the call made during Network Week a major company is converting its **financial consolidation** program from a competitor to our Network Service. This application will run \$2K per month.

Vic Henschel of the New York Industrial Branch has just signed a contract with Texaco, and this is the first contract for an outside computer service by Texaco. The first application will be for an international tanker scheduling system.



Tom Tranfaglia, New Jersey/Long Island District manager, reports that Dick Fontaine and Bob King are working on a data collection system for Merck & Company with 6 locations in the United States and one foreign location.

The Palo Alto office reports that they will be adding 10K in revenue per month by the end of the year from the activity generated during Network Week. **Dan Jorgenson**, manager of the Palo Alto Branch, says this revenue will be coming from Hewlett-Packard, Friden International, ITEL, Safeway and Boise Cascade. **Del Ball** has implemented a **corporate forecasting system** for FMC Corp. Dick Whitehurst, San Francisco Branch manager, indicates that his people have implemented 3 applications at Arcata Communication for a payroll, accounts receivables, and inventory control system for \$3K per month and projected to reach \$8K by the end of the year. This account was sold by Cass Rollins. Fiberboard Corporation, by way of Will Baptiste's efforts, has implemented an inventory control application which generates \$2500 per month and will also be implemented in Houston shortly.



In Southern California, Bob Streight, district manager, reports that Melanie Bouer is working on a sales reporting system for Sunkist. Dave Digerness and Steve Tucker are developing an order entry system for U.S. Borax for 5 locations, and the Security National Bank, already a customer, will shortly be tying our International Network capabilities. These were just a few of the applications uncovered during Network Week.

(Continued on page 2)

800 (8-71)

For Fast-Fax call: TTY:8*273-4524 8*273-4421 or 8*273-4714

GENERAL 🐲 ELECTRIC

NETWORK WEEKS (Continued from page 1)

The New England District recently completed two Network Weeks, one in Boston and the other in Connecticut. In Boston, John Canning's Financial Branch and Jim Carro's Industrial Branch made a total of 36 calls, and resulted in 21 "hits" which are new applications to be followed up. Some of the companies we'll be getting revenue from shortly are Zayre, New England Life, Sheraton Corporation, AVCO Baystate, American Can and Western Electric.

Ed Wingert's tiger team in Connecticut made 29 calls in one week which resulted in 16 hits. As a result, proposals for order entry systems were requested from GE Housewares, American Chain and Cable and National Union Electric. John Boshart and Dave Sweetman uncovered 6 applications at AMAX.

In summing up the New England Network Weeks, John Timmons district manager, enthusiastically said, "The most significant contributions were in developing new business opportunities. Now we have to get that business. We were real pleased with the high levels of management we called on, and their desire to commit their resources to study the applications."

SALES AID FOR NC

When calling on NC customers and prospects, be sure to take advantage of ISMD's most up-to-date NC promotion material, the best in the business, says **Joe Domonkos**, AMDO. The new upgraded, corrected reprint of the NC Parts Programming Language, NCPPL, Reference Manual, 007429A, may now be ordered.

For current attention grabers, use these promotions:

Manufacturing folder NC Brochure Promotion sheets:	325090 324090
REMAPT GELATH NCPPL TAPVER Ex-Cell-O Customer Profile	320090 321090 270010 269010 343120
Moore Tool Customer Profile	171118

And to stimulate your customers or prospects in terms of the big picture use - CAM booklet 290060.

Bill Thorne, Marketing manager, in reviewing the reports from the Network Weeks, noted the great preponderance of calls made to corporate MIS and financial people. He said "These people can fully appreciate our capabilities and should certainly be considered our prime contacts for revenue growth. They have a job to do, the resources to get it done, and we have the system that helps achieve their goals."



Jim Gilbert, Los Angeles, and Al Weingartner, El Monte, say "Inter-department help is a great thing." Because GE departments worked together, they were able to sign up another NC customer... as a new specialist, it was Gilbert's first! Here's how it happened.

The Industrial Sales Division office in Meriden, Conn., has Moore Special Tool Company as a customer. Moore recently used a GE 7522 control sold by ISD on its Jig Borer at a machine tool show. That jig was sold to Deutsch Company's Electronic Components Division in Banning, Calif.

Recognizing that this was a great application for NC through Time-Sharing, ISD Meriden contacted its Los Angeles office about the order and the possible NC application. The ISD LA salesman, Harvey Johnson, then arranged with GE Time-Sharing marketing rep Weingartner and NC specialist Gilbert, to demonstrate NC capabilities to the prospect... especially the NC Parts Programming Language.

NCPPL with copy capability was just perfect for the family of parts in Deutsch's application. Deutsch signed. Moore Tool already had data files for its use, so by transfering the files to Deutsch's catalog, machine start up time was reduced considerably.



OTHER USES OF PAPER CONTROL CODES?

Are you aware of any terminals that use the standard paper tape control codes X-On, X-off, Punch On, Punch off (DC1, DC2, DC3, DC4) for SOME OTHER PURPOSE? Reason: Engineering is implementing an X-On after the user number request to facilitate sign on via paper tape, and we must know if this will affect any existing terminals in an adverse way. Call Fast-Fax if you know of any terminal that will be affected.

TN-300 PAPER FROM BURROUGHS BUSINESS FORMS

Ron Fellows, San Diego, says that TermiNet 300 wide carriage paper (12 27/32") is also available from Burroughs Business Forms... stock number N-12113-P. Ron's customer is using the TN-300 to make an original and 5 carbons with this paper.

YOU HAVE 90 DAYS TO SELL THE CIVIL ENGINEERING MARKET..... GET GOING!!!!!

That's the challenge that Jim Carro, Boston Industrial Branch manager gave to Gene Vennesland in the Boston area.

That large challenge was met and the results were sensational. Within 90 days, Gene had signed up 5 companies and is in strong contention for 4 more during the next month.

Among the companies signed was Charles T. Main, Inc. – the largest consulting firm in the world, employing 1350 engineers.

Gene insists that the Consulting Engineering market has tremendous revenue potential.

As a note of interest, Jim Carro points out that Gene is not even a Marketing Rep.

Congratulations Gene - great job!

WHAT DOES INTERNATIONAL ACCESS BUY YOU?

If you are not mentioning international access because you don't get revenue credit for overseas CRU's, you're missing a good bet. Continuing reports come in from the field that tell about how the sales picture changes for them when they mention the availability of international access. For example, The Palo Alto office was calling on FMC, and reception was cool until FMC was told that its Scotland offices could get access to the same catalog. General Tire International in Cleveland didn't think GE time-sharing was for them until they learned that only GE offers international access.

First National City Bank in New York has eliminated all time-sharing vendors except the one that can offer them international access.

The international access story won't mean much to low level management, but the eyes of high level managers open wide and they listen carefully when you tell them about international access. Another reason for you to call high and broad!

COMMUNICATION UPGRADING CONTINUES

Here's a list of the locations that now have the improved 300 baud capability. Effective July 28, 1971.

From	Phone No.	To NDP*
Albuquerque	505 266-5521	Phoenix
Binghamton	607-233-7901	Schenectady
Charlotte	704-525-8580	Atlanta
Erie	814-455-3921	Brook Park
Ft. Wayne	219-422-8487	Brook Park
Greensboro	919-272-3116	Atlanta
Houston	713-729-0310	Dallas
Miami	305-358-2390	Atlanta
Milwaukee	414-271-7980	Chicago
Santa Fe, N.M.	505-983-6305	Phoenix

*Network Distribution Point



THE PROSPECT JUST SIGNED... What's the next step?

The more profitable sales offices have definite action procedures to follow when a new contract is signed. Here is a compilation of some of the "customer oriented" actions that happen when Mr. Prospect signs.

- Write letters of welcome to several levels not just the engineer who wanted the service – but to the president on down.
- M.R. sends a copy of the contract to those who signed for the customer.
- 3. M.R. sends a separate letter to the time-sharing coordinator:
 - A. Introduce the second man on the account (account rep) who will be working with them — teaching classes, helping with programming problems, etc.
 - B. Provide a list of class schedules and seminars that are being conducted by your sales office or in your district. Schedule his first class.
 - C. Include the complimentary documentation he receives with the contract.
 - D.Send documentation order forms so he can order the manuals required.
- 4. Put a copy of the contract and the credit check form in the customer's new office file. Include a copy of the customer profile, and be prepared to update it with changes that occur at the customer site. This profile represents the "data base" you have on this customer.
- Add the appropriate names to the mailing list so the new customer can begin receiving important news items.
- Sell him terminals to use your service. Check on delivery schedules – he can't burn any CRU's without terminals.
- 7. Validate his user number. Send stickers for his terminals which list his user number, the access numbers, and the phone numbers for programming assistance.

You may want to use this to improve or develop a workable procedure in your office.

USE LOCAL NUMBERS FOR SYSTEM F

DIAL COMM lines to Mark 11 system F will be discontinued August 6. With interconnection, sales offices may use any local access number to get on System F. The lines being discontinued are:

8*341-1296	
8*341-1360	
8*341-1380	

Update your System F access numbers now!

NC SEMINAR CAN HELP YOUR CUSTOMER

Do you have an NC customer who could be getting more from REMAPT? To help him use REMAPT more effectively, suggest that he attend Jim Childs' next 5-day seminar on REMAPT.

Top NC instructor in the business, Childs will be conducting the next REMAPT seminar for GE Time-Sharing customers September 13 – 17, in Dallas, Texas. It's limited to 15 people and will cost each participant \$250 (plus his own T&L). To enroll your customer, contact Joyce Landry, 8*432-5334, or Joe Domonkos, 8*273-4659. Sign him up now!!!

Childs is the author of the REMAPT Reference Manual and a nationally recognized authority in the field of Numerical Control. His course helps NC users become self-sufficient.

CLASSIFI	ED A	UG., 1	971
	WANTED		
burg. Ve. \$17.4 quelifier person prin 5 350. VEN 1 F.	Program to verify the performance of a cooling tower; specifications should come from Cooling Tower Institute Code, Call Bob Rentz, 8*235-3664 or Fast-Fax,	s, JU 7-	scho er's 0100 FUU PB AE
elary n hrto, f il Employi Employi Silver 5r fra, ht 7:6 PM OO nodern, sin h. 'A. h ny w" train. C	Gene Dooley, East Orange, wants programs in acoustic design in areas of 1) absorption coefficients 2) Nos Steven calculations, 3) Sones Phons, and 4) calculates sound power level. Call Gene 8*224-2219 or Fast-Fax.	S NTO At	Tour a rota un
Lo. (perlence / have Cali or 30pt, ry Clut /E2F //(PAS Lo. Rest	Program to calculate profitability of leases through sinking fund method. Call Jean Richard, 8*225-6234 or Fast-Fax.	MGT.	1
NE. - Saucr. cook. wn not*' Mor ne :ie : Soo PL.t . No.	Scheduling programs for bottling plants. Call Jean Richard 8*225-6234, or Fast-Fax.	or. * pply oper. ma N', ap	
Call 200 res, 1º pilan 2. Call 254 M rat in M 200, Call	Any information on order entry or inventory control systems now operational on our service. Need examples for use in a major pro- posal. Call Jack Novick Hdqtrs Sales 8*273-4621.	1002, 17 223-490	



WHAT'S HAPPENING IN FSO . . .

UTILITIES MAKE CONTACT

Jim Schuster, Greensboro, and Jim Lowry, Greenville, have been working together with two utilities to generate more revenue. Since the utilities started sharing programs, the two power companies have doubled revenue.

As a result of one's program **Jim Lowry** interested the other in a proposal 20 TermiNets. And they didn't stop there.

One utility is now starting a user group for all utilities in Florida, Georgia, Alabama and Tennessee to share their technology. Working together brought this all to LIGHT.

GE RESPONSE PAYS

Roger Hobbs, Branch Manager, Washington Government, reports that Cal Dearborn and Bill Hewlett have just received a \$250,000 contract to supply GE Time-Sharing Service to the Defense Systems Management School under a DOD contract to last till June 1972.

Simulation software has been written to train top military personnel in project management on key defense projects. The contract involved 15 terminents and special software to handle a light pen capability. GE got the contract because we were the only company that could respond to their special requirements.

(Continued - Center of page 3)

NEW PRICING OPTIONS FOR AUTOTAB

CAPEX, owners of AUTOTAB, and ISMD are now offering all AUTOTAB customers a new pricing option. It could mean a significant decrease in total CRU's to users selecting this option. Effective immediately, users may elect to use AUTOTAB and pay CAPEX their royalty in one of two ways;

1. Continue as they are with the CAPEX royalty as part of the run time CRU's, or

2. Receive approximately a 65% reduction in CRU's and pay CAPEX a flat monthly charge \$400.

In all cases your customer will continue to pay full time-sharing charges to ISMD. Note: This price option is only to domestic (USA) subscribers.

Details of the new pricing option are spelled out in a 9-30-71 letter to all Branch, District and Regional Managers. All users qualify. All negotiations for the flat monthly charge basis are conducted between CAPEX and your customer. Before talking with your customer, discuss the situation with your manager. All questions, call Clarence Selin, 8*273-4731.

TIME-SHARING LEADER TELLS USERS TO GET SEPT. RELEASE DATA ON-LINE

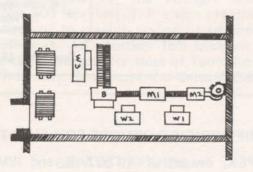
Users were told in the Time-Sharing LEADER that they may get information about the new September software release through the free user number BBB00999,NEW. (A copy of what they will see is included with Sales Bulletin 3000.16)

They were also advised that they could get on-line documentation about the features that interest them through the library program SEPT71***. (The index to the on-line documentation is also included with Sales Bulletin 3000.16)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714

GENERAL C ELECTRIC

PLANT LAYOUT ______ ANYONE? _____



Plant layout using time-sharing was the subject of a seven page article appearing in the June issue of **The Journal of Industrial Engineering.** It was written by James Moore of Northeastern University, and discussed plant layout applications available through the GE system but only accessible by James Moore's user number. The program is called CORELAP and is capable of designing plant layouts given the relationship between all pairs of activities in the layout, and the floor area requirements for each of these activities. Copies of the article are available on request from FAST-FAX. All inquiries concerning CORELAP should be directed to:

James Moore, Engineering Mgt. Assoc. 590 URC/O Northeastern University Boston, Mass. 02115

PALLET, PACKAGE PROGRAMS BEING REMOVED FROM MARK II LIBRARY

The pallet layout and package design programs which have been in the Mark II Library will be removed September 30, due to lack of use. Please advise any user that these programs will not be available after this date.

TPORT\$ IMPROVEMENTS

Along with the names of sources and destinations in the Transportation and Distribution program, TPORT\$***, it has been further modified to include dummy row or column (as the case may be) automatically if the total supply is not equal to total demand. Now users need not include a dummy source or destination if the total supply is not equal to total demand, said **Din Kurawadwala**, **AMDO**.

TO VALIDATE E.A.S. CUSTOMERS

When validating your Educational Access Customers, Monica Jordan, Headquarters Sales, says use the regular MAILBOX procedure with the following special notations:

- RATE CODE Enter '9' to indicate special billing
- REMARKS State service (Mark I or Basic 1); PLAN (EAS); Type of institution (Secondary School or College); Rate (\$400/\$500/\$600/\$750).

For example:

REMARKS – SERVICE =MARK I; PLAN=EAS; COLLEGE; \$750+PSU CHARGES

You may validate your E.A.S. customers no. anytime after August 23. For each E.A.S. User Number leased prior to September 30, 1971 (providing first billable month occurs prior to Jan. 1, 1972) you are eligible for a \$50 bonus. To apply, complete the E.A.S. bonus claim form (distributed with Sales Bulletin No.158), attach MF-1 and mail to S.G. Morehouse, Manager-Revenue Accounting, Bethesda.

NEW SUPEREAD

New field test documentation for the SUPER-EAD/SUPERITE FORTRAN/FIV subroutine series is available from AMDO through FAST-FAX. Sample programs, examples, techniques, etc. are included.

NEW FIVL ROUTINES

Ten new FIVL subroutines are available on the system. Documentation won't be printed until September, but Fast-Fax can give you Xerox copies.

СЭТОКТ	converts MK II 9-bit ASCII characters to equivalent char- acters in the Honeywell six-bit BCD set
СКТТ09	converts Honeywell 6-bit BCD to Mark II 9-bit ASCII
CV9T06	converts Mark II 9-bit ASCII to GE-635 6-bit BCD
CV6T09	converts GE-635 6-bit BCD to Mark II 9-bit ASCII
BYTE, BYTE6	to obtain a specified character
PUT9, PUT6	stores a character in the spec- ified character position of a variable.
GET9, GET6	Obtains and stores a specified character.

International Validations:

In securing international validations for your customers, Lee Schwieger, Int'l Information Services, recommeds:

- Secure from the customer the exact user number and password that he wishes validated. He should also give you the exact address and the foreign contact's name in each of the locations where validations will occur.
- 2. Write or call Lee Schwieger, 8*273-4694 and give him the information with the name of the customer rep who is authorizing the user numbers. It would also be helpful to have some brief description of the applications to be used

and any special requirements for handling the customer or his international affiliate.

- This info will be sent to the distributor who will contact the customers affiliate, secure a signed contract, and determine terminal and training requirements.
- The Distributor will validate user number thru his mailbox and advise Lee who will in turn advise you when it has been completed.
- Have the customer forward to his international affiliate any documentation required to operate their software.

FSO ACTIVITY ...

John Timmons, New England District Manager, toasts his tiger team of John Boshart, South New England Branch, Paul Turcotte, District staff and Dave Sweetman, Eastern Regional Staff for the order entry system they are working on a small appliance manufacturer. We're looking for a clean sweep there.

In sunny Southern California, Ron Fellows and Bruce Sangster are just completing a management information system for a hotel chain. This will incorporate reservations and accounting procedures. Now that's what we call a good bedfellow.

INDUSTRY 'FIRST' FOR GROCER

Red coat Mike Emmi is working on a scheduling program for a large chain grocer. When it's implemented by some 250 stores, the company will be able to more effectively control the scheduling of personnel on a weekly basis. This application may be the first in the industry and has broad applications to large discount chains, other supermarket chains & hotels. We'll report more on this in a later issue.

Vern Wedow, and Chuck Hale, Detroit, are working on a system study for a toolmaker. This study is looking at a 5 year plan for the company and the first module will be a parts scheduling and inventory management program.

TERMINET 300				
JULY	BEST	SELL	ERS	LIST

Rank	Branch	Number of Units	Months On List
1	Capital Govern- ment (R. Hobbs)	7	2
2	Cincinnati (D. Mulford)	6	1
3 (tie)	Seattle (R.Garden)	4	1
3 (tie)	San Francisco (R. Whitehurst)	4	1
3 (tie)	Cleveland West (R. Gang)	4	1

TERMINET 300 AUGUST BEST SELLERS LIST

Rank	Branch	No. of Units	Months On List
1	Dallas (M. Schermer)	6	1
2 (tie)	New York Financial (B. Howard)	5	1
2 (tie)	San Fernando/San Gabriel (J. Cuney)	5	2
3 (tie)	So. Calif. Tele. Co. (R. Streight)	4	1
3 (tie)	Carolinas (W. Porter)	4	2

EDUCATIONAL DISCOUNT ON SALE OF TERMINET

A 15% discount may now be offered to educational institutions for the outright sale of TermiNet 300 terminals. This action extends the 15% discount to eligible non-profit educational establishments. An identical 15% discount was announced in August for sales of TermiNet 300 units internally throughout the General Electric Company.

GEPAY\$ EXPANDS, MAKES TAX ADJUSTMENTS FOR ADVANCE VACATION PAY

Number of Employees Increased

The number of employees in the Generalized Payroll System, GEPAY\$ has been expanded from 300 to 500. Strong consideration should be given to using the high speed of the TERMINET 300 for payrolls in excess of 200 employees advises **Ray Porter** AMDO.

Incremetal Tax Computation

The term "Incremental Tax Computation" is used to define the special technique GEPAY\$ uses to correctly compute taxes on "Advance Vacation Pay" payments included with an employee's regular pay period earnings. With most computer payroll systems the inclusion of "advance vacation pay" with regular pay period earnings will cause the employee's taxes to be calculated in a higher tax bracket, resulting in an inequitable tax deduction. A new optional PROCESS CONTROL FILE entry has been established to allow the User to define the incremental factor. This new control entry, if used, should be added as the last line to the PROCESS CONTROL FILE.

The format is as follows:

LLLLbFACT, FFF factor for "Incremental tax Computation" (100-999) always comma (,) always FACT space line number

If the "FACT" control entry is not used, GE-PAY\$ will continue to use the 175% factor. Entering a factor of "999" will null the incremental technique, thus causing the tax to always be computed on the total "Gross Pay."

4

Several have asked if ISMD is going to have an income tax package, for 1971. Current plans are to offer one in the Mark II Library for the 1040 long form, including income averaging. As soon as the government specifies regulations concerning this 1040 form, the program will be available.

Should your customer desire to modify the tax programs to meet his needs please contact Gary Mueller, 8*273-4365.

RESOURCE AVAILABLE THRU NETWORK

RESOURCE Service will be available to keyboard terminal users through NETWORK only beginning September 1. Local telephone lines in Washington, Philadelphia, and Cleveland and Dial-Comm for low-speed terminals (up to 30 cps) will be discontinued on that date.

Remote processor terminal access will continue to be available in the Washington and Cleveland areas with no charge to local telephone numbers, said Frank Haynes, RESOURCE.

RESOURCE Technical Reference TR-71-009 describes changes to access and improvements to RESOURCE following integration with NET-WORK. Copies of the technical reference have been distributed to sales offices which have RESOURCE customers. The reference and the local NETWORK telephone numbers should be given to all your RESOURCE users.

	WANTED	
TOP	Accounting package for Trust Department of a bank. If you have such programs, contact Joe Firetti, 8*273-4556.	spriv. in sy rd., ik leftsville a uu isso. WAREHOUSE a truck driver
TOP TOP	Call Roger Wilberg, Chicago,	
(Also 4-1 8	and function for modeling a how our	Mature, sober worket Goo Must kr sub Itrg * Perma Ist wholesal 40 hrs. guar Must ou Must ou
F'.FR & A: -PHO E sai a , no ca, (703) We ure e ers. -ELEPHO So/hr. -S	daily transactions and prepare a report for all orders committed for shipment today. Order file must be in format suitable for inquiry via FLEXIMIS. This would satisfy a customer commitment which now looks like a two week programming effort. Contact John Schwan, 8*273-4474:	pbt. SHURFIRE HELP®2-Fo know www.tb >2800. -Stéady. Sal prson Goo - Must oliar Von RVICE/MA \$200 p
4	IGHTS AREA. FULL IGHTS AREA. FULL IT TANING SAL- PERMANEN 17,4 per hour. 17,2 as a second sec	EX

99 Information Services

World Leader In Time-Sharing Service

0302.01

ONE LOCAL TELEPHONE NUMBER TO ACCESS SYSTEMS

FAST-FAX

October 1971

Beginning October 25 – customers will be able to access any Mark I, Basic 1, Mark Delta, Mark II or Resource system by dialing only ONE local telephone number. The gradual implementation which began in August will be completed at this time. The ONE local telephone number is listed in the new International Telephone Access Directory, October 1971.

The Directory is a good visible indicator for GE Network users and prospects of GE total information network capabilities. Not only are there pages and pages of cities where a local telephone can access our systems, but it also gives a quick reference of the different service offerings. It continues to emphasize what GE Network can mean to customers — businesses with dispersed operations have immediate access to central gathering, storing, and processing of data for much needed timely information reports... and this can be used as supplemental computer power to a customers in-house equipment.

Updates to the Directory such as new locations where 30 character per second service is now available (see list on page 3 of this FAST-FAX issue) will be reflected as-it-happens in the Immediate Run User Number NHA0300.

You may order quantities of the October 1971 Directory for your customers through the On-Line Ordering System... it's publication number 1401.01.

CUSTOMERS DISCOVERING NEW FEATURES

The customer hot line on the new Mark II fall features is gaining popular usage. Users accessed the Free User Number giving the features, highlights and benefits over 1600 times in five days. And, more than half of them called the program SEPT71*** to get the on-line user documentation of part or all of the new features.

If you have a customer who hasn't become acquainted with the new Mark II fall features (internally known as PR29A), have him call the hot line Free User Number today... it's NBB00999,NEW.

1M (10-71)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714



NSS NOTES

TRW's STRU-PAK NOW THRU ASDS

TRW is now offering its well-known STRU-PAK library of structural analysis programs through the Author Software Distribution Service, said **Bill Noble**, NSS manager. This comprehensive package has both static and dynamic capabilities.

The key people at TRW to contact are:

Rex W. Farnsworth - Sales/Support

Mrs. Madline McNair – Publications/Promotional Material.

Calling through DIAL COMM 8*434-4011 ask for 535-1250.

The mailing address is:

STRU-PAK Program Service Bldg R3/2078 Systems Group of TRW, Inc. One Space Park Redondo Beach, Calif. 90278

Previously a reseller customer, TRW will be converting its current customer base (well over 50) to the ASDS in the near future. As indicated in FASTR*FAX message, NEWS2*74, the following steps should be taken if you are contacted by a representative of TRW Systems or a TRW customer directly:

- Standard initiation of service if not now a customer of ISMD with the one exception – the \$100 initiation of service charge for new customers who were TRW reseller customers prior to Aug. 27 is waived.
- Make a MAILBOX entry requesting the validation of a NSS user number in the AQ63 catalog.
- Provide normal support as for any other ASDS customer.

Remember, all current TRW customers represent additional revenue in your branch. Don't wait too long to sign up current reseller customers as TRW has indicated that STRU-PAK will be also available on National CSS and CDC.

NATIONAL ACCOUNT METALWORKING CATALOG

Slated for early October

Catalog AQ08 has been set aside for early October implementation of the long-awaited National Account Metalworking Catalog. Jones & Lamson and Warner & Swasey will be the first machine tool manufacturers to offer their N/C postprocessor software through this vehicle.

You'll be hearing more about this unique packaging approach in the near future from Joe Domonkos as a vehicle for further building N/C revenue. And, yes, MR's will receive revenue credit for all customers in this catalog.

TIME/WARE'S RISKAN AND RADAC PACKAGES STILL AVAILABLE ON ASDS

Time/Ware recently removed its quality control package of software from the NAQ23 catalog due to lack of usage. Gerald Johnson of Time/Ware indicated, however, that the RISKAN and RADAC packages continue in AQ23.

In addition, Johnson has indicated that an alternative approach for obtaining specific programs for customers would be provided. Contact Bill Noble (8*273-4657) should one of your customers desire to obtain one or more of the programs removed from the Time/Ware catalog.

GE ENERGY SYSTEMS OPERATIONS OFFERS THREE-PHASE SHORT-CIRCUIT PROGRAM – THRU ASDS

ESO is offering a 50 bus, three-phase short circuit program, using matrix solutions. It can be used for short circuit calculations on either the new ANSI Standard (C37.010 - 1964 and C37.5 -1969) or AIEE Standard (C37.5-1953). ESO, part of the GE Industry Sales and Engineering Operation, will be selling it to industrial users and consulting engineers in the U.S. through the Industrial Sales Division sales engineers. The key contact at Energy Systems is

J.D. Burns General Electric Energy Systems Operation Bldg 6 Room 304 1 River Road Schenectady, N.Y. 12345

Call DIAL COMM 8*235-4664 or (518) 374-2211 Ext. 5-4664

DID YOUR

DEMO PROGRAMS FOR TERMINET-300

CUSTOMERS

GET THE WORD?

To Matuoria

No dates have been set yet, but the old BASIC capability under the system name BAX is a prime candidate for removal. It will go in two steps — first the compiler and then the run-time package.

Will this present any problems to any of your customers? Call Bill Backer on 8*273-4698 and give him your inputs.

BEGINNING OCTOBER 25 – All Mark I, Mark Delta can be called through same number used for calling any Mark II system.

MORE 300 BAUD SERVICE

Recent additions to the locations that now have 300 baud capability, as of October 1, 1971, include:

		To Network
		Distribution
FROM	Phone Number	Point
Bakersfield	(805) 327-1461	Los Angeles
Birmingham	(205) 328-9774	Atlanta
Buffalo, N.Y.	(716) 881-0550	Brook Park
Canton	(216) 452-9876	Brook Park
Cincinnati	(513) 729-1660	Brook Park
Columbus	(614) 228-7741	Brook Park
Dayton	(513) 223-7174	Brook Park
Greenville, SC	(803) 242-5620	Atlanta
Hartford, Conn	(203) 278-7655	Wellesley
Huntsville	(205) 539-7733	Atlanta
Indianapolis	(317) 545-6021	Brook Park
Lancaster, Calif.	(805) 948-4676	Los Angeles
Midland, Texas	(915) 563-0355	Dallas
Minneapolis	(612) 377-9960	Chicago
Oklahoma City	(405) 528-2561	Dallas
Nashville	(615) 824-5760	Atlanta
Omaha	(402) 344-0700	Chicago
Orlando	(305) 644-3244	Atlanta
Pittsburgh	(412) 323-0900	Brook Park
Portland, Ore.	(503) 288-7551	Seattle
Riverside	(714) 682-8220	Los Angeles
Raleigh, NC	(919) 833-7361	Bethesda
Sacramento	(916) 444-5993	Berkeley
San Diego	(714) 291-9880	Los Angeles
San Angelo, TX	(915) 655-6915	Dallas
St. Louis	(314) 621-3403	Chicago
Tampa	(813) 236-5583	Atlanta
Tucson	(602) 623-5891	Phoenix
Tulsa	(918) 749-2471	Dallas
Utica	(315) 797-6550	Schenectady
Wheeling	(304) 232-8600	Brook Park
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Instructional and demonstration programs are available on APEX** for the TermiNet 300. The program names and a brief description of each are available by LISTing the file called TERMINAL on APEX. An index to these programs is duplicated here for your reference.

PROGRAM (P) DESCRIPTION SUBROUTINE (S)

HTDEMØ1 (P) Columnar numeric printing with and without the use of electronic horizontal tabulation. Prints four (4) columns of 15 lines at print positions 1,30,60 and 90. Also prints amount of time for each example, shows 70% savings using horizontal tab (HT).

- HTDEMØ2 (P) A FORTRAN program using HT to rapidly print out a sine wave.
- HTSUB1 (S) A FORTRAN subroutine illustrating how to set horizontal tabs on the TermiNet 300 in FORTRAN.
- PRDEMØ1 (P) A BASIC program that prints in upper and lower case alphabetics and numerics, a user specified number of lines and number of characters per line. Useful in demonstrating the print quality of the TN300 printer.
- VIFF (P) For units equipped with the vertical tab and form feed option, this program tests and demonstrates VTFF operation.
- TNASR (P) A demonstration and teaching program. Turns on the paper tape punch, sends a sample program and gives instructions for re-sending the tape; all under program control.
- TNDEMØ1 (P) A demonstration program illustrating many TN300 features: HT, upper-lower printing program controled reader on & off, etc.

TERMINET 300 SEPTEMBER BEST SELLERS LIST

Branch	No. of Units	Months On List
Carolinas (J. Schuster)	5	3
Philadelphia (A. Marino)	4	2
Bell Telephone Labs (T. Vinci)	4	1
Dallas (M. Schermer)	4	2
Capital Commercial (B. Barnard)	4	1
	Carolinas (J. Schuster) Philadelphia (A. Marino) Bell Telephone Labs (T. Vinci) Dallas (M. Schermer) Capital Commercial	BranchUnitsCarolinas (J. Schuster)5Philadelphia (A. Marino)4Bell Telephone Labs (T. Vinci)4Dallas (M. Schermer)4Capital Commercial4

GPSS EXPANDS

A new expanded version of XGPSS called BIGPSS*** is now available on the system. It can handle more than twice the size of the model (data) XGPSS*** or GPSS*** can handle. This has a storage capacity of 4000 locations compared to 1800 locations of XGPSS***. Now you can run medium to large size GPSS model on BIGPSS***, says Din Kurawadwala.

INPUTS NEEDED ON G.L.A.S.

Roger Black, a recent addition to Applications Marketing for the Accounting/Accounting Services market, needs your inputs on a new General Ledger Accounting System.

As a preliminary step in providing marketing support for the new package, we would like current information concerning implementation, support and cost problems associated with the current package. This information will be used to prevent some "ills" from being associated with the new package, said Roger. In addition to the inputs for GLAS, any problems encountered with LABOR\$ or GEPAY\$ packages should go to Roger. You can talk with him on 8*273-4718.

REPEATING PROGRAM UNDER INDEPENDENT RUN

In some instances you may want to run the same program under IND run several times. If the job, however, is already in the IND queue, the following message will appear:

DUPLICATE FILE NAME – XXXXXXX NEW NAME –

where XXXXXXX is the name of the job presently in the queue.

You can run the same job now by inserting a new dummy name as the response to the "NEW NAME" request in the message, says **Joe Snyder**, IND. A copy of the program will go into the IND queue and will be run. You can do this as many times as you wish by each time making up a name to input when the message appears. By using the EARLIEST option, you can also control when the job is to be run in case one job writes an output file which is used as input for the succeeding job.

SEMINAR PLANNING?

Jack Novick, Headquarters Sales, has been rounding up some selling hints, and received excellent input from **Don Smith**, Louisville. It's a SEMINAR PLANNING AND CHECK LIST. Subjects covered include – considerations, what topics to investigate, activities 3-4 weeks prior, activities 2-3 weeks prior, 1-2 weeks prior, 1 week prior, and day before. Also it gives pitfalls, thoughts, registration form, sample letter of invitation, agenda and wrap up.

If you'd like to have a copy of this for planning your seminar, Fast-Fax will send you a Xerox copy. Thanks Don Smith.

CLASSIFIED	OCTOBER, 1971	
AVAILABLE	WANTED	
New version of SUPER*PT and TERMI*PT are modified with op- tions for wide (12 inch) or narrow (8.5 inch) plots. In APEX** thanks to Ron Pushee.	Al Richardson, Milwaukee, is look ing for the application or relate ones in which trucks are weighte empty and loaded, and distributio is considered. Call Al o 8*326-5292.	
Ron's success with programs in- clude GE Drive Systems Product Dept., accessing TERMI*PT 35 times in one month; GE I&SE estimates over 100 uses in past weeks. GE OPEO used SUPER*PT about 30 times since February. In addition to producing well for-	Jack Kajfasz, Buffalo, is looking for programs which analysis First Ai calls, accident reports – frequenc and pin point probability – i multilocation as within one plant of many plant locations. Call Jack o 8*252-2239.	
matted digital plots of data, TERMI*PT makes a good demo of the TN-300 horizontal tab option.	Program to calculate profitability of leases through the sinking fun- method. Call Jean Richard 8*225-6234 or Fast-Fax.	
WANTED Program for updating an inventory control file and reporting any combination of file data in a good looking report. Must allow user to define his own file formats, specify his own processing, prepare reports	Fluid pressure surge program of water hammer program. Anyon who has had a similar request, ca Ken Clement, 8*432-6457. Programs for design and analysis of small electric motors, contact Joh	
for special needs, Call Fast-Fax. Program which will allow a CAS to implement a customers inventory control application with less than six hours programming effort. Call Fast-Fax. Scheduling programs for bottling plant. Call Jean Richard,	Puerto Rico. Contact Al or Fas	
hers. Ask about renting to buy or lease pur	Fax. STHWEST CONSIN AVE. I bdroom Colonial living room, sepa- valk to transporta- shopping. OUT- Status of the served SELge. 3 bedrm. bi sarage, bsmt. VA, FL R. K. JONES REAL S.EDet. 5 bedrm. h din., rm., kil. 2 D many extras. FHA 20's. Call Frazler Res 0160. S.E. 4 P All bristant	



CALENDAR MONTH BILLING BEGINS IN 1972

In response to customer requests ISBD is going to change over to calendar month billing starting in 1972. This will eliminate any confusion regarding what period was covered by an invoice, and it should result in a more even distribution of billing days among the months of the year.

This change will result in some lack of comparability between monthly figures in 1972 and 1971 as we have been using a fiscal month billing cycle. But most customers should enthusiastically welcome this change since it conforms more closely with their accepted business practices.

Customers will be informed of this change in the December LEADER, and by a notice with their bills in December.

LEADER COUPONS UNCOVER POSSIBLE REVENUE LEADS

"FOR MORE INFORMATION" coupon was made available for the first time in the September-October issue of "The Time-Sharing LEADER". Similar types of coupons have been used by sales offices for some time in generating reader response through their local newsletters.

Looking over the more than 350 coupons received, it was found that over 15% came from the corporate level (vp's, staff consultants, dept. mgrs.), and 15% from data processing personnel, the bulk came from the engineering and R&D readers.

The "INFORMATION" requests have already been filled from Bethesda, and the coupons now are being forwarded to branch offices. Marketing reps may want to follow-up with a sales call when the name on the coupon appears to be a good lead for more revenue! PR30 Konce

PR30 FIELD TEST

During the second week of November, Field Sales Offices will receive a limited number of Advance Release manuals, AR3000.02, for PR30 features. For field testing these features, a list of FREE user number for the regions and districts is available in FASTR*FAX message, NEWS2*95.

Your cooperation is needed to keep the use of storage under these FREE numbers to an absolute minimum.

BACKUP DURING PR30 INTRO

As software changes take place with the introduction of PR30 you should be aware that provisions have again been made to protect customers from having programs that won't run. Explanation of the available backup for BASIC and FORTRAN – source and object – programs is described in FASTR*FAX message NEWS2*03.

Only when customers report trouble and need a temporary means of getting around it, will you need to convey this information to him. But this illustrates again our interest in minimizing customer inconvenience as we go about the necessary job of improving our service offering.

1M (11-71)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714



NSS NOTES

NEW AUTHORS

Case and Company, Inc. Management Consultants

Case and Company is offering a comprehensive business system package which includes project accounting, performance analysis and labor distribution. It is oriented toward engineering, consulting, architectural design, and other labor intensive service firms. Its new Author Software Distribution Service (ASDS) catalog is NAQ65. The main contact is:

Mr. Randall Leiby Case and Company, Inc. 440 Hanna Building Cleveland, Ohio 44115 (216) 696-8050

Stanford Research Institute

SRI, a new National Account Software Service (NASS) author, is offering a Decision Tree generation and evaluation system on the NAQ06 catalog. (Note: MR's can receive revenue credit for customers on any NASS catalog). Its package is aimed primarily at clients of SRI. An Author Profile on SRI objectives will be out shortly. The key contact is

Mr. Ramon Zamora Stanford Research Institute 333 Ravenswood Ave. Menlo Park, CAlif. 94025 (415) 326-6200 Ext. 4822 (8*423-0111)

THE QUESTION THAT ALWAYS GETS A "NO"

There's been one consistent question through two years of Fast-Faxing. It's been, "Do you have a student scheduling program on time-sharing?"

If you can lend any help on this one, please call Fast-Fax. There must be two dozen offices who could use a student scheduling program for the Mark II.

PRESENT AUTHORS

CAPEX/AUTOTAB

As announced in FAST-FAX 95-51, Capex Corporation and ISMD are now offering all AUTOTAB customers a new pricing option. This option gives the customer approximately 66% reduction in CRU's, while paying CAPEX a flat monthly charge of \$400. For details, see Len Hendricks letter of Aug. 30, 1971 to all FSO managers. Much interest and action is being generated by this new option. Five customers already have signed up and several more are in process. Take advantage of this revenue building opportunity!

TRW STRU-PAK (NAQ63)

Remember TRW (STRU-PAK) is converting its customer base (well over 50) to a new ASDS arrangement as outlined in the last issue of FAST-FAX, 0302.01 as well as NEWS2*74. All current TRW customers can represent additional revenue in your branch till! Don't let National CSS or CDC get these first.

NEW NETWORK SOFTWARE SERVICES LIST OF AUTHORS

With this issue of FAST-FAX is a listing of current Network Software Services (NSS) authors and applications.

Contact Bill Noble, 8*273-4657, or Jerry Paulsen, 8*273-4357 to answer any questions regarding NSS.

TN-300 OPTION

7	8	9
4	5	6
1	2	3
	ø	

Abe Batt, Los Angeles asked: Is the ten-key pad available with the TermiNet 300?... After January 1972, TN-300's shipped will have a 10-key numeric and special symbol pad option. Those manufactured before 1972 cannot be retrofitted to take the option. Price not yet available.

DON'T MISS A FASTR*FAX MESSAGE!!



Do you have the latest in PR30 release information, on-line ordering publication number changes, market file inputs, and other very pertinent information? It is given almost daily in FASTR*FAX messages on the FPH56 catalog.

When you use the FPH56--- catalog, the latest FASTR*FAX messages are "headlined" in Immediate Run for two or three days, such as

NEWS2*95 FREE USER NO. 'S FOR PR30 FIELD TEST

You call up the FASTR*FAX messages in this manner

FUNCTION?LIS FAX NEWS2*95

When you want to check to see that you didn't miss any of those which were "headlined", you can get a complete listing of the latest messages still on the system by

FUNCTION?DES FAX FUL

or, if you just want the NEWS2*XX messages and the dates they were put on

FUNCTION?DES FAX PAR

	TERMINE OCTOBER BEST S		LIST
Rank	Branch	No. of <u>Units</u>	Months On List
1	Carolinas (J. Schuster)	9	4
2	Palo Alto (D. Jorgenson)	8	1
3	Capital Gov't (R. Hobbs)	6	3
4 (tie)	Chicago (A. Calcin)	5	1
4 (tie)	N.Y. Industrial (D. Hudson)	5	1

HOW TO FIND OUT MARK II PORT NUMBERS

A recent change in sign-on procedure eliminated the automatic printout of port number. A new means of obtaining a customer's port number by session is now available so that you can report trouble accurately and promptly, and request credit if necessary.

A program, called PARSCAN, on each Mark II system has access to that system's session records for the current day. You tell PARSCAN which user number you want to investigate and it will then print out connection information on completed sessions, excluding those in process. For example, a printout of 4204 means:

Central Concentrator 4 Remote Concentrator 2 Port 04

PARSCAN is available to ISMD field personnel only with these immediate run user numbers on the systems indicated:

NHK97125,ISMD TDK97125,ISMD KGK97125,ISMD FFK97125,ISMD LSK97125,ISMD DPK97125,ISMD GIK97125,ISMD BCK97125,ISMD AVK97125,ISMD

FASTR*FAX will be used to notify you of any password changes.

Since PARSCAN can furnish info only on Mark II current day sessions you must call customer service if your interest extends beyond this.

To facilitate trouble shooting you can also advise customers, when appropriate, to use the "TTY" command at the first sign of trouble. This will print out the port number for future reference.

Field Sales Instruction 7.3 is being revised to provide a more current description of how to request credit.



NUMERICAL ANALYSIS ROUTINES

A reprint of the Numerical Analysis Routines, 807321C, is now available from the On-Line Ordering System (OLOS), according to Norm Otis. The principal reason for the length being increased from 340 to 390 pages is a longer sample solution to the problem of fitting the sum of three exponentials using the NLSQ subroutine. An additional subroutine for Romberg integration is also included.

STATISTICAL AIDS

The Oct. 1 issue of STATOGRAM, a newsletter of statistical applications for engineering, is about "Fixed, Mixed, and Random Effect Models." You can request single copies from Mrs. Beulah Melius, 8*235-4782. Mrs. Melius can also put you on the STATOGRAM mailing list.

Resource bulletin for "Probability, Statistics and Applied Mathematics," may be obtained, single copies only, from Mrs. Mary Jane LeGere, 8*235-3754. This bulletin gives a description of some technical personnel and their activities at GE Corporate Research and Development citing ERAN and STATSYSTEM. It's another source of technical time-sharing applications for internal GE accounts.

For your GE customers, "Engineering Idea Exchange" is a useful publication, which often gives cost savings proposals using time-sharing services. Contact Mrs. Kay Diehl, 8*235-3103, to get your name on the mailing list.

SOMEONE YOU SHOULD KNOW

A person you should get well acquainted with in your office is the Market File Librarian. This, person can point you in the right direction to get from the Market File all the publications and promotion sheets related to your customers needs. And the Librarian will also be informing you and others in the office of the latest publications available. Make a point to get acquainted today!

When you have questions concerning the Market File, call Jim Doyle in Fast-Fax, 8*273-4714.

MAP INFORMATION

Mark Delta Services Operation now handles MAP, an Information Management Analysis & Projection System. For questions on –

Software support and data base updates Call S. Arisetty, 8*225-8291

Service initiation, customer training and sales coordination

Call Janice Weinberg, 8*222-3168

Business services (billing, contract administration)

Call Roger Dumas, 8*225-8318

To get a price list of MAP services, order 0800003 from the On-Line Ordering System.

TELEPHONE CHANGES



Orlando, Fla. Dial Comm is now 8*281-7180

Waltham, Mass. (New England District) local number is 890-0300.

	WANTED		
L, L'K, scie ned ed yd. Avail - sei, Sun. c - 4 ed 4 ed 4 ed 4 ed 4 ed 	A plotting routine for a screw machine cam layout, contact Bob Fondiller, 8*323-3856 or Fast-Fax Programs to handle earthwork for highway design – one that accepts curve data input coordinates and cut/fill data as input. Contact Al Ruiz, Puerto Rico, 8*235-1121 X318. Slide presentation for electrical	0 5- / liv. ga- CO. li Xoi dern Xoi dern xoi c air nced	Federal, th Townshite h floored be' car be' car bedr bri Scree or plea: Josin Plea: Josin Plea: Josin Plea: Josin Plea: Josin Plea: A, p TEL - 9
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Bi-le., w/fam, , redec, Vnt. s2 _ ESTA 	will print out mailing address, charges, totals, etc. Tom Caspari,	ract. con- some for	fect 1 a ple, m garoen, Pric please call 5988, F., & & C
rm., t	Program to determine best layout pattern when cutting unequal sized circles on a plane. Bob Rentz, 8*235-3664 or Fast-Fax.	con- gton, t re- tin-	FA ASTIC 2 lge. bedr small far 1 thing poin.
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Ant Town House I Kit wano S e enclose parking iscluded from the format format dinin beth here and dinin beth here and dinin	useful mathematical constants (such as square root of pi, radians- to-degrees conversion, and so on) is CONSTS***. This program is handy to use as a Super-simple demo.		shed lawns w in town Shar

November 22, 1971

ST-FA



World Leader In Time-Sharing Service

0302.03

PR30 - HARBINGER OF EDP

PR30, scheduled for release January 17, 1972, greatly increases your ability to pursue data processing applications previously impractical via time-sharing. In its strictest sense, data processing isn't new to time-sharing. Today customers around the world use even the Mark I for inventory control and payroll. But PR30, added to the Network and other features introduced in 1971, represents a major step that allows us to handle many more classical, complex and comprehensive EDP applications.

GE Network service now encompasses some of the most important features of data processing without sacrificing the virtues of time-sharing. The elements of PR30 breakdown into three key areas that highlight this fact:

USER SIMPLICITY

User simplicity is just another way of saying self-contained complex systems can be programmed so that any clerk can operate them at the terminal. Now people who wouldn't be allowed within ten feet of the typical glass-encased computer room only need to dial a phone and punch a keyboard to be an important link in an international system.

For example, PR30 will include:

 CALL CREATE, PURGE, COPY and AC-TIVITY are added to other subroutines that execute system commands within running programs to further complement Immediate Run capability.

- SCRATCH FILES can be automatically created, used and purged without any action required by the user.
- SHORT SIGN-ON eliminates the necessity for the user to input NEW, OLD or SYSTEM.
- USAGE STATISTICS that may be meaningless or confusing to the terminal operator can now be surpressed by the administrative user.

All these features add up to user simplicity plus system transparency which is of great importance to many prospects and customers.

FAST FAX PRODUCT PREVIEW

To give you a broader perspective, an inside track on up-coming developments and a preview of HQ sales support plans, this issue of FAST FAX kicks off the first in hopefully a continuing series of profiles on key service features. Because PR30 is a complex release, upcoming issues will attempt to delve in greater detail into Archival Store, Journalization, etc. RMS will receive similar treatment. Hopefully, a preview of what's coming and some insight into its relationship to your day-to-day efforts and our total service will enable you to factor new releases into your sales plans before they hit your desk. If you approve of this idea or have any comments or suggestions, please let us know.

1200 (11-71)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714 GENERAL 🍪 ELECTRIC

EDP WEAPONRY

Complementing user simplicity is an arsenal of EDP niceties. Real time inventory control or sales order processing can be programmed with father/ grandfather generation files, scratch files and archival files, plus assuring virtual simultaneous access from all over the U.S. and Europe. For instance:

- Journalization for the man who can't live with 98% reliability, transactions can be simultaneously and automatically written to disc and mag tape in real time, to provide maximum assurance of data recovery.
- FILE SHARING allows an unlimited number of running programs to read or write to the same file with far greater efficiency than OPEN/CLOSE, and allows programmers the flexibility to adapt to a variety of reservation-type systems.
- BREAK CONTROL allows programmer to predetermine what should happen if a user hits the BREAK KEY while the program is running.
- ARCHIVAL STORAGE when a system generates voluminous records that can be released for use at a later date, or when a data base requires only periodic use, the programmer has the low-price option of Archival storage.

Combine these features with the Network's collection and dissemination capability and you can see the Achilles tendon of the in-house system begin to ache.

ARCHIVAL STORAGE

Many customers of Mark II Service will find that archival storage provides an economical way of retaining the accessibility of large files which are only processed periodically or infrequently.

Since the price for this feature (not yet released) includes a charge for loading and retrieving, as well as storage, it will not automatically provide a means for all users to reduce storage costs. Smaller files may be stored without access for a considerable length of time before a cost saving is achieved. When you discuss archival storage with customers, be sure they understand that the feature must be used in the manner intended for them to benefit from it.

SYSTEM MANAGEMENT

With GE Network Service the customer has invisible control over both his user and his system. In January the Administrative User will add these controls to his package:

- BILLING STATISTICS permits monitoring of usage on all user numbers and Project ID's in his catalog up to the previous night.
- CALL SET PID provides ability to change a current Project ID.
- MASTER DESCRIBE describes all saved files in his catalog
- MASTER LIST lists all valid user numbers in his catalog along with their status entries.

PR30 is not just a package of features. It is license to go after some big ones. When you talk to prospects, remind them that with GE Network Service their workers don't have to THINK, they can DO.

3 - PRONGED PR30 SALES EFFORT

To support your selling efforts in 72, a three pronged program will be launched targeting the audiences you'll want to hit. In addition to this, LEADER, in a new aggressive format will continue to tout the party line with profiles, programming and application tips designed to generate interest and new leads among your customers.

Current User Program

Because PR30 is unlike previous product releases, few of the features will be quickly incorporated into existing programs. Journalization, shared access, etc., are features for accomplished programmers designing complex systems. These people will have no trouble appreciating the value of this package. Here's what they'll see:

On-line banner announcement directing to Free User Number which will highlight the new features, (1/17). Documentation available on-line in library and via Mark II New Features Supplement (1/17).

Administrative User Program

The Administrative User has unique potential as a key figure in marketing efforts of the future as well as general day-to-day relations with customers. We have the technical tools to help him in

(PR30 Continued)

managing time-sharing usage and budgets. He should be our friend on the inside. A special and continuing program directed specifically to his needs and potential will help to accomplish this. At no time will this program be given broadcast treatment in LEADER or a general brochure. Any Administrative User relationship should be initiated by you based on your best judgment of the customer. Once the A/U relationship is established, however, HQ will provide tools to support it on a continuing basis with the objective of making the A/U GE's internal sales promoter.

Here's what he'll get:

New "Master User" Guide 3-ring binder containing revised Subscriber Control Manual in loose leaf form plus tabs for insertion of language, system and editing documentation.

Mail with a new coding capability will allow M/Rs to flag new A/U's by which HQ will mail direct new manual supplements, revisions and application package promotion.

Management Program

PR30 represents another opportunity to talk "the big picture" with top management. As mentioned above, the new features add an extra dimension that make key applications even more feasible on our service. Equally important, Network and other features have created a customer demand for these capabilities in order to implement major applications. For your customers who still view our service as pure problem solving, use PR30 as an example of why they should be taking a closer look.

To support your efforts, a new benefit oriented total capabilities brochure and Communiport presentation are being prepared. You will want to send the brochure to the top people among customers and prospects. Start planning now to put it to work. A good cover letter that speaks specifically to each prospect, ideally citing an application most appropriate to his particular company, will help insure the greatest impact. Follow up with the Communiport pitch. After you have him turned on, a second brochure describing the technical features of our service will be available to answer questions from his technical people. This piece will explain GE features that exist to build a total system from input to processing to output. By then the programming crew will be ready for your Communiport pitch covering specific technical areas. They'll all be available in January to start '72 off with a bang.



OUT WITH THE OLD GECCM*** IN WITH THE NEW EISCCM***

A new Computer Color Matching System is now available on Mark II for customers and prospects who may be in the business

Paint	Aluminum	Wire/Cable
Plastic	Fruit juice	Leather
Paper	Fiber	Textile
Automotive	Ink	Printing

For support Ken Conroy, Greenville, S.C., is available via phone 8*288-4354 for consulting with the prospect to help set up his system. To qualify, the prospect must have a spectrophotometer for measuring color, and be willing to spend \$500 - \$1000 a month to save \$1000 -\$2000 a month. For MR's, that's an average of \$1000 a month revenue credit with little support required after initial setup.

The new features of EISCCM*** include:

- * Cost 40% to 50% less than the old GECCM***
- Provides greater flexibility through an option file
- * Select from 15 colorants increased from 12
 * Binary Random Access file storage fast economical.

Many prospects have their own FORTRAN color matching software in-house. It will run on Mark II. Conroy says we have some "biggies", 8K-10K/month, on-line now using their software.

MR's already picking up revenue credit from the new EISCCM*** include John Kemp, Greenville, S.C.; Karyl Andolina, Pittsburgh; Bob Christopherson, Louisville, Ky; Don Smith, Louisville, Ky.; Gary Barnett, Atlanta; and Reggie Loy, Greensboro.

To get started, qualify your prospects, and call Ken for data tape preparation documentation.

NSS NOTES

WHY BIG EIGHT ACCOUNTING FIRMS NOT INCLUDED IN AUTHOR FLYER

Some have asked why the accounting firms are not included in the NSS author flyer. The answer is simply that these large accounting firms (currently four) are using the National Account Software Service mechanism to provide software only to their practice offices and, in some cases, selected clients; Consequently, the software is not generally available. In addition, there are some rather strict ethical standards within the accounting profession when it comes to anything resembling advertising and promotion. The current active NASS Big Eight authors include Ernst & Ernst (See Author Profile #1, dated 6/30/71) and Lybrand, Ross Bros. & Montgomery (See Author Profile #2, dated 7/28/71) with Arthur Young and Haskins & Sells now being implemented. (Watch for the Author Profiles soon to be available on these and check FASTR*FAX NEWS2*14 for preliminary information on Haskins & Sells.)



NEW AUTHOR – BRIDGEPORT MACHINES

A new author has been added to the National Account Metalworking Catalog (NAQ08). Bridgeport Machines, a machine tool manufacturer, has placed some of its post-processor software in NAQ08. An author profile, describing Bridgeport's objectives and your marketing role, will be forthcoming. The key contact is:

> Mr. Thomas McCloghry N/C Sales Manager Bridgeport Machines 500 Lindley Street Bridgeport, Conn. 06606 (8*223-0111) (203) 367-3651

QUESTION ON ESTABLISHMENT OF NAQ USER NUMBER?

Watch for memo to all Field Offices dated 11/17/71 (Market File 6106.01) with the revision of the NSS portion of MAILBOX Instructions (Page 19 in your Field Office Procedures Manual, Section 4.1.2) and a brief review on the steps in establishing an NAQ user number. Remember, all normal NAQ catalogs (whether NASS or ASDS) require the use of the "ADD, USERNO, NEW, *" command to establish a user number for a prospect/ customer - the only exceptions being for setting up Lybrand practice offices in NAQ04, Haskins & Sells practice offices in NAQ10, and Arthur Young practice offices in NAQ14 (all done thru the New York Financial Office). Call Jerry Paulsen (8*273-4357) or Bill Noble (8*273-4657) if any questions arise on these three.



EXTRA COPIES OF NSS AUTHOR FLYER AVAILABLE

A limited number of copies of the NSS flyer on "Applications and Authors" are available by calling FAST*FAX (8*273-4714). Some MR's have found these as useful door-openers in selected customer/prospect situations.

RESOURCE DEMO NUMBERS

Free user numbers on the RESOURCE system will continue to be available to field sales offices for demonstration and training through the end of this year, said **Frank Haynes**. Check with your district or regional office for the number your office is to use.

You are urged to schedule your free use of the RESOURCE system during non-peak hours.

December 8, 1971



World Leader In Time-Sharing Service

0302.04

PRODUCT PREVIEW RMS: Another Step Toward Core to Core

FAST-FAX

Remote Media Service, another step toward meaningful interaction between GE Network Service and in-house systems, will be commercially available in D.C., Dallas and Teaneck beginning January. (See box for full implementation schedule.)

For the first time, you will have formalized, documented procedures, competitive prices and no need to get directly involved in each and every media conversion request. Customers will initiate all transactions on-line and have considerably

SCHEDULE OF RMS COMMERCIAL AVAILABILITY

Network Distribution Point	Date
	Jan. 3
Teaneck	Jan. 10
Dallas	Jan. 17
Los Angeles	Jan. 31
Berkeley	Jan. 31
Brook Park	Jan. 31
Seattle	Feb. 14
Phoenix	Feb.28
Schenectady	Feb.28
Atlanta	Mar. 13
Chicago	Mar. 13
Detroit	Mar. 13
Wellesley	Mar. 13

1200 (12-71)

Jan. 3 Extended Language. BCD files from GE 635's, GE 225's, the Mark I and some selected Honeywell gear can also be converted.

capability.

The result is a greater ability to meld the best of their systems with the strengths of the Network. And when it comes to timely reports, whether we print them or they print them, an important customer need can now be met.

more options (vs. BMC) with seven different code conversions and both seven-and nine-track tape

Further, those customers centered around the 13

Network Distribution Points will receive pickup

and delivery courier service; others served by mail from closest NDP. All jobs will be completed by

the NCC within 24 hours of receipt of request or

material. Transportation time to and from the

customer must naturally be added to this. Even-

tually, total turn around of 24 hours should be

The significance of RMS, despite some limitations at this time, is its ability to generate greater interaction between in-house systems and the Network.

Customers with IBM hardware can now swap card

decks (and tapes, with some qualifications) with us whether in IBM COBOL, FORTRAN or

standard at many NDP locations.

It is doubtful that RMS will be an important revenue generator in its own right. Its value is an indirect one in the way it complements the Network's data accumulation and dissemination capabilities. And this is the context in which you should sell it. (Continued page 2)

For Fast-Fax call: TTY 8*273-4524 8*273-4421 or 8*273-4714 GENERAL C ELECTRIC

RMS as a Revenue Generator (Continued from page 1)

RMS has more than sufficient attractiveness to allow you to start selling this concept to customers now. At the very least, you'll be laying ground work for the advent of high speed transmission and direct core-to-core capability scheduled for 1972.

Dealing with Customers Pre-RMS

Commercial announcement of RMS will be made via your office to your customers as the NDP schedule is implemented. Prior to this, RMS will go through these stages of availability:

- 1. Between now and January, handle requests as you do now via mailbox entry with material transmitted to and/or from the customer and Brook Park.
- 2. Beginning in January you can meet requests with the full capability of RMS except for on-line ordering by the customer and local NDP service.
- When your NDP is geared up to offer local service, you will be provided materials to announce full RMS service to your customers.

RMS Announcement Schedule & Materials

In January, all offices will receive sales bulletins, administrative procedures, and user's guides, plus a sample announcement letter and sales flyer for transmission to customers as RMS becomes locally available. Finalized User's Guides will be in stock at that time.

Commercial, national announcement will be carried via Free User Number and in LEADER in March. Readers of both will be directed to contact their local MR or write direct to Bethesda for details. Direct requests will be answered via the flyer and names forwarded to the appropriate Branch Office.

NSS NOTES

HASKINS & SELLS

Rounding out the first four of the Big Eight firms utilizing Network Software SErvices, NASS arrangement, H&S was recently added – Author Profile #7 (MF 6149.01). H&S has opted for two catalogs; NAQ10, an administrative user catalog, for practice office only, controlled by its New York headquarters; and NAQ12, a regular NSS catalog, for selected clients only. Call Jerry Paulsen, 8*273-4357, with any questions.

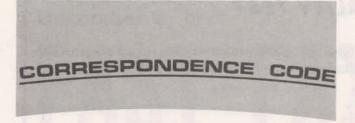
INFORMATION FILES

Information files on Mark II provide you with the latest enhancements of Library programs. When you want to know how to use the latest program version, check its inform file. These changes will be reflected in the next printing of the User's Guide. Here's a current list of 'on-line help' files, courtesy of Helen Fincutter, ADO.

Information	1	Information	
File	Explains	File	Explains
ABC	ABCREP	INRGT	RGRTH\$
AISCEXP	AISC Files	INSTP	FOSTR\$
BEXP	BUDGT\$	INTAX	TAXRA\$
BOXINF	BOXCU\$	LITINFO	LIGHT
BSINF	BSORT\$	LPINST	LINPRO
CEVINE	CFVOL\$	NETINE	NETWK\$
COGOEX1	COGO	PARTP	GETURN
COGOEXP	COGO	PCABRINF	PCABR\$
CPMINF	CPM	PCACLINF	PCACL\$
CULINF	CULVR\$	PCAPLINE	PCAPL\$
DEPEXP	DEPR	PCSINF	PCSCH\$
DYSINFO	DYSIM	PROBEX	PROBAN
ECAPINFO	ECAP\$\$	PROFINST	PROFANAL
FX5	FINEX	PROVEX	PROVAR
FX9	FINEX	REGEXP	REG ANAL
FXINF	FINEX	REMINFO	REMAPT
GENMAC	N/C	RETINF	RETWL\$
GETPP	GETURN	SALEXP	SALARY
GIREXP	GIRDR\$	SOUNF	SOILX\$
GIRINF	INRDR\$	STADES	UNISTA
GJINFO	GJSCH\$	STATINFO	STATSYST
GLINFO	GLAS	STMIFC	STEAM/WATER
GPSINS	GPSS	STRESEXP	STRESS
GSINF	GSORT\$	TRAV1INF	TRAV1\$
HFST3\$	GFAST\$	TRUINF	TRUSS\$
IFINF	IFIND	TRVINF	TRAVR\$
INDEP	DEPREC	WBLEXP	WEIBL\$
INGRTR	GROTR\$	WININF	WINDA\$
INGSTA	GETSA\$	WMINFO	WMSCH\$
INLES	LESEE\$	WMINFX	WMSCHX
INMOR	MORTGE	WSIND	WKSAM\$
INOCR	QCRTS\$		

ARTHUR YOUNG & CO

This Big Eight accounting firm was recently added to the ranks of our NASS authors. In a survey run by Arthur Young, 11 of their offices have expressed an interest in becoming GE customers ASAP. These offices, as well as the status of other AY offices, and the details in establishing AY offices in the new NAQ14 catalog are outlined in Author Profile #6 (MF 6148.01) currently in distribution. As with Haskins & Sells (NAQ10 only) and Lybrand, all validations are being coordinated through the New York office. Call Jerry Paulsen (8*273-4357) if you have any questions.



ON THE HORIZON – Correspondence code to replace EBCD

Recent measurements indicate that relatively little use is being made of Mark II's ability to handle EBCD code generated by 2741-type terminals. Consequently a change is being planned to replace EBCD with Correspondence Code by the end of the first quarter of 1972. Present customers who will be affected should be told this change is coming. Creative selling may allow you to preserve present revenue, and you now have the opportunity for a second approach to those terminal users we couldn't serve before with EBCD code.

POTENTIAL CUSTOMER BILL QUESTIONS

When customers receive their invoices from ISBD for this month, they may question some character changes, especially in their PROJECT ID. These will be only on the invoice and due to a change in systems used for generating the invoices, said AI Boynton, Product Service.

On the invoice, these characters will change from from to



The following characters will become blanks

4

:>?<\↑;'"!

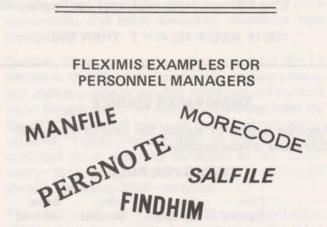
REMEMBER TO TELL YOUR CUS-TOMERS ABOUT CALENDAR MONTH BILLING STARTING IN JANUARY.

MORE FLEXIBILITY FOR PARSCAN

In a past FAST-FAX, we had an article on the PARSCAN program available to internal users for finding Mark II port numbers. In response to your requests the scope and flexibility of PARSCAN has been expanded.

- Previously it was limited to current day session records. Now it asks you for the date you want investigated. This can extend back to the previous Sunday.
- It had processed one user number at a time. Now it can process as many user numbers as you specify.

User response to PARSCAN has been enthusiastic. Let us know what you think.



Several small FLEXIMIS demo files have been set up in APEX (DPH56 catalog) to illustrate personnel needs. These files, may be listed or renamed and saved under your own user number:

- (1) MANFILE sample data base with 20 records and 10 items; the items are Employee Name, Reporting Level, Title, Geographic Preference, Academic Major, Social Security Number, Birth Date, Salary, Language Spoken, and Service Date.
- (2) SALFILE a control file designed to calculate employee bonuses and the dollar impact.
- (3) FINDHIM a control file to handle a placement inquiry.
- (4) PERSNOTE a CHAIN file used in FINDHIM
- (5) MORECODE file of IMBEDDED code used in FINDHIM

In reference selling of FLEXIMIS you may want to use the Time-Sharing LEADER, Sept.-Oct., the DIAL-A-MAN At New York Telephone portion of the front page story.

BASIC EQUALITY TEST

Being plagued by users writing programs in BASIC who are having problems with round-off errors on comparison tests, Bill Caferio, Syracuse, suggests an alternate form of the equality test.

OLD WAY

100 IF X = 15 THEN 500

Sometimes you think X is 15, but it is actually 14.999999 so test fails. Since BASIC is always operating in real arithmetic, these problems are sometimes difficult to spot.

NEW WAY

10 T = .000001 T is some small tolerance 100 IF ABS (X-15) < T THEN 500

Will always work if $X = 15 \pm .000001$. This method of using ABS (difference between the 2 values) is a good habit for BASIC programmers to adapt.

Line 100 could also read, says Joe Snyder, IND

100 IF ABS(X-15) < = T THEN 500

TN300 PAPER SOURCE

Another source of supply for rolls of TermiNet-300 paper is now available:

PRICES PER ROLL

	1 ctn. (12 rolls)	2 ctns. (24 rolls)	4 ctns. (48 rolls)	8 ctns. (96 rolls)
8 7/16"	1.18	an1.11	1.07	.96
12 3/4	1.85	1.74	1.46	1.22

Stock widths are 8 7/16" x 5" dia. Packed 12 rolls per carton 12 3/4" x 4" dia. Packed 12 rolls per carton

Standard core is 7/16" ID

The company claims it will ship to any destination.

Clampitt Paper Co. 9207 Ambassador Row Dallas Tex 75247 (214) 638-3300

RANDOM FILE SIZE DOUBLED

The maximum size of random binary files has been doubled, from 500 to 1000 storage units. This software is already operating on Mark II. You can pass this information on to any customers who have an immediate need for larger files. The customer announcement for PR30 will include this change. The maximum size of sequential files remains the same, 250 storage units.

EXPANDED STAT1 DOCUMENTATION

A reprint of Statistical and Mathematical Programs, 5700.01, is now available from OLOS (On Line Ordering System), according to Norm Otis. The principal change is expanded documentation for STAT1***, included tabulated values for the Kolmogorov-Smirnov statistic.

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