



**ISBD**

## Division Organization Restructuring Sets Business Climate Toward Future

Dr. George J. Feeny, Vice President and General Manager of the Information Services Business Division, has announced major changes in department responsibility and organization structure. The changes reflect reorganization or additions in Marketing, Operations and International areas of the business.



In making the announcement, Dr. Feeny said: "This is the most significant change our Division has made in recent years. Each part has been

carefully thought out, and the overall goal is to make our efforts, in terms of both technology and marketing, still more effective in 1976, 1977 and beyond."

Dr. Feeny added: "The business is continuing to grow rapidly in both the domestic and international areas. These changes are intended to intensify our strength in overall marketing throughout the business and to capitalize on our domestic success to help expand internationally."

### Marketing



The Marketing Operation has been expanded and given additional responsibilities and functions which now establish it as a department. The new Information

Services Marketing Department's first General Manager is Robert R.

Hench, formerly General Manager of the Technology Department. The components of the Marketing Department include the following:

Custom Applications Operation—  
Manager: Marvin F. Lewis.

Industry Accounts Operation—  
Manager: Stephen A. Marmion.

Marketing Communications—Manager:  
William R. Hewlett.

National Service Operation—Manager:  
Melvin F. Szot.

Product Planning—Manager: A. William Gindra.

Product Programs—Manager: N. Lee Beyer.

Training Operation—Manager: Robert A. Simmons.

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GENERAL  ELECTRIC

## Atlantic Zone Vows New Sales Records for 1976



Key ISBDers from the Atlantic Zone's six branches and from the Zone Office met last month to establish their sales thrusts for the remainder of 1976. Here, the branch managers commit to Atlantic Zone Manager Mike Emmi that their branches will meet the goals. From left: Mike Emmi; Mike Mash, Manager, Philadelphia Branch; Sung Park, Manager, Pittsburgh Branch; Ed Mazur, Manager, Telco Branch; Mike Paccione, Manager, New Jersey Branch; John Ignozza, Manager, Atlantic Technical Branch; and Ron Rasmussen, Manager, Cleveland Branch.

INFORMATION SERVICES BUSINESS DIVISION

ROCKVILLE, MARYLAND

Sept. 2, 1976  
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## Restructuring *Continued from page 1*

Previously, Custom Applications Operation was a part of the Technology Department; Industry Accounts Operation was a part of the Sales Department; and National Service Operation was a part of the Systems Department.

### Systems and Technology



The Systems Department and the Technology Department have been combined to make up the new Information Services Systems and Technology Department.

Its General Manager is Raymond W. Marshall, formerly General Manager of the Systems Department.

The new combined department is organized as follows:

Communication Systems—Manager: Robert D. McCalley.

File Systems—Manager: David F. Foster.

Operating Systems—Manager: David J. O'Connor.

Quality Assurance—Manager: Zigmund Quastler.

Remote Operations—Manager: Robert L. Johnson.

Systems Operations—Manager: Richard J. Lewis.

Systems Planning—Manager: Jerome M. Butler.

Technology Systems—Manager: Donald L. Shell.

VS Services Program—Manager: James D. Babcock.

User Systems—Manager: F. Don Montgomery.

### International



The Information Services International Department has been formed with Paul R. Leadley as General Manager. Paul was formerly Manager of the Strategic Planning Operation.

The International Department's structure is as follows:

European Operations—Manager: Gerhard O. Mueller.

Far East Operation—Manager: Paul W. Sage.

International Projects Operation—Manager: Paul L. Wexler.

International Support Operation—Manager: Warner R. Sinback.

Middle East Programs—Manager: Robert F. Streight.

European Operations was formerly a part of the Systems Department; Middle East Programs and International Support Operation were formerly part of the Marketing Operation.

Update is published bi-weekly by the Information Services Division for the benefit and information of employees. Articles and photographs may be submitted to Update, Information Services, 401 N. Washington Street, Rockville, Maryland 20850; or call 8\*273-4387.

### Sales



The Information Services Sales Department, with Roger T. Hobbs as its General Manager, has the following organization structure:

Atlantic Zone—Manager: Michael J. Emmi.

Central Zone—Manager: Robert B. Manning.

Eastern Zone—Manager: Ellen R. Kistler.

Northeast Zone—Manager: Bruce J. Frisch.

Pacific Zone—Manager: Frank H. Robertson.

Southern Zone—Manager: James W. Spencer.

Southwest Zone—Manager: James P. Schuster.

Federal Sales Operation—Manager: Sally A. Smith.

VS Sales Operation—Manager: Bruce K. Barnard.

RFM Sales Operation—Acting Manager: Roger T. Hobbs.

Sales Support Operation—Manager: John M. Griffin.

The RFM Sales Operation is a newly created section within the Sales Department.

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## GE's Neil Purves Wins Radio "Spirit" Contest



An ISBD employee who has been a U.S. citizen for just five years was one of 20 winners of KYW Radio Station's recent Bicentennial "Spirit" competition,

in a 200-word essay contest with winners reading their award-winning words over the air on the Philadelphia station.

Neil Purves, Computer Systems Special-

ist with ISBD's Philadelphia Remote Operations, wrote an essay entitled "A Certain Spirit? Freedom, Of Course!" A native of London, Neil has been in America since 1967.

With GE for seven years, he and his wife Anthea have two sons, Paul, 7; and David, 5; and they live in suburban Secane. More than 1,000 entries came into the "Spirit" contest. Neil also won a \$100 U.S. Savings Bond.

## S&SP Prices — July

Month	Stock Price	Fund Unit Price
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
September	44.173	24.010
August	44.542	24.670

## Restructuring

*Continued from page 2*

### Strategic Planning

George J. Feeney will serve as Acting Manager of the Information Services Strategic Planning Operation. Its structure is as follows:

Advanced Technology Operation—Manager: Aksel Olesen.

Strategy Development—Manager: Norman W. Harvey.

Strategy Development—Manager: Paul H. Inserra.

Strategy Development—Manager: John W. Neuenschwander.

Strategy Development—Manager: Conrad G. Persels.

Advanced Technology Operation was formerly a part of the Technology Department.

### Finance



The Information Services Finance Operation, with Leo B. Ramer as its Manager, has the following organization structure:

Accounting Operations—Manager: Max Harris.

Auditing—Manager: John H. Meyer.

Credit and Collection—Manager: Jack A. Hanson.

Information Systems—Manager: Robert A. Niemann.

Operations Analysis—Manager: William J. Kerr.

### Legal



The Information Services Legal Operation, with David Sherman as Division Counsel, has the following organization structure:

Attorney: Robin K. A. Ficker.

Attorney: Lynn E. Stein.

Telecommunications Policy and Regulation: Brendan A. McShane.

### Relations



The Information Services Relations Operation, with Norman B. Barth as its Manager, has the following organization:

Affirmative Action Programs—Manager: Donald C. Clark.

Employee Relations/Sales Department—Manager: David A. Shepherd.

Employee Relations/Systems and Technology Department—Manager: John P. Werbicki.

Employment and Community Relations—Manager: Frank W. Gibbins.

Personnel Practices and Development—Manager: Allen U. Nuss.

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## Miami is Outstanding Branch for Second Quarter; New York Commercial and Hartford Take Second, Third



Rudy Baldor's Miami Branch has won ISBD's "Outstanding Branch" award for the second quarter of 1976, and will soon be enjoying our Geochron Clock.

Close behind were Vic Henschel's New York Commercial Branch in second place; and Del Merenda's Hartford Sales Branch in third place.

The Outstanding Branch for each quarter is selected by combining two areas of performance: quota performance and growth over the same quarter of the previous year. Based on quota

performance alone, the Hartford Sales Branch ranked number one for the second quarter.

And for the benefit of all Cleveland-watchers, Ron Rasmussen's determined team held on to 20th position at the end of July (same as June); but moved a significant single line upward to rest just *above* the national average, rather than just *below*, where they stood last month.

### Individual Performers

Update is pleased to present the names of the top 60 individual performers for the second quarter of 1976—the Top Twenty and the Next Forty. Note that

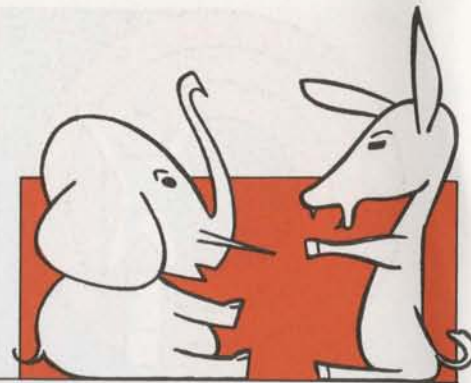
a single asterisk (\*) beside an individual's name indicates that he or she was among the top 20 performers for the first quarter of 1976; a double asterisk (\*\*) means the individual was among the next 40 first quarter. Those who have consistently remained among the top 60 for three or more consecutive quarters are identified by a number beside their names, representing the number of quarters they have remained on the list.

The list of top performers is always presented in alphabetical arrangement, including both account representatives and technical representatives—not according to relative rank among the Top Twenty or the Next Forty.

### The Top Twenty

George P. Alber Account Representative Schenectady Branch (NEZ)	Gerald F. Grover <sup>3</sup> Plastics N.A.R. Hartford Branch (NEZ)	James B. Quayle Senior Technical Representative Cleveland Branch (ATZ)	Silvio J. Anichini Senior Technical Representative Chicago Technical Branch (CEZ)
Raymond N. Bernier Senior Technical Representative New England Tech. Branch (NEZ)	Loyal J. Huddleston Senior Account Representative Denver Branch (SWZ)	Eileen S. Reidinger <sup>3</sup> Technical Representative Atlantic Telco Branch (ATZ)	Ronald F. Banazek Account Representative New York Ind. Branch (EAZ)
James E. Carlson Account Representative Detroit Branch (CEZ)	David T. Jarvis <sup>**</sup> Senior Account Representative Schenectady Branch (NEZ)	Joan A. Rosenberg Senior Technical Representative New York Tech. Branch (EAZ)	John W. Boehlke Technical Representative Denver Branch (SWZ)
John A. Conway Account Representative Hartford Branch (NEZ)	John D. McCloskey Technical Representative Denver Branch (SWZ)	Edward W. Taylor Senior Account Representative Cleveland Branch (ATZ)	Gerald J. Brown Senior Technical Representative NY State Tech. Branch (NEZ)
Diana D. Feld <sup>**</sup> Account Representative Palo Alto Branch (PAZ)	Betty Merritt Account Representative Hartford Branch (NEZ)	Jeffrey A. Tyler Account Representative New York Ind. Branch (EAZ)	Thomas A. Buck Account Representative Pittsburgh Branch (ATZ)
Deborah L. George Technical Representative Detroit Branch (CEZ)	Michael E. Nelson Account Representative Chicago Com. Branch (CEZ)	Albert G. Yokota <sup>*</sup> Account Representative Atlantic Telco Branch (ATZ)	Linda E. Burgess <sup>*</sup> Senior Technical Representative New York Tech. Branch (EAZ)
Donald A. Graves Senior Technical Representative New England Tech. Branch (NEZ)	Ronald E. Nutter Johns-Manville N.A.R. Denver Branch (SWZ)	<b>The Next Forty</b>	
		Pedro Alfonso Account Representative National Programs (FSO)	Mary E. Clark Account Representative Hartford Branch (NEZ)

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## Candidates Campaign At ISBD-Rockville



*"I'm Newton Steers, Republican candidate for the United States Congress, Eighth Maryland District." Candidate Steers (right) solicits Dr. George Feeney's vote during a recent visit to the ISBD Cafeteria on the fifth floor of the Maryland Center.*

*Two weeks later, Lannie Davis, Democratic candidate for the same office, appeared in the Cafeteria in search of the same votes.*

Kenneth P. Conroy Senior Account Representative Atlanta Branch (SOZ)	Barbara R. Garner Account Representative Chicago Com. Branch (CEZ)	Frank H. Moros Account Representative New Jersey Branch (ATZ)	Charles R. Romero Account Representative New York Ind. Branch (EAZ)
John A. Cuney Senior Account Representative Denver Branch (SWZ)	Barry L. Greenspan Account Representative New York Com. Branch (EAZ)	Pamela A. Pietravalle Account Representative New Jersey Branch (ATZ)	Ronald A. Straight Chemical Bank N.A.R. New York Fin. Branch (EAZ)
Arthur S. Davies Senior Account Representative Cincinnati Branch (CEZ)	Gretchen L. Gregory Technical Representative New England Tech. Branch (NEZ)	James Poduka** Account Representative Cleveland Branch (ATZ)	David P. Thacker Senior Account Representative L.A.-North Branch (PAZ)
Tamara DePlanter** Technical Representative Atlantic Telco Branch (ATZ)	John S. Harper Morgan Guaranty N.A.R. New York Com. Branch (EAZ)	Robert C. B. Poon Tech. Representative Chicago Tech. Branch (CEZ)	Carl O. Uebelacker Account Representative Cincinnati Branch (CEZ)
Paul W. Dowdy Senior Account Representative Charlotte Branch (SOZ)	Gil S. Harris Peat Marwick & Mitchell N.A.R. New York Fin. Branch (EAZ)	Arthur J. Putnam** Account Representative Atlanta Branch (SOZ)	Ernest P. Vodarsik** Public Services-NJ N.A.R. New Jersey Branch (ATZ)
Terence R. Faff Account Representative L.A.-South Branch (PAZ)	George M. Laraia New Jersey Bell N.A.R. Atlantic Telco Branch (ATZ)	Patricia D. Rakich Senior Tech. Representative No. Calif. Tech. Branch (PAZ)	Bill R. Warner Account Representative Tulsa Branch (SWZ)
Charles E. Fowler Technical Representative Atlanta Branch (SOZ)	Thomas J. LaSalle* Senior Account Representative Rochester Branch (NEZ)	Darlene E. Remy* Senior Tech. Representative No. Calif. Tech. Branch (PAZ)	John H. Welch Senior Tech. Representative Pittsburgh Branch (ATZ)
Richard A. Gariepy Senior Technical Representative NY State Tech. Branch (NEZ)	Otis H. McKee Senior Technical Representative Federal Support Services (FSO)		Gayle M. Wessel Account Representative San Francisco Branch (PAZ)

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## People . . .

Calvin Andrews, from MAP Trainee, Rockville; to Account Representative, Kansas City.

Judith Biauce, from Account Representative; to Senior Account Representative, Los Angeles.

Cheryl Y. Brickus, from Branch Administrator; to Technical Representative Trainee, Washington, D.C.

Robert L. Cage, from Purchasing Administrator; to Manager, Accounts Payable, Rockville.

Grace E. Canning, from Senior Specialist, Sales Planning, Rockville; to Zone Support Manager, Philadelphia.

Jeffrey Caro, from Senior Applications Specialist; to Project Manager, New York.

Mary Clark, from Account Representative, Hartford; to Specialist, Sales Training, Rockville.

Alice Crisp, from Status Clerk; to Operational Specialist, Rockville.

Walter Dubiel, from Expediter, HCS; to Specialist, Facilities Planning, Rockville.

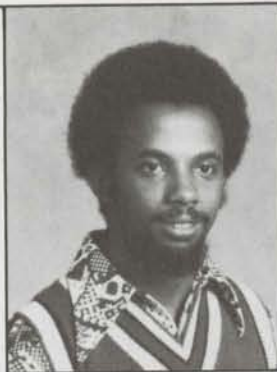
John G. Dunn, from Senior Account Representative, Richmond; to Zone Support Manager, Oak Brook.

Roy Gamer, from Technical Writer; to Senior Technical Writer, Rockville.

Sheila Garner, from Computer Operator Trainee; to Computer Operator, Rockville.

Wayne Gowan, from Systems Analysis Project Analyst; to Manager, International Business Analysis, Rockville.

Robert Grabowski, from Specialist, Purchasing and Administration, Brook Park; to Computer Equipment Procurement Administrator, Rockville.



*Cal Andrews*



*Judi Biauce*



*Cheryl Brickus*



*Bob Cage*



*Alice Crisp*



*Walt Dubiel*



*John Dunn*



*Roy Gamer*



*Lena Green*



*Tina Hill*



*Kate Jacobson*



*Mike Johnson*



*Lee Shaffer*



*Dick Sharp*



*Dave Shepherd*



*Charles Stevens*



## ...On the Move



*Bob Cage*



*Grace Canning*



*Jeff Caro*



*Mary Clark*



*Roy Gamer*



*Sheila Garner*



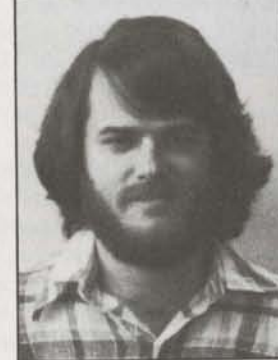
*Wayne Gowan*



*Bob Grabowski*



*Mike Johnson*



*Mike Kelley*



*Ken Kennedy*



*Jong Park*



*Charles Stevens*



*Dave Travis*



*Ernie Vodarsik*



*Bill Wright*

Lena Green, from Status Clerk; to Operational Specialist, Rockville.

Kristine Hill, from Summer Intern; to Employment Representative, Rockville.

Katheryn Jacobson, from Secretary; to Branch Administrator, Chicago.

Michael Johnson, from Senior Systems Specialist; to Senior Specialist, HCS Marketing, Rockville.

Michael R. Kelley, from Systems Specialist; to Advanced Technical Planning Specialist, Rockville.

Ken Kennedy, from Account Representative; to Senior Account Representative, Los Angeles.

Jong H. Park, from Technical Intern; to Technical Representative, Los Angeles.

Leland Shaffer, from Account Representative, Chicago; to Senior Specialist, Foreground/Background Programs, Rockville.

Richard E. Sharp, from Account Representative; to Senior Account Representative, Indianapolis.

David Shepherd, from Pacific Zone Employee Relations Manager, Los Angeles; to Manager, Employee Relations — Sales Department, Rockville.

Charles H. Stevens, from Senior Systems Specialist; to Consulting Quality Assurance Specialist — GCOS Background, Rockville.

David A. Travis, from Technical Representative; to Senior Technical Representative, St. Louis.

Ernest Vodarsik, from Account Representative; to Senior Account Representative, East Orange.

William D. Wright, from Systems Specialist; to Senior Systems Specialist, Rockville.



## Marshall: "Amsterdam Supercenter is Right On Schedule!"

Ray Marshall, General Manager of the Systems and Technology Department, returned to Rockville from his recent inspection of ISBD's new Amsterdam Supercenter, to report on its progress.

"Things are going extremely well!" Ray commented. "Construction and conversion are progressing on schedule. We are interviewing and hiring a staff of well-qualified employees, with most being Dutch citizens, to operate the Supercenter. Further, we have completed negotiations with Honeywell-Bull (Nederlands) N.V. for three new Honeywell 6088 computer systems." Ray said commercial service will be inaugurated before the end of 1976 for Foreground Service, with Background Service to follow early in 1977.

"Our first Dutch operating manager has also come aboard," Ray reported. "He is Henno Rijnders, who is our new Amsterdam NDP Manager. His experience and qualifications will make Henno a major contributor to the early success of our new center."



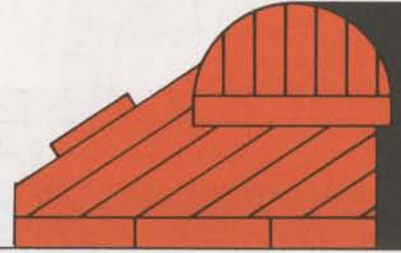
*Systems and Technology Department General Manager, Ray Marshall (left), confers with Henno Rijnders, NDP Manager, at ISBD's new Amsterdam Supercenter. Henno is the first Dutch operating manager to join the Supercenter staff.*



The Amsterdam Center, the third computer supercenter to be established by Information Services, is located just outside Amsterdam in the suburb of Amstelveen. Not only has the center already received widespread publicity throughout the United States and the Netherlands, but the *Amsterdam News Letter* also ran a feature on the new Amsterdam Supercenter in its July-August edition. The newsletter is a publication of the Amsterdam Promotion, and distributed to top businessmen world-wide.

*Inspecting the NTO-NDP area; (from left) Jim Folder, Honeywell FED - Rockville; Mike Schnierer, Manager, NDP London; Ray Marshall; Rich Hokaj, Manager, Network Operations; Dave Simshauser, Manager, European Supercenter Operation; and Jim Morgan, Senior Security Data Analyst.*





# Versatile New ISBD Job Scheduling Product Goes Into Field Test

JOBS\*\*\* is a new MARK III® utility which can totally automate production-oriented applications for all elements of our service — including Foreground, GCOS Background Service and VS Background Service. JOBS schedules jobs, initiates jobs, and monitors results of the work done.

Field test is scheduled to begin about August 30 and is expected to last about five weeks. Commercial release is planned for about November 1.

Through the use of a master schedule, a user may define a job or group of interdependent jobs with parameters

to ensure that they are run at the right time and in the correct sequence. In this area, for practical purposes, JOBS's versatility is virtually unlimited.

For example, in the master schedule shown below the user wants the following to occur:

- INPEDIT to run in Foreground daily at 7:30 PM or as soon thereafter as input file, HOURS, is ready,
- EAS (payroll) to run in VS Background every Thursday at 9:00 PM, and
- LABOR to run in GCOS Background on the third Monday of every month at 10:00 AM.

running them according to dependency requirements (in line 110 INPEDIT is conditional upon the normal completion of job FIN001),

- Verifying input data availability (in line 100 INPUT\*\*\* checks that file HOURS has been updated in the last day),
- Distributing output (in line 130 PAYROLL output is directed to HSS LTID "LTIDIX"),
- Purging production files,
- Monitoring status and reporting information required for control.

For production-oriented customers, JOBS will offer the following user-oriented benefits:

- Improves system management,
- Eases the burden of setting up a tailored schedule,
- Improves the productivity of the operations staff,
- Allows simple extraction of daily schedules, including infrequent but regular jobs,
- Simplifies greatly the manual controls otherwise required for verifying input data — especially when from multiple locations and time zones,
- Reduces costs and simplifies file housekeeping procedures,
- Allows modifying of daily schedules,
- Reduces errors.

## Master Schedule Example

100 FIN001	INPUT***	///	ALL	1930 'HOURS;AGE(DAYS<1)'
110 FIN002	INPEDIT	RUN	ALL	1930 CON (N,FIN001)
120 PAY101	EAS	VS	THU	2100
130 PAY102	OUTPT***	///	THU	2200 'PRI JOB:PAY101; LTID1X'
180 LABREP	LABOR	GCOS	3MON	1000

### Field Descriptions:

1. Line number
2. Job name
3. Program or filename
4. Run instructions — type operating system
5. Frequency code
6. Time — when to start task
7. Options — special instructions

NOTE: See comments relating to this example in text below in parentheses.

Similarly, other jobs could be run every other week, or once a month, or on a certain date, or with just about any frequency the user can conceive. And once the initial cycle is defined and initiated, no manual intervention is ever required — unless the user wishes

to change the existing frequency pattern of some of his jobs.

JOBS supports the five following production control functions:

- Scheduling production jobs and

JOBS should provide us with another competitive edge in selling, implementing, and maintaining production applications. For additional information, contact Lee Shaffer, Senior Specialist, Foreground/Background Programs in Product Programs, at 8\*273-5164.



## RPS III Sales: Alive and Healthy

RPS III Service, using the high-speed print station which was designed by ISBD for use on the MARK III system and introduced commercially during the Impact '75 sales campaign, is coming of age. It has proven its reliability and its efficiency for medium/high-volume MARK III High Speed Service output.

There are currently more than 60 RPS III's leased and installed in ISBD customer sites and as our field sales personnel become better acquainted with the RPS III Print Station's superior cost efficiencies, more opportunities are being recognized.

One team which is already enjoying success consists of Susan Larson, Senior Account Representative; and John McClosky, Technical Representative, both of the Denver Branch.

A joint study by Sue and John showed that if one customer using a TermiNet\* 1200 Printer had used an RPS III instead, a saving of nearly \$16,000 would have been realized in just nine months of 1975. They pointed this fact out to the customer, and made a sale. And last month, a similar study for another customer resulted in another RPS III sale for Sue and John. Joe Ripkin, Zone Terminal Sales Manager for the Southwest Zone, is pleased to have this team on his side.

But the reigning RPS III champion remains Cal Dearborn, Senior Account Representative in Washington, D.C. He recently leased two additional units to the U.S. Government to bring his total to nine units.

Jim O'Sullivan, Terminal Sales Manager, says RPS III Service is not the perfect solution for every customer. "For example," he said, "It may not be a logical 'next step' beyond the TN1200 because the RPS III is not interactive."



*The RPS III High-Speed Printer, designed by ISBD for MARK III Service customers.*

However, Jim said, there are quite a number of ISBD customers with medium to heavy output needs who can enjoy a cost saving by using an RPS III Print Station. If you have a customer who may benefit from installing an RPS III, give Jim a call at 8\*273-4227 and discuss it. Chances are that

you can save your customer some money, improve your own sales performance and help your branch move closer to the top of the "realization of quota" list.

\*Registered Trademark of the General Electric Company, U.S.A.

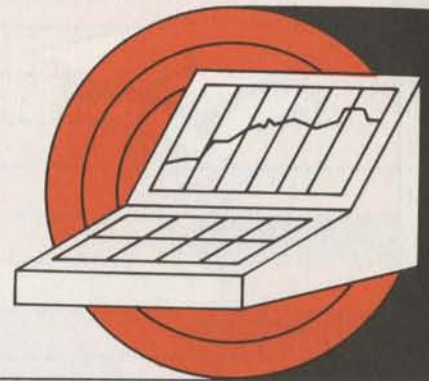
### ISBD Sponsors New Sonny Jurgensen Show

Information Services has teamed up with Sonny Jurgensen, the Washington Redskins' greatly admired former quarterback, for a 22-week radio show on Washington's station WTOP-AM.

Called "Pro Football Picks," every Friday Sonny predicts who'll win each of the weekend's major league football games. Then on Monday, he reviews his hits and misses, along with his excuses

for the latter. The program is aired at 7:45 and 8:45 a.m., and can be heard throughout the Greater Washington area by tuning to WTOP at 1500 on the radio dial.

ISBD is sponsoring the program as a means of creating an increased awareness of the capabilities of remote computing on the part of government and business personnel in the Washington metropolitan area.



## Get Ready for Cross-File; It'll Be Here Next Month!

Somewhere around the middle of September, three familiar internal systems will be replaced. They are Memosystem, Company Communicator (ComCom) and Network Monitor (NM).

They've all been rendered obsolete by our totally new CROSS-FILE system, which will provide all the services previously available from these three systems — plus a lot more.

CROSS-FILE is a new system which allows a user to enter and file items of information under hierarchical subject headings of his choice, and to permit these items of information to other users of the system for review.

Information items are entered into the system with a simple ENTER command. Permission is given to another user to review this item if a PERmit command is also given. A reference to the item remains in each permitter and permittee's HOLD file until released by all users, or by the system after 30 days. News that items have

been permitted to you is given the next time you sign on.

Paper files of correspondence can be a thing of the past. Filing these items can be simply accomplished through commands specifying subject names and item numbers. A reference to your identification item is filed under that subject, where it remains until RELEased. Since subjects can be made hierarchical, a subject within a subject will be filed under Subject.Subject.Subject., similar to the 1.1.0 type of nomenclature. New subjects can be created when required.

Other features of the system will include permanent copies of items obtained from the database by one of three commands: LISt, PRInt (queuing for High Speed Service) or FIChe.

### Seventeen New FAL II Subroutines Released

In order to aid the FAL II user in the area of data projections, 17 new FAL II subroutines are now provided specifically for use in the areas of forecasting and modelling. Basically, four areas are addressed by these new capabilities:

- Initial value known and projection desired;
- History values known and projections desired;
- History values known and their characteristics desired;
- Single or total value known and dispersed value or apportionment desired.

FALINFO has been updated to reference these new subroutines. A new FAL II User's Guide Supplement is also now available on OLOS (5103.15C-1). Refer any questions you may have on this subject to Floyd DeAndrade, Senior Specialist in Product Programs, at 8\*273-4718.

A tickler file can be set up by flagging items which require action by a specific date with a REMind command, and items can be permitted to someone else while away with the DELEgate command. Inquiries about other users can be made with the USEr command.

Direct any inquiries you may have on CROSS-FILE to Brian Garnichaud at 8\*273-4988. Brian is part of a special task force, headed by Malcolm Davies, Manager, European Product Support, which has developed the new system. Other members of the task force responsible for designing, implementing, testing and documenting XFL (CROSS-FILE) are Roger Dyer, Bob Guillette and Roberta Jankowski.

## August Service Awards

### Thirty-Five Years

John E. Fitzgerald      Watertown

### Twenty Years

Willard A. Gilly      Rockville  
 Frank J. Evan      Rockville  
 Zigmund Quastler      Rockville  
 Russell I. Evans      Brook Park

### Fifteen Years

Jack A. Hanson      Rockville

### Ten Years

James W. Sciarrino      Hartford  
 Gerald H. Way      Rockville  
 Steven C. Jenkins      Rockville

### Five Years

Anthony P. Dwyer      Rockville  
 Roger Black      Dallas  
 David Simshauser      Amsterdam  
 Patricia F. Hughes      Rockville

## New Phone Book To Be Published

A new internal ISBD phone book is scheduled to be published in September, and Sam Wenck, Facilities Specialist, urges all ISBD personnel to get corrections, additions and deletions in right away . . . certainly no later than September 13. This also goes for any changes in the "Who, What, Where and How" yellow pages.

Forms located near the end of your current phone book may be used to submit corrections and deletions. Take a moment now to check all information concerning your number, address, name, job and responsibility. Send your corrections to Sam at the Rockville ISBD headquarters.



## New and Revised Documentation

In case you've been on vacation during July and August, and need to catch up on recent documentation, here are notes on two dozen top publications of the summer.

The recently published *FORTRAN IV (FIV/PFN)* reference manual has been extensively corrected. It is now available as Revision A, 3102.13A. The *FORTRAN IV* vocabulary card, out of stock for some time, has been revised to agree with the manual. It is 3102.04D.

GCOS Background documentation was republished to make it coincide with Honeywell Level G software. The prime book is our *MARK III GCOS Background User's Guide* (2000.01C), which consolidates the former *Foreground-Background Interface* reference manual (2000.01B), *Foreground-Background Interface* user's guide (2000.23) and the *Background User's Guide* (2000.26). Nine major Honeywell documents were republished by ISBD, including *Control Cards* (2000.33), *File Management Supervisor* (2300.03), and *File and Record Control* (2300.04). The pocket *GCOS Foreground Interface* vocabulary card, that summarizes commands and directives, was also revised (2000.25B). So was the *Guide to GCOS Background Documentation* (2000.04E), which lists documents that support GCOS Background, gives cross references to their Honeywell numbers, and explains which are appropriate and which may be unnecessary.

*Scheduling Time and Resources (STAR \*\*\*)* has been documented in a user's guide (5306.11B) and reference manual (5306.12A). Identical except for the covers, they were also published in *TELNET* editions, as 5820.13A and 5820.14A, respectively. Note the revision letters. These represent late August revisions. Prior editions should be destroyed and not used.

There have been several important supplements: One (5111.01A-1), to the *PLOT\*\*\** user's guide, documents new attribute commands, new plotters, and minor changes. The user's guide has already been reprinted, incorporating this information. Supplements to *Command System* (3501.01K-1) and *FIV System Routines* (3104.01D-1) document, for July and August, SLEEP/WAKE under IND. Supplement 5103.15C-1 documents new *FAL II* subroutines.

The *International Access Directory* now contains full-duplex and Metro Access information. Revision P (1401.01P), accurate as of July 1, is the correct version.

The *Publications Price List* (402.01H) lists all technical documents, with latest revision letters, and prices. It was revised as of July 12.



## Three Complete GE's FMP Course

Two ISBD-Rockville employees and an employee of Major Appliance in Jessup, Maryland, graduated last month from the Division's Financial Management Program. They are Liz Smith, Employee Expense Accounting Specialist in Disbursements Accounting; Charlie Harp, Credit and Collection Specialist in Credit and Collection; and Dick Comstock of Major Appliance.

The Financial Management Program is a two-and-a-half-year studies program which incorporates five courses: Principles of Accounting, Financial Accounting, Management Accounting, Auditing, and Information Systems. The courses are designed to advance

employees' knowledge of finance and accounting. They provide a background of academic theory and its application in areas where GE Finance people have responsibility. In addition, recruits hired specifically for the program participate in six months of rotational job assignments in Finance.

According to John Meyer, Manager, Auditing, who administers the FMP program, it has been offered every year at ISBD since 1969, and a new course will begin in the fall academic term. Washington-area ISBD employees interested in learning more about the program should contact John at 8\*273-4397.



*Graduation time in Rockville: ISBD Finance Operation managers chat with FMP graduates in Leo Ramer's office after they receive their diplomas. From left: Max Harris, Manager, Accounting Operations; FMP graduates Dick Comstock, Liz Smith and Charlie Harp; Leo Ramer, Manager of the Finance Operation; and John Meyer, Manager, Auditing and FMP Representative.*