

FAST-FAX

January 15, 1971

**SELLS 14 DATANET 730 TERMINALS
— GROVER COLLECTS \$350**



Gerry Grover, Pittsfield, recently completed an outstanding selling effort on DN-730 terminals by bringing in 14 contracts from his GE customers, reports **Stan Brucker**, Eastern New York Branch Manager. Gerry will receive \$350 for this from the Terminal Bonus plan.

His strategy on these Internal Accounts included:

- * Cash flow kept in the General Electric Company
- * Three year lease only \$79/month vs. \$96/month (competition).
- * Reliable - quick - competent service.
- * One vendor service for Time-Sharing and terminal
- * Mobility of DN-730 enhances cost savings.
- * ISMD is in the terminal business.
- * Can update terminals to faster units at no financial penalty.

This conversion process was integrated with regular Time-Sharing customer calls and in no way distracted from growing Time-Sharing revenue. Congratulations, Gerry on a great selling job!

**TERMINAL BONUS PLAN WILL CONTINUE
IN 1971 — TN300 NOW INCLUDED, DETAILS
COMING!!!**

MARK II INCOME TAX PROGRAM

G.O. Mueller, Applications Development & Marketing: TAX70*, Mark II BASIC, for individual 1970 federal income tax returns is now available on the GP053 APEX catalog. It handles computations for the individual 1040 form along with Schedule A (itemized deductions). It runs in either conversational or file mode.

Instructions for running TAX70* are available in the file TAXIN*ST. No additional documentation is required. It requires minimal support. TAX70* may prove useful to current Mark II customers, including some small accounting firms, banks or other companies handling individual tax return preparation. Some customers may want to use this as a fringe benefit for their employees in computing or checking their tax returns. This program does not represent a complete tax package. All supporting data, including additional schedules, must be prepared prior to running TAX70*.

FLEXIMIS STATUS

The Flexible Management Information System, written by GE Corporate Engineering, has been made available on an advance release basis in selected areas. This was done to solicit customer and sales response prior to commercial release, said **Clarence Selin**, Applications Marketing. It will be commercially available about March 1. You will receive user manuals and sales material at the National Sales Conference, Feb. 28 — Mar. 6. Meanwhile, if you have any questions, call **Clarence**, 8*273-4731.

800 (1-71)

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

GENERAL  ELECTRIC

INFORMATION SERVICES MARKETING DEPARTMENT

IMMEDIATE ASSISTANCE FOR EDITING QUESTIONS

If you have a customer using the Editing functions for the first time on Mark II, and he's unsure of the procedures... help is on the system.

LINE EDITING FUNCTIONS

When he types EDIT EXPLAIN, he will get a list of the eleven Line Editing commands. This list is a guide to further information. For example, if he has never used the WEAVE function to weave portions of coding into a single program, type EDIT EXPLAIN WEAVE, and the system will explain the function as well as describe the format for usage.

STRING EDITING FUNCTIONS:

There are 20 string editing functions:

\$ABORT	\$INSERT	\$REPLACE
\$BACKUP	\$LIST	\$STRING
\$BEGIN	\$LOCATE	\$SUBSTITUTE
\$DUPLICATE	\$MASK	\$TEXT
\$END	\$MORE	\$TIME
\$FIND	\$MULTIPLE	\$TRANSLATION
\$IGNORE	\$PROGRAM	

To get an explanation and instructions on using the string editing functions, you merely substitute a question mark for the dollar sign followed by the command. For example, ?FIND will produce an explanation of the search-and-find function.

The function can do in seconds what it takes minutes to do manually. The Editing Commands reference manual is 911374A.

WRONG NUMBER!

Norm Otis, ISD Documentation Unit: INVENTORY CONTROL TOOLS, Publication 906320A, was recently reprinted. On the back cover, however, the number 907337A was erroneously printed. Please use number on front cover for identification purposes.

AIDS FOR DATA MANAGEMENT

Are you looking for programs or subroutines to pack and unpack files in data base management applications? Fast-Fax received from the field such routines which are now available on APEX***.

John Sliter, Schenectady, provided FORTRAN subroutines for alpha or integer strings. The packer is SALFA*PAC and the unpacker is SALFA*PIC. For assistance with these you may call John on 8*235-9241.

Ken Clement, Santa Barbara, Calif., sent programs to pack and unpack alpha strings in BASIC. BPACK*KC packs six alpha characters into a word plus one word for each alpha string. The character codes have to be between 31 and 64. The unpacker program is BUNPK*KC.

MAILING LIST PROGRAMS

If you want a computerized customer mailing list that can be manipulated — updated, modified, do select mailing — it's now possible with programs on APEX**... thanks to Bob Caton, Rochester, N.Y.

MASSM*IL prints customer names and address on sprocket fed Avery gummed labels. MODIF*AD guides you in updating your mailing list. It will print out about 200 addresses in less than an hour. A big help in preparing your LEADER mailings!!

PARTS EXPLOSION PACKAGE

Paul Morey, San Francisco, has made available on APEX** a Generalized Random-Access Parts Explosion package (GRAPE). Using binary-random files, it is dimensioned to handle 6000 parts, 200 assemblies, and 200 parts per assembly.

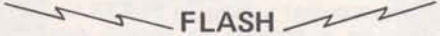
INFOR*M is the basic file from which the system operates. MODFI*LE allows the user to add, delete parts, change labor or prices, modify assembly or clean the assembly file. Call Fast-Fax for documentation.

NEW REMAPT MANUAL GOOD TRAINING TOOL

A new REMAPT reference manual — good as a training tool, a classroom text, and a handy reference for the time-sharing user — is now available. Your NC customers, in either large or small firms, can use this text to sharpen the skills of REMAPT users.

Written by **James Childs**, nationally recognized consultant and educator in the field of Numerical Control, the manual uses a read-a-little, answer some questions, and review-a-little format. He has used REMAPT in conducting NC classes, and the new manual reflects his knowledge of GE Time-Sharing Service and Numerical Control. He starts with basics and builds on them through the use of problem type examples which shop people recognize.

The new manual, 002390, is \$5. "Good NC training complimented by good documentation produces self-sufficient end users," reminds **Joe Domonkos**, NC marketing specialist.


FLASH
TAPE BMC PRICES JUST APPROVED.
NEWS2*68 FOR DETAILS.

PETRO/CHEM CUSTOMER SEMINAR

A seminar-workshop for your petro/chemical customers and prospects on "Process Design via Time-Sharing Computer" featuring GE Time-Sharing Service will be held in Houston, Texas, Feb. 27 & 28. As part of the national meeting of the American Institute of Chemical Engineers, **Tal Briddell**, Application Sales, and **Robert V. Jelinek**, Syracuse University, will present GE offerings including GEPDS, GPSS, and DYSIM. Attendees may operate demo programs from terminals connected to the GE Mark II system.

The seminar costs \$100 for members and \$125 for non-members. For reservations, have your customer contact **Hal Abramson**, American Institute of Chemical Engineers, 345 East 47th St., New York, N.Y. 10017.

TECHNICAL TIPS

RELATIONSHIP BETWEEN PROGRAM SIZE AND EFFICIENCY, MARK II

When a program is large, it appears that the system gives it lesser priority, but priorities are not determined by program size alone. The system finds the best match between the programs in queue and the amount of core available. Once you get into core you don't want to get swapped out to receive an answer to an input statement. Here are some tips on program design to make programs more efficient, from **Dinu Martin**, Headquarters Sales.

When a program is conversational, the conversational part should be "isolated" in a "small conversational module". (The object code size of this module should be small). In FORTRAN at the end of this conversation, the data should be transmitted using COMMON to a second "computational" module. This can be quite large.

In BASIC, it is necessary to use a file between the links. This file will need to be opened and closed each time. This makes BASIC somewhat less efficient than FORTRAN.

The large computational link gets more core time (up to 4 times more) between swaps than small conversational links. This increases efficiency even more.

GEPAY\$ FORMS

Moore Business Forms is planning nationwide publicity on the availability of payroll register and check forms which are used with GEPAY\$, Generalized Payroll System.

In the meantime, if any problems arise concerning the ordering of these forms at the local level, contact **Francis Finch**, Moore Business Forms, 8*272-4011 then ask for 864-6007, advises **Ray Porter**, Mfg. & Bus. Appls.

CAUTION! TERMINAL WON'T TAKE FAST INPUT

Some high speed terminals — the 2741, Datatel, Dura, and other terminals, when using EBCD code-character sets — may create problems if fast input is attempted. Only manual input will be accepted — no cards or paper tapes — and typing must be relatively slow.

Leo Kotschenreuther, IND, said these terminals output a nine-bit character instead of eleven bits as in ASCII. If the RC hardware receives two of these characters without at least one intervening character of all mark bits, it will print the first two bits of the second character as the last two bits of the first. The same thing happens if the user types too fast. Often the keyboard will become suspended in the "unlocked" mode although any number of other manifestations could arise.

ALGOL FOR INTERNAL USERS ON MK II

Allen Nuss, Product Service, IND: Version 1 of ALGOL, without file capability, is currently on all Mark II systems. Its usage is restricted to internal users and will remain so until PR29 and the release of Version 2. There are approximately 100 R&DC user guides which will be issued, on request (to Nuss's office).

When Version 2, with file capability, is released, we will then release ALGOL as a Class 2 language. Class 2 will designate a language which has no future enhancements scheduled and has little, if any, applications support (CAS support, etc.). A revision of the R&DC manual under our banner will be available for customer usage upon commercial release.

Editor's Note: Comments on the subject to Allen Nuss should go through the TELL.ME system.

CPA CONTACT

Contact for the New York Ernst & Ernst account is now **Bob Cohen**. You may reach him on 8*222-3486.

MULTILEVEL CPM SORT

Din Kurawadwala, Eng. & Sci. Applications: CPMX2A\$*** is a new multilevel (3-level) CPM sort program which shall sort on three different keys at a time: first on major key, then on middle and then on the third or minor key. The running instructions are similar to CPMX2\$*** (one-level) sort programs in publication AR-4.

CLASSIFIED		JAN. 15, 1971	
WANTED			
<p>ond. Make c m. wkdy s. W. MAC 1972. Only \$5 W. MAC ond. 5 pc. 8-6832.</p> <p>M alms (20) ne 89, 25 yr. s hair. s rigr. s</p> <p>W. FRACH. Compl. w/car mode, will zig ut rholes, n ractive cons rr. avail. E ury Rd. 526-6</p> <p>ELVING — S itaion. 2-61</p> <p>IN DIVING junior water nater, double aper. n. B 01-37-6.</p> <p>OF — French chairs. Like ne</p> <p>OFAS — Trad cond. C. d 765-</p> <p>OF — LIVE SE maid. \$25, 941-</p> <p>SOF</p> <p>8-229. Save 76. 00. 71.9</p> <p>SOFAS — New S \$2. 15 now \$1 Dir.</p> <p>SOFAS & CHAI 1 yr. old. \$175.</p> <p>SOF A — Peautifu Hickory. Askin</p> <p>TEREO — A \$250. cor.</p> <p>TEREO-TV 23" solid walt char. r. \$165.</p> <p>TEREO — Over cor stereos, c a'n changer 1. 9. \$19.95. buig. Hc. 4E.</p> <p>TEREOS — Con Reress. — \$70 u p. Sounr. Inc</p> <p>TEREOS — IN New console AM/FM radio for \$ 6.75. Cl STEREO CO</p> <p>AFE PLAYE Deflec. 9-695</p> <p>ARKPA LINS — \$10. 1 x25. \$ Used. dir. 151</p> <p>USED ree 0 day One yee Rau-American 11 L</p>	<p>Knute Gleason, Meriden, Conn. wants insurance actuarial program which calculates policy reserves based on the Commissioners Reserve Valuation (CRV) method. If you have something in this area, contact Knute 8*225-6215, or Fast-Fax.</p> <p>Any programs relative to horoscopes. Has anyone come up with a data base that contains information for each of the signs. Contact John Kjos, Los Angeles, 8*432-5321, or call Fast-Fax.</p> <p>Don Graves, Meriden, is looking for a character string list manipulator program or SLIP (semantics list processing) package in FORTRAN. Also a program to smooth data points prior to using various numerical analysis techniques. Call Don, 8*225-6216, or Fast Fax.</p> <p>Bob Fohl, Miami, is looking for a program to do an amortization schedule with a balloon payment. Call Bob on 8*281-7410 or Fast-Fax.</p>	<p>Stues, warnu r-495. VA. K.PANIL- 1. 7/0. And X 3. 5. 5 lay-</p> <p>MUSIC Miale, Va. 33 3 familn. / m etely rebuilt 750. Cordolor 2. Morel (M) etely rebuilt 6. Conc lon 1. Musical instru- e at VENE-</p> <p>R MARTIN s 1. stock ides. ENE- a. Ave. Mil- sc. Ave. Be-</p> <p>N T 3 r Jim. 95 -5500 Eir.</p> <p>Rent Best Quality 1st Price SING 0 dover, Md. Ash. D.C. Ar. Va. ves. 8 2 m. Ar's bid- 5. 10ice of d. 864-6100 or</p> <p>AND ITURE ard make the fu- ntal pu- hase</p> <p>ng Corp. c. 400 ARL. 522-4141</p> <p>ID 13 IALS — One set. id. cash</p> <p>ir 8-07-78 F. One piece on ytime.</p> <p>ARK ET C.</p>	
AVAILABLE			
<p>AFE PLAYE Deflec. 9-695</p> <p>ARKPA LINS — \$10. 1 x25. \$ Used. dir. 151</p> <p>USED ree 0 day One yee Rau-American 11 L</p>	<p>CURFT*EXP, program on APEX*** tells how to expand CURFT\$*** to encompass more independent variable sets. Thanks Bob Collins, Houston, and Cal Cillay, Eng. & Sci. Dev. Opr.</p> <p>GLOBE*, Mk II FORTRAN program which computes distance in statute miles between two points on globe. Self-documenting. Thanks Dave Corbin, East Orange.</p>	<p>ALL OLD STUFF — We buy & pick up used furn., antiques 3-6634.</p> <p>ALL OLD STUFF — We buy & pick up used furn., antiques 3-6634.</p>	

