

FAST-FAX



July 15, 1970

NEW FOR CIVIL ENGINEERS X*SEC\$*** — Cross-section area calculations (formerly known as EARTH\$WG) can be used by civil engineers — reduces time span between rod readings and calculated cross-sectional area. The general format is oriented to roadway work. Documentation from Fast-Fax. It's an off-line program, but it's in the 3-star library, ready for use.

COMPETITIVE INFORMATION ON Ø53 The competitive information package is now on-line. A file with 180 separately named computer services vendors has such data as price, system used, computer location, sales areas and special remarks. Two sort programs access this file. COMPS\$ will sort by vendors' system name, prices, and geographic location (zip code). For example, it will tell you the names and prices of all T/S vendors with Hewlett Packard 2000A's. Or, it will tell you who charges less than \$7/TCH in Zip Code area 07. COMEX* has detailed instructions on how to use the compm\$ sort program.

VENDR\$ prints data on specifically-named vendors. The program has a list of all vendors in the file. Suggestion: List it once, and post it by the terminal, because it's a long one.

DROPF\$ is a mailbox program that lets you swap competitive data with other ISD components. You can comment, criticize and update (for Headquarter's attention) COMPS\$ and VENDR\$.

All items have been reviewed by Division Counsel, in accordance with GE policy 20.5. If you gather data for the DROPF\$ program, please document your information so that the requirements of 20.5 can be met. Tom Choate 8*273-4387 or Frank McCusker 8*273-4472 will be glad to help you with any questions on this package.

STORAGE UNIT CHARGES

Bob Schwartz, Manhattan How are the storage charges calculated for users' invoices?

Data Storage Units and Program Storage Units are calculated on a monthly basis and are determined by using a storage averaging concept for each user number. The average of 1) the end-of-day storage units, and 2) the maximum storage units reserved during the day for each saved, unsaved, created or purged file is recorded for each day. Files cannot be saved or created during the day and removed before the day's end without reflecting a storage charge.

The sum of the average daily storage units for the month is divided by the number of recording days in the month to determine the average storage units. This average unit value for the month is multiplied by the appropriate storage unit rate for the service used to determine the monthly storage charge.

PSU's and DSU's are both handled the same except that the user's share of the validation file applies only to the PSU calculation. Only one PSU is charged for validation for each user regardless of project identification Storage charges are calculated for DSS authors in the same manner as storage charges are calculated for any other user.

Invoicing is made on a user number or catalog basis and project identification supplements provide details of project identification charges. The current minimum monthly storage charge for any user number is \$1.10 for Mark II and \$1.20 for Network. Thanks Joe Steel, Product Development, IND for help on this one.

750 (7-70)

For Fast-Fax call: TTY: 8*273-4524
Brian Berger Vic Henschel
8*273-4345 8*273-4525 8*273-4421

GENERAL ELECTRIC
INFORMATION SERVICE DEPARTMENT

It's where the money is !!!

BANKING AND FINANCE



Product planning, promotion and pricing for the Banking and Finance targeted market is done by John Canning (right), Application Sales 8*273-4656.

Providing software support for this targeted market are Ray Porter, (left) 8*273-4589, and Bob Ruzicka, 8*237-4592 in the Applications Development Operation.



THE MARKET

The Banking and Financial market consists of: Banking*, Credit Agencies, Security Brokers, Insurance*, Real Estate, Investment Companies, Financial Management*. (Items with * indicate 1970 emphasis.)



IAL STATUS

The Investment Analysis Language (IAL) is being offered by the American Bankers Association to commercial Time-Sharing vendors. There are at least three competitors offering IAL at this time: Graphic Controls, Interactive Data and On-Line Systems. We have worked with the ABA for an acceptable contract to obtain IAL but have not been able to come to terms. As of this date it is unlikely we will have IAL in the near future.

PRESENTATIONS AND VISUAL AIDS

When making a presentation to a prospect or customer use the sales folder "General Electric Time-Sharing Service for the Financial Executive (Pub.#261010). Insert sales promotion sheets, magazine reprints and customer profile.

A presentation of 60 slides and script on the Marketing and Economic Forecasting programs (FOSTR\$, GROWTH, GROTR\$, GETSA\$ and TRANF\$) is available for \$20 from Minnie Ferguson, Marketing Communications. Three of these programs FOSTR\$, GROTR\$, and GROWTH (DEMOG* on APEX**) are now available on the Mark II.

SALES POWER

The keys and tips for successful sales to this market are contained in two 3-ring notebooks: LET'S SELL TO BANKS and LET'S SELL TO FINANCIAL MANAGEMENT. The Financial Management book was introduced at Callaway Gardens. The books can be ordered through John Canning 8*273-4656 — he has them in stock and can send them to you. They are loaded with information on what products in our line appeal to what prospects — what departments of financial institutions can use what programs. Don't be without this book if you intend to sell to financial groups.

FINAN\$ SUCCESSES

Our Mark II BASIC Financial Analysis System has been extremely well received in the banking, management finance and public accounting circles. Among the more successful users are: Security Pacific Bank (L.A.) for analysis of corporate loan; Cleveland Twist Drill Co., to help determine their financial position in future years, and Ernst and Ernst (Baltimore) for client consulting in the management services area.

GEPAY\$ FIELD TEST

GEPAY\$, a generalized "day work" Mark II FORTRAN payroll package for up to 300 employees is now in field test.

Some of its features include —

- Automatic Pay Calculation
- Labor Distribution Reports
- Automatic 941A and W-2 Reports
- Payroll Summary and Register
- Automatic Restart Capabilities
- Bank/cash Payment Summary
- Payroll Check Writing.

QUIZ A customer has asked you to help solve the following problem:

1. He has a Mark I and Mark II contract
2. He wants to save and update every day a list of 10,000 items. This list need not be listable, but the updates should be performed and their impact listed every day.
3. Formats: the 10,000 items are all 2-digit positive integers (0-99). The updates are typed in random order, 1000 per day, as 2 integers. The first is a 4-digit number representing the item to be updated (0-9999) and the second a 2-digit number (generally negative -20 to +20) in a listable file.
4. The customer wants to print after each daily run the result for each updated item in the following format: (I5,I5,I5,I5) representing item number, previous quantity, modification and new quantity. There is to be one line per update item. No updating is required for items where the new quantity is negative. Instead, 3 asterisks should be printed after the list above.

The question is this: What system should this be run on — Mark I or Mark II, and how much would it cost on each system per program run, assuming a paper tape input of the update file(s). The answer assumes efficient programming. Best headquarters figures will be printed in the next issue. (Orders of magnitude are 100 CRUs for Mark I, and 10 for Mark II) How much can you beat those? Send Fast-Fax a quick letter with your results. We'll publish the best figures.

**ERAN
STAT
NEWS** A new subroutine, ERAN, for sensitivity and error analysis of a mathematical model is now in the Mark II Library. A past issue of the STATOGRAM Newsletter is devoted to a discussion of ERAN. Just request STATOGRAM, Vol. 15, No.2, from Mrs. Beulah Melius, Bldg. 5-237, Distribution Unit, R&D Center, General Electric Co., P.O. Box 43, Schenectady, N.Y. 12301. (Submitted by Cal Cillay - Applications Development Operation.)

FAST-FIX In FORTRAN and BASIC, real variable (floating point) must be initialized to 0.0 by the use of the initial value. This is not true for integer values.

**DON'T LET
SUPER-
BASIC
OUTSELL
YOU** Other Salesmen who offer Hyper-Basic, Super Basic, etc. don't have as much to offer as the BASIC you can sell on Mark II. Engineering Services came up with a series of features you

can use to out-perform those fancy-named BASICs. Dr. Norm Harvey, Dr. Hal Moore and Russ Lyddane have a series of BASIC features that will help you. They're on the Mark II systems stored under BASDEMO*** — they're listable — take the coding to your customers and let them see how they can work these fancy features into their programs. Five programs are described here — more will follow in later issues of Fast-Fax. This first group demonstrates how to handle strings and files of strings.

1. **LISTER** This is a simple program (self documenting). To be used when several files are to be listed. The principal reason for including it is to show the same general structure as the more complex punching and paging programs which follow — but this is easier to read.

2. **PUNCHER** This operates on a series of files whose names are included in data statements. It produces a punched paper tape containing a listing of each file, plus the commands necessary to read the tape into the system. When the tape is loaded into the reader and turned on, it will automatically stop after NEW (filename. After the computer types READY, the user turns the tape on again. He repeats this after each occurrence of NEW, TAPE, and SAVE.

3. **PUNCHLAB** This differs from PUNCHER in that it adds a legible title and date in the tape header for each file punched. Notice that it does no harm to read this header to the computer on input, since it terminates with a cancel, and these punches will be ignored.

4. **PAGER** This Subroutine produces paginated listings of the designated files which can be cut apart into numbered 8½ x 11 pages.

5. **PAGETAPE** This does the same as PAGER, but if the tape punch is turned on it will also produce a computer-readable tape of the program, although without the commands involved in naming and saving them.

All the programs are self-documenting. Make a paper tape listing of them and give them to your customers as a package of programming aids. Remember, they're more than functional — they exhibit some slick tricks for handling strings.

— Jay Segal, IND, Teaneck.

NEWS DATANET SOFTWARE SERVICES

Special procedure still required for old DSS author. The Xanadu Package (Insurance Software) is available on the following Mark II Systems:

System No.	Catalog No.
010	NDK82 (Network rates)
011	TGK82
013	BAK82

For prospects who want to access Planning Services Xanadu Software, follow these procedures:

1. Get the prospect to sign a GE Time-Sharing contract (MF-1).
2. Call Planning Services Company for a preassigned user number for your new customer. Call dial comm 8*323-0111 641-0137 and ask to speak to Mr. Charles Smeeth or Mr. Bob Canbier. That address is 120 W. Madison St. Chicago, Ill 60602.
3. Go through the Mailbox program and revalidate the user number for user number billing to your customer's address. Be sure to put password protection on the user number, according to your customer's wishes. Supply your cost center to the program for revenue credit to your office.

Note: A Xanadu user may become a GE customer (if you want him as a customer) by just having a Planning Services user number billed to him. In many cases, users do not require their own catalog and are not obligated for the \$100/month minimum. In all cases, of course, the customer is obligated for the \$100 initiation of service charge.

GPSS INTRODUCTION NOW AUGUST 17

The market introduction of GE Time-Sharing GPSS has been changed to August 17 due to a revision in the documentation schedule, says Bill Noble, Application Sales. A good User's Guide is a key part of the marketing plans for Time-Sharing GPSS and essential to its success. The delay will not affect the July 27-29 field workshop in Bethesda (final documentation drafts will be available).

INATOME AND ASSOC. The previous issue of Fast-Fax announcing Inatome as a level 1 DSS author (Construction Industries) neglected to state his phone number. Here it is: Joe Inatome 313 542-4862 (8*362-2011).

PRESENT DSS AUTHORS The following authors are in the DSS Q01 catalog on Network. They are either announced via Fast-Fax (for Level I) or by a Sales Bulletin (for Level II). All administrative procedures for field people are outlined in Sales Bulletin #131.

AUTHORS ON Q01 CATALOG - NETWORK

Marine Resources (L1)	Time/Ware Corp(L1)
Electric Util. Eng. Op(L2)	Leap Associates(L1)
CAPEX (Autotab)(L1)	Inatome & Assoc. (L1)
Sunn Real Estate (L1)	
GE Corp. Engineering (PA300)(L2)	
Multiple Funding Services Inc.(L1)	

In addition to these, the old (1969) authors are being renegotiated and converted to the new procedures. This leaves the following authors in the old DSS "K" Catalogs:

First Natl City Bank K60/84	Garrett K76
NGPA K80	Planning Services K82
Clary K87	

As conversions occur, the field will be informed via a special news letter.

FAST-FAX CLASSIFIED

WANTED	AVAILABLE
WANTED - Mark I air conditioning, sheath measuring program. Contact Marilyn MacDonald 8*273-4327 or Fast-Fax.	AVAILABLE - During the last two weeks of July, FTEST* will be on the 053 catalog. It's the Fortran test written by Judy Jehn. It serves as a final exam for Fortran classes. Get your listing during the last two weeks of July.
An evaluation of GECOS III vs. ISD Mark II Time-Sharing. Features, benefits, benchmarks, file sizes, language comparisons, turnaround time, libraries, strengths and weaknesses. Send results to Fast-Fax.	Index of NEWS programs: NEWS1*NN for Mark I; NEWS2*NN for Mark II. List FASTR*FAX for the index. Updates are sequentially numbered to minimize connect time. See the Mini-Manual with this issue.
Hank Altemus, Bala Cynwyd, is looking for a program that will plot the residual values for MULRG\$, or an equivalent. Contact Fast-Fax.	AVAILABLE - Terminet-300 horizontal tabbing demos TABB** for Basic demo; TABF** for Fortran demo. Thanks to Bob Cohen, Western Region Staff.
George Chipmen, Pittsburgh, wants a program to do orifice design, flange type. Contact Fast-Fax.	

