

INFORMATION SERVICES BUSINESS DIVISION

ROCKVILLE, MARYLAND

305.65 Nov. 1, 1976

U.S. Government Extends MARK III Service To Saudi Arabia

For the first time, ISBD is providing remote computer services to the Middle East to accommodate the needs of an important customer. Our customer in this case is the U.S. Army Corps of Engineers, which has contracts to handle literally hundreds of construction projects for the Saudi government, and the Corps has selected General Electric to support these projects with MARK III® Service.

Bob Streight, Manager, Middle East Programs (left), and Gerry Mueller, Communications Technical Specialist, chart the satellite/undersea cable route the U.S. Army Corps of Engineers' data processing takes between Riyadh, Saudi Arabia, and the MARK III Supercenters. Sold by Dick Rubinstein, Senior Account Representative in the Federal Sales Operation, in the face of heavy competitive efforts. GE was selected primarily because of the MARK III Teleprocessing Network, which reaches major cities in both the U.S. and Europe where the Corps has operations. Another important factor was that the computer language predominantly used by the Corps of Engineers is Honeywell COBOL, and many of their established programs were easily implemented onto GCOS Background Service with very little modification.

According to Bob Streight, Manager, Middle East Programs, who has co-ordinated the project, the Corps of Engineers is the first ISBD customer ever to supply its own circuits. "The Corps uses a satellite circuit which begins in Riyadh, the capital of Saudi Arabia," he said, "and ends in Rome. It's the Indian Ocean Satellite. From there, under-

sea cables connect the Corps' Saudi headquarters with the MARK III Supercenters." Bob said the primary reason the Corps is using its own telecommunications circuits was to speed up implementation of the applications.

The Corps is using MARK III Service for a great many applications, predominantly to monitor the status of and to manage their numerous large construction projects in Saudi Arabia; and to handle the Corps' own computerized financial and personnel systems which must be updated from Saudi Arabia. Everything is done exclusively on MARK III Service.

To give you an idea of the scope of the Corps' use of our capabilities, its Saudi Arabian equipment configuration includes its own dedicated mini remote concentrator in Saudi Arabia, connected directly to our

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The large building at right is the U.S. Army Corps of Engineers' Saudi Arabia headquarters in the capital city of Riyadh. It was formerly the palace of a princess of the royal family. The small building is the data processing center.

GENERAL @ ELECTRIC



Account Representatives Can Earn Cash Bonuses of Up To \$3,900 From CAO

Marv Lewis, Manager of the Custom Applications Operation, has made it relatively easy for account representatives to make sure they have plenty of spending money. All you have to do is sell CAO contracts which result in significant on-going ISBD revenue.

"A field rep can earn up to \$3,900 as a bonus for selling CAO business," Marv said. "This includes \$2,700 in personnel services, and another \$1,200 for computer usage during CAO's development and implementation of the customer's new application.

"Yes, it is entirely possible that several AR's will win the maximum," Marv added. "In fact, we've implemented a couple of applications in recent months that would have earned the account representative the \$3,900 maximum, had the bonus plan been in effect at the time."

The new CAO Bonus Plan, which became effective during August, extends to the end of 1976. During

Saudi Arabia Continued from page 1

network by way of a 9600 baud satellite circuit, a COPE 1600 high-speed terminal, plus 20 low-speed terminals. Eight of these are the new GE TN30's. "That kind of an equipment configuration," Bob said, "means pretty massive amounts of data processing!"

One interesting facet of this particular account is that quite a wide variety of terminals is involved. Gerald Mueller, Communications Technical Specialist, who configured the total system from conception through implementation, was instrumental in generating a test of the entire configuration before "turning it on," so to speak. With the help and cooperation of the Corps, he staged a mock setup at the Corps' Saudi Support Headquarters in Virginia,

these remaining months, a number of account representatives should be able to add to their ISBD earnings. In fact, eight already have. Because of the Bonus Plan rules which tie the total bonus in to on-going processing revenue, the bonuses that have already been awarded are, in effect, only the "tip of the iceberg." If the implementations meet the requirements (for specifics, call Elaine Kissell on the "CAO Bonus Plan Hotline" at 8*273-4663), much larger cash amounts than those shown here will be paid.

In the New Jersey Branch, Ernie Vodarsik has obtained an order from Public Service Electric and Gas for a large database system covering nuclear power plant components and equipment, earning him an \$80 bonus.

Another order for enhancements to the GTE Data Services telephone service order processing system has

where all the bugs were removed. When the system was implemented in Saudi Arabia, everything worked the way it was intended.

Although Gerry spearheaded the technology of this innovative implemention, he had some able assistance from Bob Knight, Rick Walsh, Jim Magruder and Charlie Galloway, all of the Systems and Technology Department.

Although we can't really count Saudi Arabia in our official list of countries served by our network, this very significant new account does extend MARK III Service into yet another corner of the world, broadens our base of experience and racks up another major winner for the General Electric team.

earned Al Moss of the Miami Branch a bonus of \$110.

Terry Faff, Los Angeles — South Branch, got a contract from Beckman Instruments for an order processing system which has the distinction of being the first OMNI installation. A bonus of \$60 goes to Terry for this order.

In addition to these three, Update has received word on the following five recent winners:

Paul McClary of the Schenectady Branch: Initial bonus — \$150; customer—GE—I&SE (Installation & Service Engineering); application—service engineering worldwide.

Dick Rubinstein of the Federal Sales Operation; Initial bonus—\$80; customer—U.S. Army Command and General Staff College; application war games simulation.

Kenneth Conroy, Nashville: Initial bonus—\$80; customer—Bendix; application—major order entry system.

Alex Schwartz, Chicago: Initial bonus—\$60; customer—U.S. Steel; application—order entry system for steel suppliers.

Egan Skinner, Charlotte Branch: Initial bonus—\$40; customer—Duke Power; application—data base system for power generation requirements.

As stated previously, the bonus payments reported for each of these individuals are the initial portions only; the bulk of the potential bonuses will become payable after the system has been turned over to the customer and monthly processing revenue is achieved.

Also, in each case, the initial bonus payments to these account reps are matched by equal payments to their branch managers. . .Mike Mash, Mike Paccione, Rudy Baldor, Randy Myers, Paul Heiner, Jim Brady, Pete Curtin and Jimmie Lowry.



62 ISBD Employees Recognized for Outstanding Achievements

Management Awards recognizing unusual and superior contributors to the business have recently been issued to employees in Ray Marshall's Systems and Technology Department, Bob Hench's Marketing Department, and Leo Ramer's Finance Depart-

ment. Here they are . . .

Systems & Technology. Seated, from left: Tom Travis, Dane Barnett, John Watson, Marilyn Mouly, John Haugen, Fred Howard, Greg Cook, Steve Mudrick. Second row: John Kisler, Mary Howard, Elena Sacchet, Carol Bretagne, Raj Chopra, Paul Wang, Alta Davis, Denny McPhail, Forest Lorz, Bob Schunneman. Back row: Tom Kent, Dave Bean, Tony Dwyer, Terry Thiel, Harry Haraseyko, Joe Grzegorzewski, Gary McIrvin, Mike Van Blaricum, Jim Palmer, Dave Morris. Not pictured: Harold Larsons, Dave Johnson.





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> Marketing. Seated, from left: Gayle Bleichner, Beth Rowley, Peggy Lyons, Marguerita Flores, Gloria Chang. Standing: Bob Hench, Bill Johnson, Don Farrell, Art Lee, Mark Sillcox, Norm Otis, Mannie Roberts, Alan Tolk, Ernie Barrow. Not pictured: Carol Kamerick, Pat Buteux, Bill Backer, Don Greenwood, Bob Hadeler, Ray Blevins, Charles Wilson, Eileen Ripley, John Ferrell.

Finance. Seated, from left: Carolyn Jones, Leo Ramer, Thelma Halliburton, Linda Crisafulli. Standing: Larry Capriotti, Al Bledsoe, Mike McGaha, Carroll Roach, Dave Lloyd, Harold Boyd, Curtis Jones, Jr.



General Electric Sales, Earnings Climb In Third Quarter

Earnings of the General Electric Company were \$184.8 million in the third quarter of 1976, up from 1975 third quarter earnings of \$156.1 million. Sales in the third quarter of 1976 were \$3.54 billion, up from the \$3.28 billion reported in the same quarter of 1975.

For the first nine months of 1976, earnings were \$501 million—about 4.8 cents profit per sales dollar—up from the \$360.1 million—or 3.7 cents profit per sales dollar—reported for the same period of 1975.

Sales of \$10.45 billion in the first nine months of 1976 were ahead of the \$9.63 billion reported in the same period of 1975.

In commenting on the third quarter, Reginald H. Jones, chairman of the board, said, "The Company's performance resulted in record earnings for the quarter as compared with the strong third quarter of last year. The continued improvement in our operating margins is the result of higher sales combined with effective control of costs by our operating managers. Other income was also up in the quarter, primarily as a result of the higher income the Company realized from short and long-term investments."

As to the categories of the Company's business for the third quarter of 1976 compared with 1975, Jones said: "Consumer goods' sales and earnings for the third quarter were again ahead of the comparable quarter of last year. Major appliances, housewares and lamps contributed significantly to the improvement.

"Industrial components and systems sales and earnings continued strong in the third quarter and were better than the 1975 quarter, principally because of higher sales of components related to consumer products and in-

creased demand for GE materials such as engineering plastics.

"Aerospace sales and earnings maintained their moderate rate of improvement, primarily because of higher sales of commercial aircraft engines during the 1976 quarter as compared with a year ago.

"Industrial power equipment sales were up for the third quarter of 1976 from the same quarter of 1975. Earnings, however, despite improvements in turbine-generators, gas turbines and power delivery operations, were down primarily as a result of lower nuclear sales and higher programmed nuclear

engineering costs.

"The international category reported improvements in both sales and earnings for the 1976 third quarter over the 1975 quarter, principally because of higher export sales.

"Earnings of the General Electric Credit Corporation for the 1976 third quarter were \$14.6 million, compared with \$13.4 million reported in the comparable 1975 period. The first nine-month earnings of the Credit Corporation were \$41.4 million compared with \$38.7 million for the same 1975 period."

Jean Curl Launches 36th Year of GE Service



Henrietta K. "Jean" Curl, Product Control Coordinator in the Switchgear Remote Operations in Philadelphia, is flanked by Lou Ciccone, Switchgear Remote Operations Manager (left) and Bob Johnson, Manager, Remote Operations, as she receives her 35-year General Electric pin. "If the next 35 GE years are as enjoyable and productive as the first 35 have been," Jean said, "then I'll be totally satisfied with my career!"



Federal Sales Makes Good Showing At Users Group Meeting in California

A few weeks ago, ISBD personnel from both coasts descended upon the University of California at Davis to participate in a users' group meeting with the U.S. Army Corps of Engineers. Heading our contingent was Sally Smith, Manager of the Federal Sales Operation. Other Federal Sales participants were Ken Santucci, Acting Manager, DOD/NASA Branch; and Richard Rubinstein, Army Senior Account Representative

The Pacific Zone supported the meeting with Ken Clement of the Sacramento office, Wayne Garber from Portland and Ina Crouse from San Francisco.

The users' group-INFOCORP- is composed of Corps of Engineers personnel,

both ADP and engineers. They meet annually to discuss problems and questions, and to present seminars that would be useful to all Corps locations. Three days were allotted for the conferences, and GE-ISBD personnel had the opportunity to meet and dine with all persons involved. They were also allowed to observe most of the sessions. Various vendors were there, including CSC, BCS, AT&T, McAuto, Harris and HIS.

Thanks to the cooperation of all GE personnel involved with support from the Pacific Zone for terminals, and from Headquarters for their assistance, the Corps' spokesmen expressed opinions that the group from GE

showed the most enthusiasm of all vendors present. Dick Rubinstein told Update that the GE demonstrations were clearly the most well-organized and covered the most varied range of services.

"ISBD worked under temporary telephone lines," Dick said, "and unlike any other vendor, had no outages during the demonstrations!" He added that simultaneous demonstrations of Foreground Service, GCOS Background Service and VS Background Service were highlighted; and the TN300, the TN30 with compact printing, and the Zeta* Plotter were also demonstrated.

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S&SP Prices— September

	Stock	Fund
Month	Price	Unit Price
September	\$54.798	\$28.310
August	54.790	27.759
July	56.899	27.978
June	54.722	27.317
May	51.469	27.547
April	53.190	28.088
March	52.098	27.962
February	53.329	28.042
January	52.220	26.986
December	46.347	25,407
November	48.336	25.991
October	47.332	25.257

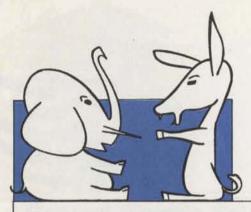
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The General Electric exhibit was one of the most popular of all, as this photo suggests. Here, Sally Smith tells a part of the MARK III Service story to a prospect.

For General Electric Employees Only

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Federal Sales Continued from page 5

Wayne Garber demonstrated the SDRC program SUPERB on VS Background Service. ISBD's award-winning documentary movie, "The Global Village," made a hit with everyone there, Dick said.

Follow-up by Ken Clement in Sacramento, and Dick Rubinstein in Washington, D.C., have unearthed many large potential Corps applications. Presently the Portland and Birmingham offices are supporting potential and actual applications respectively. Dick said the cooperation of all branches can lead to a great deal of new revenue for ISBD, "as GE is the only vendor that can supply all the domestic locations with local access, including Alaska and Hawaii."

The Corps headquarters is presently working on a major reconsideration of all timesharing services, which involve CSC and McAuto primarily. GE stands an excellent chance of getting a major portion of this business with

the cooperation of all ISBD branches with Corps locations in their territories.

Dick Rubinstein has "key person" contacts in every Corps location and is anxious to disperse the information and interact through the Corps head-quarters in Washington to help the field offices obtain the necessary approvals as required. Call him at 8*272-4464 to obtain the name of your nearest Corps contact.

"The Corps can be a real fourthquarter revenue producer," Dick said, "with the local support and contact that only ISBD can give them!"

*Registered trademark of Zeta Research, Inc.

Democracy Depends On You; VOTE November 2!

October Service Awards

Thirty Years

Norman H. Beal

Rockville

Twenty Years

Floyd C. Johnson William H. Breedlove James R. Underwood Erie Phoenix Rockville

Fifteen Years

Thomas J. Sullivan

Schenectady

Ten Years

Jean M. Keene Carl H. Worlock, Jr. Maura T. McCollum Gerald J. Brown John R. Gummo Tess Damour Gordon R. Grant Rockville Phoenix Philadelphia Syracuse Rockville Brook Park Seattle

Five Years

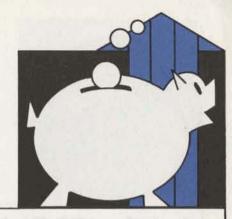
James F. Brady Diana D. Feld Noreene G. Davis Michael J. Paccione Jo Anne Velardo Cheryl Brickus A. William Gindra Atlanta Palo Alto Brook Park East Orange East Orange Washington Rockville



Dick Rubinstein, Senior Account Rep, demonstrates MARK III Service to a potential Army Engineer customer.



Ken Santucci, Acting Branch Mgr. Dod/NASA and Ken Clement from the Sacramento office answer questions from Ferrell Ard of the Corps' Atlanta District on local MARK III access for the Corps of Engineers.



Some Q's and A's on those Insurance Improvements in the GE Job Package

Editors Note: Because of the number of practical and beneficial improvements made recently in our GE employee benefits plans, we've asked Paul Beaudry, Compensation & Practices Manager, to answer some of the questions that have been asked most frequently.

Update: There are a number of recent improvements in the insurance portion of the GE job package. Which would you say has the greatest value?

Paul: Which improvement has the greatest value for you would depend on your individual circumstances. Many employees do not have life insurance coverage on any of their dependents. For them, the most important change may be the opportunity to purchase the low-cost coverage that became available October 1, 1976. The new dependent life insurance for nonexempt salaried employees will enable you to cover your spouse and children-no matter how many childrenfor just 45 cents a week. A spouse will have \$5,000 of coverage and each child will have \$1,000. That's an exceptional value.

Update: How does an employee obtain this coverage?

Paul: All non-exempt salaried employees will receive application forms in the near future. . .But life insurance is not the only change that benefits dependents. There are others, although they are more often thought of as benefits for employees.

Update: Which changes do you mean?

Paul: Well, some very practical additions to the GE Insurance Plan are of great value to dependents. For example, the extension of medical expense coverage for a full year following the death of an employee or eligible pensioner who is under 65 . . . Survivors formerly had coverage continued for only 31 days after an employee's death.

Another improvement that has similar value is this one: If you are disabled, comprehensive medical expense protection for your dependents under the Insurance Plan will be continued for as long as your own comprehensive protection is continued. That could be as long as two years following the year in which your disability started. Formerly dependent coverage terminated after an employee had been absent on disability for a year. The extended protection is provided at no cost during your disability period.

Update: Those are very practical improvements in insurance coverage. How do other improvements fit into our insurance program?

Paul: Another important improvement coming January 1 is the increase in the maximum Weekly Sickness and Accident income paid to disabled employees. This payment is 60% of straight-time earnings for up to 26 weeks. The maximum amount is currently \$150 a week. For disabilities that start on or after January 1, 1977, the maximum will be \$175. Because earnings have been increasing, this change in the S&A maximum will help more employees who are disabled in the future to receive about the same percentage of regular income as they would have received in the past.

Update: Would you review some of the other Insurance Plan changes that were made?

Paul: The installing of a minimum life insurance coverage for employees. Every full-time employee, who works a schedule of 35 hours or more a week, will have coverage of at least \$15,000 for death — a total of \$22,500 in event of accidental death. Of course, the formula for life insurance continues—twice normal straight-time annual earnings for death, a total of three

times normal straight-time earnings for accidental death. In addition, comprehensive medical expense insurance coverage was improved in a number of ways.

A practical addition is the provision that encourages treatment of alcoholism or drug addiction problems. Our Insurance Plan will now cover the cost of doctor-approved confinement in a licensed detoxification facility at 100% of semi-private room costs as a Type A-1 expense under the Plan.

Also, with the increase in medical technology and knowledge there is often need for a "second medical opinion" by a physician in connection with the diagnosis and treatment of non-occupational illness or injury.

Update: Isn't there a situation in which the Plan will now cover private room costs in a hospital?

Paul: Yes, the Plan will now pay hospital charges for a private room when the patient has no choice and it is medically required by a doctor because the patient has a contagious disease such as tuberculosis, or in some cases, measles. The private room and board charges will be considered "Type A-1" expenses and, like other Type A-1 costs, will be covered 100%.

Update: Would you explain the maternity benefit change?

Paul: Yes, another important addition is the extension of maternity coverage to dependent, unmarried, female children for expenses incurred on or after the effective date—June 28—provided the dependent was covered under the Plan at the date of conception and on or after June 28, 1976. The benefits will be the same as for a female employee or a male employee's wife, covering normal delivery and complications such as miscarriages, abortions, caesarians, and ectopic pregnancies.



In Other GE Divisions. . .

SCHENECTADY—GE plans to furnish rotors and other critical gas turbine components worth about \$90 million for 158 gas turbine compressor modules as part of an order by Machinoimport of the Soviet Union.

Jack Gatzemeyer, general manager for the Gas Turbine Division's International Operations Department, expressed "disappointment" at not receiving the full Soviet order, but emphasized that the \$90 million worth of GE-supplied components represents more than 1,000 man-years of jobs for the U.S.

 LAS VEGAS—About one year after its completion, the original roof of the M.G.M. Grand Hotel in Las Vegas proved unsatisfactory.

Lou Ricca, M.G.M.'s chief engineer, analyzed several different types of roofing systems which would have to stand up under the demanding weather conditions of the area, including high winds and great temperature fluctuations, and decided GE's Silicone Roofing System best met the hotel's needs.

The GE roofing system consists of a seamless, sprayed-in-place layer of polyurethane foam coated with a thin, protective layer of silicone rubber. Over 56,000 square feet of M.G.M.'s hotel is now covered by the GE roofing system.

• DAYTONA BEACH—Purchase orders have been received from Bath Iron Works and Todd Shipyards for 11 shipsets of machinery control system hardware, including propulsion control systems and damage control consoles for guided missile frigates, two of which are destined for service with the Royal Australian Navy.

According to Lad Warzecha, general manager, "This significant production order of approximately \$12 million will form a strong base for our Ship Systems product line and will maintain our competitive position for similar programs."

Rubio, general manager, Nuclear Energy Control and Instrumentation Department, the business throughout the nuclear industry has been quiet for about two years. One reason: utilities have a hard time financing their plant expansions—nuclear plants cost on an average of \$1 billion for a single reactor plant.

On the plus side, Rubio states that a large backlog of orders, which GE received before utilities had financing problems, are beginning to reach the shop floor now. This has resulted in hiring a substantial number of manufacturing people for the past several months. The higher level of employees will, according to Rubio, "probably hold steady for the next four to five years."

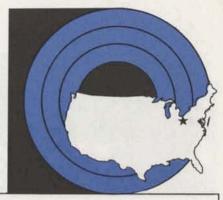
- LOUISVILLE—According to James Cherol, GE's general manager, Central Air Conditioning Business Department, industry shipments of central residential units will rise 40% this year, adding, "GE is doing much better than we hoped." Cherol continues, "Now we're reaping the benefits of demand that built up in the last half of 1974 and during all of 1975."
- HOLLAND—The automotive marketing team in Bergen op Zoom in
 Holland has come up with a dramatic way to show people that Lexan
 and Noryl resins (GE trademarks)
 can be widely used to fabricate parts
 for replacement of metal and other
 conventional materials in autos. The
 idea: build a car.

The General Electric Engineering Plastics (GEEP) car was built by fitting GE Plastics parts on a Renault R5. Total weight of the replacements was less than 31 pounds, compared to the 71 pounds of the original components.

Now The Lady Glows Like Never Before!



New York Harbor's famed Statue of Liberty glows four times brighter than she did, thanks to a complete system of GE lamps — a gift to the American people from Crouse-Hinds Company. The torch glows with four 400-watt Lucalox lamps, golden-white in color to simulate a flame; inside the crown are 17 100-watt mercury lamps for a blue-green jeweled effect; and the statue itself is illuminated by 58 1000-watt Multi-Vapor lamps which blend with 15 400-watt Lucalox lamps illuminating the pedestal. It's the first new lighting she's had since 1931.



Cleveland Slips, Rebounds To 100% For Year's First Time

Ron Rasmussen's Cleveland Branch, which ranked at the very bottom among ISBD branches at the beginning of the year, made public commitment that things were about to change. And they did begin to change, with the branch showing an improvement every single month since Update first reported its plight in the April 30 issue.

But in August, Cleveland had its first set-back. . .it slipped from 20th place and just above the national average, to 25th place and four positions below the national average. It was beer and beans for the Cleveland team throughout September, while first and second-ranked Federal DOD Sales and

Pittsburgh, respectively, enjoyed steak and champagne.

In Cleveland, the pain was just too much to take. And all hands turned-to. They consequently finished September more than 100% of quota. . .for the first time in 1976. That is, more than 100% in VS Background Service, more than 100% in GCOS Backgound Service and more than 100% in Foreground Service. What's more, they moved up to 10th performance position among the 41 branches.

Not bad at all. But we're wondering what Cleveland is going to do in October. And in November, and . . .? Watch this space!



Ron Rasmussen's Cleveland staff bears marks of its determined struggle from bottom place as the year started, to 10th place and 100% of quota in all three categories for September. Their next goal: first place, nationwide! Seated, from left: Jim Poduka, Ron Rasmussen, Don Ina. On slab: Carl Fiorenza. Standing, from left: Jim Quayle, Jack Hauber, Hillary Jones, Jack Mitchell, Bill Broks, Dennis Bibler, Tim Kleimeyer, Jeanne Aniton, Andy Hatcher, Lisa Rosenblatt.

International Tax Planning Made Easy With New NSS Software Package

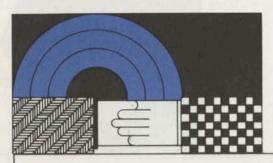
Hercules Incorporated, a major multinational chemical corporation, has developed a package for international tax planning and is currently offering the software via MARK III Service's Network Software Services (NSS). The model uses the latest FAL II routines, contributing to its ease and convenience of use.

The model consists of four programs. Two of these complete the separate statutory calculations of Earnings & Profits and Accumulated Profits; and the calculations of the deemed paid foreign tax credits pursuant to either Section 902 or 964.

These two models interact with a third program which prepares four kinds of reports: a summary of data obtained from the reserve file, a calculation of the taxable dividends received from a foreign corporation, a calculation of net taxable foreign-source income and the U.S. tax due on that income for a U.S. parent and other members of a U.S. consolidated tax return group, and an analysis of foreign tax credit "carry backs" and "carry forwards" and, when applicable, indicates the amount of excess unused foreign tax credits and the year in which the excess occurs.

The fourth program is used to consolidate multiple executions of the reports generated by the first three programs.

Information on this new NSS package may be obtained from Bill Conroy or Liz Gibson in the Philadelphia Branch (8*241-1297).



Way Cleared For Share Owner Vote On GE-Utah Merger

Reginald H. Jones, chairman of General Electric Company, and Edmund W. Littlefield, chairman of Utah International, Inc., announced recently that they were very pleased that the Department of Justice has provided the companies with a favorable letter under its Business Advisory Clearance procedure. The Department stated that it "does not presently intend to bring an action to enjoin the proposed merger" of Utah with General Electric. Jones and Littlefield also said that the proposed merger will be submitted to their respective share owners at separate meetings to be held in December, 1976. Upon receipt of the share owners' approval it is the parties' present intention to complete the merger before the end of the year.

Utah and General Electric submitted a revised request for a Business Advisory Clearance letter to the Department of

vision responded to the Department of Justice's concerns expressed in its letter of July 23. At that time the Department noted the potential anticompetitive effects resulting from General Electric's role as a supplier of nuclear steam supply systems and Utah's role as a uranium mining and milling company. To resolve these concerns, the uranium assets and operations owned and conducted by Utah will be transferred to a new company wholly owned by the merged companies. The voting stock of this new company will be deposited in a trust managed by five independent trustees. In this manner, General Electric and Utah will retain all of the earnings of the new uranium company, while control over its operations will be vested in the trustees. The GE-Utah merger is not being changed in any other respect.

Justice on August 18, 1976. The re-

As previously announced, the proposed merger is to be accomplished through a tax-free exchange of 1.3 shares of General Electric Common Stock for each share of Utah Common Stock, General Electric has approximately 184.7 million shares outstanding and Utah approximately 31.5 million.

Share owners will be receiving a proxy statement with detailed information on the proposed merger and the special meeting to be held in connection with the required share owners' vote.

Morning Call Gazette

One of the services the National Service Operation (NSO) provides is the daily publishing of the Morning Call Gazette. Morning Call is a meeting held every weekday morning by the Systems and Technology Department to review the previous day's network performance. A representative of NSO attends the meeting and reports on the customers' view of MARK III Service as reflected in their calls to NSO.

The NSO representative then prepares a summary of the previous day's service and a forecast for the current day. One observer said the NSO forecast "has a better batting average than the weatherman!"

The Gazette is put on-line by 11 a.m. EDT. To access the Gazette, just sign on to the MARK III System with your Crossfile (or Memosys) user number.

Filenames are constructed as follows:

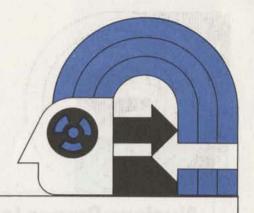
The filename for Monday, November 1, then, would be GAZ11*01; and the previous day's file would be there also, under the name GAZ10*29.

Questions and comments on the Morning Call Gazette should be directed to either Ernie Barrow or Ted Day of the National Service Operation at 8 * 273-4675.

Seattle: "For On-Going 100% Quota Performance, Let's Celebrate!"



Seattle Branch Manager Ron Simon treated his successful team to a deep sea fishing outing aboard Bill Schwinck's (NDP Seattle) boat the other Saturday. Spouses and kids too. They brought back plenty of sizeable silver salmon, plus a few sharks and various other catches, Prizes went to: biggest salmon-Ron Simon; most fish caught-Dick Winwood; and smallest fish-Karen Mask.



Interchange Corner Memory Set To "Zeroes" — Except!

Jack Mitchell, CAO Application Specialist in Oak Brook, has contributed the following insight on how memory is initialized in GCOS Background Service. The initialization is done the same way under both COBOL and FORTY, although the examples here use COBOL.

Normally it is assumed that, unless otherwise specified, memory is initially set to zeroes and that it *remains* as zeroes until a "value" is assigned or something else is moved into the memory area. This is not true in all cases because the H6000 is a word-oriented machine. Each word consists of six characters.

Example 1:

Below is a working storage area defined in the program:

01 Work-Area

02 Field 1 Picture x(8) 02 Field 2 Picture x(12)

02 Field 3 Picture x(6)

02 Field 4 Picture x(6) 02 Field 5 Picture x(4)

Using this definition, core content at time of load will be:

Field 1 | Field 2 | Field 3 Field 4 | Field 5

Example 2:

01 Work-Area

02 Field 1 Picture x(8) value spaces

02 Field 2 Picture x(12)

02 Field 3 Picture x(6) value spaces

02 Field 4 Picture x(6)

02 Field 5 Picture x(4) value spaces

Using this definition, core content at time of load will be:

Field 1 Field 2 Field 3Field 4 Field 5 bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb

As shown, parts of Field 2 are spaces, and all of Field 4 is spaces.

Example 3:

In the work area shown in Example 2, change two lines:

02 Field 2 Picture x(12) value zeroes

02 Field 4 Picture x(6) value zeroes

The resultant core content is below:

Field 1 Field 2 Field 3Field 4Field 5
bbbbbb bb0000 000000 0qbbbb bb0000 0qbbbb

Example 4:

Use the Work Area defined in Example 2. In the Procedure Division, move zeroes into Field 3 and Field 4, as the first executable statements. After that, core content will be:

Field 1 Field 2 Field 3Field 4Field 5

Results are exactly the same as in Example 3.

If any comparisons are to be made at the start of a COBOL program execution, using Field 2 or Field 4 (where zeroes are required), these comparisons will fail, using Work Area defined in Example 2. To initialize Field 2 and Field 4 to zeroes, follow Examples 3 or 4.

Munzer, Gronkiewicz Win Suggestion Awards

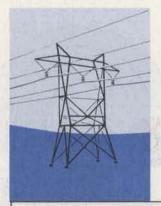
Steve Munzer, Shipping and Receiving Clerk in Rockville, has earned himself a \$50 suggestion award for his idea that ISBD should knock out some curbs and build ramps to simplify building entry by handicapped visitors and employees, and for getting supplies into the building.

Judie Gronkiewicz, Secretary, Legal Operation, won a \$25 suggestion award for her idea to fly the official bicentennial flag outside the Maryland Center.

Nela Park is historical site

A bronze plaque mounted on a stone pedestal has been installed on the lawn just west of the Advertising Building, proclaiming GE's Nela Park at Cleveland, Ohio, as an official historical location. Nela Park—the oldest industrial park in the nation—won the designation last year, when it was included in the National Park Service's National Register of Historic Places.

Currently there are approximately 9000 properties throughout the country listed in the Register.



Nuclear Power Is Energy Key

Remember all those motorists with short tempers waiting in long lines for gasoline back in 1973? An instant replay of those gloomy days could occur at any time because our dependence on foreign oil sources is steadily increasing. Six years ago, 23 percent of the oil used in America came from foreign wells. The total had climbed to 44 percent by this March. And, with a record 60 percent of all U.S. oil imports coming from the same guys who turned the oil off and put the squeeze on three years ago, another oil embargo lasting six months could stop our economic recovery and send another 1.5 million Americans to the unemployment lines.

If you think there's got to be a better way, you're not alone. "We have enough coal to last for over 200 years, more energy than all the Mideast countries put together. And, if the U.S. had 200 large nuclear power plants in operation today instead of 55, we would be saving the equivalent of all the oil we are now importing," declares Dave Dance, GE vice chairman of the board and executive officer. However, Dance states that using coal as a major energy source isn't very likely for several reasons, including: the enormous sums of money needed to mine the quantity of coal required are not readily available; and, much of the coal that could be mined couldn't be burned because of air pollution restrictions.

According to Dance, that leaves nuclear power as a key part of any plan designed to end our ever-increasing reliance on foreign-oil imports. Stripping aside the emotional charges of the critics, these facts remain:

 Nuclear power plants cost a great deal of money—averaging nearly \$1 billion for a single reactor plant—but burning uranium supplies 10 million times as much energy as we get from the same amount of coal or oil.

GENERAL & ELECTRIC

- Nuclear power plants save consumers money. In 1975, nuclear power plants saved utility customers over \$1 billion in their electrical bills.
- Nuclear plants are safe. Worldwide, commercial nuclear power plants have logged over 700 reactor years of operation without a single fatality or serious injury.
- Nuclear power plants don't emit harmful levels of radiation. In fact, the natural radiation given off by the granite at New York's Grand Central Station is 500 times greater than the radiation a person would receive at the gate of a nuclear power plant.
- Nuclear power is a job provider for Americans. In addition to the millions of man-hours put in by the building trades to construct a nuclear power plant, each new nuclear plant provides enough energy to sustain 25,000 to 30,000 permanent jobs.

Long-term, Dance states there is little disagreement that conservation, more efficient energy conversion, and technical advances to tap new energy sources will greatly reduce our dependence on imported oil. "But," Dance adds, "we don't have the 20 or 30 years needed to make them work. Short-term, we must rely on our two most abundant energy resources—coal and nuclear power.

Alumnus Program Sets New GE Record

Matching contributions under the GE Foundation's Corporate Alumnus Program reached an all-time high of \$648,437 in 1975. The new record seems primarily the result of more gifts by employees as a response to the increased needs of higher education, according to the Foundation staff.

The General Electric Foundation's Corporate Alumnus Program was the first employer matching gift program established by industry. It is currently operating in its twenty-second year since its establishment in 1955. All GE employees with one year of continuous service are eligible to participate in the Program.

Provisions of the Program remain as amended in 1973, except that beginning July 1, 1976, checks for matching gifts under the Program will be distributed annually to the beneficiary colleges and universities. In previous years the distribution was made quarterly. Gift checks will be processed following the second quarter of each calendar year. This change can help win increased recognition for the Program from colleges and universities and

will reduce processing costs for the Foundation. Matching gift forms for the Program have been changed from blue to brown, and information on the form has been revised. Those using the Program should look for the revised form.

Under the Program, eligible employees make gifts to the eligible colleges or universities of their choice. When appropriate forms are submitted, the Foundation will make matching gifts, within the Program's limitations, to those colleges and universities.

The Foundation prepares an Annual Report on gifts made under the Corporate Alumnus Program. Copies go to colleges and universities and to General Electric components so that interested employees can see how matching gifts have been distributed.

Any questions related to the Program should be directed to:

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