

Three Receive Suggestion Pay-Offs

Hattie Moore, Alice Prince and Carol New of General and Tax Accounting, Division Finance Operation, received a total of \$75.00 for their time and money-saving suggestions. In addition to their cash awards, their names were added to their office Suggestion Honor Roll.



From left to right, Carol New, Hattie Moore, and Alice Prince, have their names added to the Suggestion Honor Roll by Jim O'Brien, Manager, Accounting Operations.



Division Finance Operation staff gathered for presentation of suggestion award checks to three co-workers. From left to right, Elaine Chisholm, Carol Sutton, Georgia Hodges, John Lamphier, Tony Crisafulli, Donald Deemer, Elizabeth Smith, and Martha Waiwaiole.

GEISI Doubles Earnings in 1969

Milan, Italy — General Electric Information Systems Italia (GEISI), GE's Italian computer affiliate reported 1969 net profits of 509 million lire on revenues of 38.7 billion lire. This represents a 26 percent increase in revenue over 1968 and more than double 1968 earnings.

The report was made in conjunction with the Company's recently held annual shareowners meeting.

Earlier this month, GE's other major European computer affiliate, Bull General Electric in Paris, France, reported it became profitable in 1969 following four years of losses (See

article page 2).

GEISI develops, produces and markets computers and peripheral equipment throughout Italy and is responsible for GE's full line of information systems and services in that country.

Orders received in the Italian market were up 58 percent over the previous year, according to Ottorino Beltrami, managing director of GEISI.

Export sales of the highly successful GE-100 line of smaller computer systems rose 40 percent over 1968 and accounted for a substantial part of the Company's total revenues last year.

Transportation Magazine Features T/S

The monthly magazine of the National Transportation Society, *delta nu Alphian*, recently carried a news item and picture about GE Time-Sharing.

The article centered around a time-sharing presentation offered to the local Syracuse, N.Y. chapter by Art Baker and Mike Farsaci, Account Representatives-Syracuse Office. To demonstrate how easily time-sharing service works, a terminal was set up and Art discussed how, for the first time, many transportation firms can afford to use a computer.

The attendees appeared interested and favorably impressed with the capabilities of General Electric Time-Sharing. Art and Mike left the meeting with a better appreciation and understanding of the transportation industry and its problems, states R. E. True, Manager-Central New York Branch.

Toward a Better Environment



Featured in the News-Share supplement last week was GE's huge model of a city on display at the General Electric Carousel of Progress at Disneyland. A highlight of the model city is its balanced transportation system . . . which consists of convenient "people movers," smogless generating stations, pollution free industrial plants and advanced uses of lighting for safety and security — all possible from existing General Electric technologies.

Insurance Firm Orders GE-415 for Greater Efficiency

Pharmaceutical Card System, Inc., a firm that processes third party drug

prescription payment claims on a nationwide basis for industrial, union,

(continued next page)

(continued from PAGE 1)

government and private medical insurance plans has ordered a GE-415 information system.

The GE-415 will be installed at the PCS national headquarters in Phoenix, Arizona. Initially, the medium-scale computer will be used to process thousands of prescription claims daily while performing a variety of other business and administrative applications.

GE's First Quarter Results Announced by Fred Borch

NEW YORK -- General Electric Company sales were \$1,563,934,000 in the first quarter in 1970, a decline of 22 percent from \$2,004,560,000 recorded in the corresponding period of 1969, Chairman Fred J. Borch announced. The drop in sales revenue was attributed to the strike which began at the end of October, 1969, and terminated in February, 1970.

The lower sales volume combined with substantial costs of restarting operations and rebuilding depleted finished production inventories resulted in a loss of \$42.6 million for the first quarter of 1970. In the first quarter of 1969 earnings were \$77.5 million or 86 cents per share.

Borch pointed out that while the effects of the strike were felt throughout the entire first quarter, Company operations in March were profitable. This was due, he said, to the speed and effectiveness with which managers resumed production "and by the constructive spirit with which employees generally returned to work."

Despite the severe impact of the strike, the General Electric chairman noted that the Board of Directors has expressed confidence in the Company's ability to recover, maintaining the regular quarterly dividend of 65 cents per share payable April 25.

Borch added that "emphasis is being placed on efforts to regain the momentum toward improved earnings which was evident before the strike began. These efforts should lead to improved results as the year progresses."

Marino and Nussbaum Total Twenty Years Service with GE

Ernest Nussbaum, Manager - Civil Engineering Projects and Tony Marino, Manager-Philadelphia North Office, recently received recognition for their ten years of service with the General Electric Company.

Pictured, Ernie receives his award from Ralph Loftin, Manager-Programming Services Operation, while Don Stone, Manager-East Pennsylvania District, presents Tony with his ten year tie clasp.



Ernie Nussbaum and Ralph Loftin



Tony Marino and Don Stone

Organization Announcements

On April 1, 1970, the Headquarters Marketing Section and the National Marketing Section joined to form one over all Marketing Section managed by Everett L. McCleary.

Frank Kittredge, formerly the Manager of National Marketing, ISD, is now Acting Manager, Desk/Side Time-Sharing Operation, IND.

John G. Ellis has transferred from ISD as Manager, Special Services Operation, to the Electronic Systems Division's Advanced Systems and Requirements Operation to become Manager-Air Traffic Control Systems.

All personnel and programs of the former Special Services Operation are now assigned to the Terminal Devices subsection within the Marketing Section, with George H. Webber, Manager.

B-GE and SIB-GE Break Even in 1969

Paris, France — Compagnie Bull General Electric (B-GE) and Societe Industrielle Bull General Electric (SIB-GE) recently reported that both companies "broke-even" in 1969.

After providing for depreciation and other reserves, notably, an additional 11.8 million francs reserved in Compagnie Bull General Electric for investment in its affiliates, results for 1969 are as follows for each of the two companies:

B-GE: 2,393,000 francs net profit.

SIB-GE: 1,168,000 francs net profit.

At the same time, substantial business progress was registered, including increases of over 40% in net orders and of 33% in revenue for Compagnie Bull General Electric.

Commenting on the year's performance, M. Henri Desbrueres, President of B-GE and SIB-GE, said "the plan we established several years ago has enabled us to reach our objective of putting the companies on sound financial footing, while at the same time assuring continued growth."

Technical and marketing progress, M. Desbrueres added, was marked by: 1) The introduction of a new integrated circuit computer, the GE-58, designed specifically for small businesses and marketed worldwide, including the U.S.

2) The spectacular success of the GE-600 large three-dimensional systems, over 15 of which have been ordered or installed to date by B-GE customers.

3) Continued success in selling the full GE-50 series with more than 1,200 systems installed and on order to date. Substantially increased activity also was reported in sales of peripheral equipment.

Finally, in the face of increasing competition attracted by B-GE's success, the company has maintained its leadership in the time-sharing field. B-GE opened a number of new centers in Europe and doubled its investments in this business.

NEWS-SHARE is published by General Electric ISD, 7735 Old Georgetown Road, Bethesda, Md. 20014, for the benefit and information of its employees and their families. Articles and pictures may be submitted to: Jean Walker, Editor.

NEWS-SHARE

 Information
Systems

Information
Services

Vol. III, No. 65

Bethesda, Maryland

May 22, 1970

Team Effort Reaps Profit

C. J. Wang, Customer Applications Specialist-Seattle, Bob Cohen, CAS-Western Region Staff, and Randy Myers, Account Representative-Seattle, recently pooled their talents to develop an urgently needed Numerical Control Postprocessor for a customer. It took four days and nights to complete this job. However, this streamlined service proved to be profitable for the Seattle Branch because the customer paid for the development of the Postprocessor and will use it on Mark II to the tune of \$2,500 per month.

Bob Garden, Manager-Seattle Branch, is proud of this team effort which emphasizes the Division's goal of increasing revenue with existing customers.



Planned Agreement Between GE/Honeywell Announced

The following announcement was released to the press on Wednesday, May 20, 1970.

General Electric Company in a concurrent release with Honeywell Inc., announced today that an agreement in principle had been reached covering the acquisition by Honeywell of

81½% and by General Electric of 18½% ownership of a new company which is to include the present Honeywell computer operations and the General Electric business computer equipment interests.

It is proposed that the transaction include both domestic and international interests, including the transfer to the new company of the General Electric shares in the Bull General Electric companies. Under the proposal General Electric would receive 1,500,000 shares of Honeywell common stock together with notes totaling \$110,000,000.

The present Honeywell and General Electric products complement one another, and it is intended that the new company continue development and support of current product lines. The management of both companies view the formation of the new company as representing a significant step towards assuring success in the computer markets of the world. General Electric Board Chairman, Fred J. Borch, emphasized that General Electric's business computer customers "would continue to be served fully, both in terms of sales and service."

Mr. Borch also pointed out that General Electric's time-sharing services, computer communication equipment, and process computer businesses are not included in the negotiations with Honeywell.

Negotiations are now going forward toward final agreement. Any final agreement would be subject to the approval of the Boards of Directors of the affected companies and to receipt of any necessary government approvals.

Please note that the Information Services Division referred to as time-sharing services in the release is specifically excluded from the negotiations. As more details of the negotiations become publicly available, you will be notified at once.

Arthur E. Peltosalo
Division General Manager

Sharman Attends Advanced Marketing Management Seminar



Dick Sharman, Manager-Sales Programs, recently completed the 59th Advanced Marketing Management Seminar held in Boston.

Conducted by the Marketing and Public Affairs Department, the three-week seminar was attended by 102 representatives from General Electric Operations located around the country, Canada, and eight foreign locations.

Course instructors included several faculty members from the Harvard Business School, Dartmouth College and the University of Wisconsin.

The over all content of the Seminar involved intensive study in the areas of market research, product planning, advertising and sales promotion, sales, product service, marketing administration and personnel development.

Three Day Weekend Begins May 29th

The fourth paid holiday in 1970 for many Information Services Division employees is Memorial Day, celebrated on Friday, May 29. This results in a three-day weekend for your enjoyment. Drive carefully and remember that safety is no accident.

Shannon Receives Jaycee Award



Link Shannon, Mark II Systems Engineer, IND, was recently honored with the Maryland Jaycee's "SPOKE of the Year" award. SPOKE's are first year Jaycees who make outstanding contributions in the areas of Service, Participation, Orientation, Knowledge, and Enthusiasm.

Link's award was based on his service as director and vice-president of his local Bowie chapter, president of the Bowie Recreation Council, and a committee chairman in his local Parent Teacher Association. His Jaycee activities included compiling the Bowie chapter's annual program and budget for nearly eighty projects, enlarging the personnel management system to motivate and measure progress for 150 members, supervising the efforts of four local project directors and 25 committee chairmen and actively participating in local and state meetings.

Weather or Not ?

Don't knock the weather; nine-tenths of the people couldn't start a conversation if it didn't change once in a while.



Z. Quastler

Home Office Picnic Athletes Sport Crutches

Two Home Office "outdoor sportsmen", Z. Quastler, Manager-Mark I Services Operation and E. Ward, Specialist, Professional Recruiting are now walking on crutches following their participation in a game of volleyball at the annual Home Office picnic.

The two athletes were quite enthusiastic about their team's victory and both played the game to win. For their team spirit and good sportsmanship, Zigi and Ed now sport their "wooden stick" awards.



E. Ward

Medley Celebrates Five Years With GE

Jim Medley, Audio Visual Specialist, last week celebrated his fifth anniversary with the Company. Before coming to ISD in 1969, Jim worked at Management and Technical Services Department at Bay St. Louis. Presenting Jim his award is Ike Smith, Manager, Sales and Technical Training, and Lyn White, Training Specialist.



Have a question or a gripe?
How about a comment? An idea?
WRITE IT DOWN AND SEND IT IN.

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7735 Old Georgetown Road
Bethesda, Maryland 20014



News-Share is published weekly by the General Electric Company, Information Services Division, for the benefit and information of employees.

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Jean M. Walker -
Specialist, Communication



Dallas High Schools Use T/S in Classrooms

The Dallas Sales Office recently submitted an unsolicited sales proposal to the Texas Education Agency, which accepted the proposal and is now using time-sharing for mathematics instruction in nine Dallas high schools.

Dallas' computer math is a unique program which receives some \$62,000 in federal funds to pay the cost of sharing time with General Electric's computer. The schools are equipped with teletype machines to GE's model 265. Computer time costs approximately \$4,000 per month for the high school operation.

"The computer is the foundation of our future mathematics in high school," said Mrs. Betty Elder, a Dallas math instructor. "More students are seeing the beauty of math through their own programs and those of their fellow students." Mrs. Elder indicated that computer math is just as valuable for the slow learner and low achiever as it is for the bright math students.

High school math teachers were trained in a six week course at GE to learn techniques needed to instruct the high school students.



Diane Johnson, CAS

Selling to the Texas Education Agency

The Dallas Office proposal, prepared by **Diane Johnson, CAS**; **Merv Lewis, Manager - Southwest District**; and **Dave Hudson, Manager-Dallas Office**, was submitted following four months' research, and a review with final approval from the Home Office. Then, GE offered financial support to a Dallas high school teacher who wrote the program "Computer Application to Calculus." When the proposal was complete, Regional Vice-President **Bill Frogue** assisted in making the presentation to Dr. J. W. Edgar, Commissioner of Education.



Dave Hudson, Manager-Dallas Office



Bill Frogue, Regional Vice President

LTDI for Employees to Cost Less, PAI More

On August 1, the Long Term Disability Income Plan for Salaried Employees (LTDI), will eliminate contributions for at least three months for all who were participants at the end of 1969.

E. S. Willis, Manager of Employee Benefits of General Electric recently indicated that *favorable* experience under the Plan has made this improvement possible. However, Mr. Willis said that *unfavorable* experience occurred in the Personal Accident Insurance Plan (PAI), which provides employees with up to as much as \$100,000 of coverage in blocks of \$10,000 at a minimum cost.

Since July 1968 the rate for PAI has been 45 cents per year per \$1000 of coverage.

The high frequency of accidental deaths, especially in auto accidents and the larger claims, has made it necessary for the rate to be increased to 50 cents per \$1000 of coverage beginning July 1. This is the same rate that was in effect prior to July 1968 when favorable experience made it possible for the insurance carrier to lower the rate, Mr. Willis said.

Under the new rate, employee contributions for \$30,000 in coverage would be \$15 per year as compared with the 1969 cost of \$13.50 per year.

Electric Facts

With only 6 percent of the world's population, the United States continues to lead all other countries in the production of electricity. America generates over 36 percent of the world's electrical power, which is more than the combined output of Russia, Japan, the United Kingdom, Western Germany and Canada, the five next greatest producers.

Honeywell Chairman Binger Speaks About Computer Agreement

Honeywell Chairman James H. Binger said, "the Company's plan to combine its computer operations with those of General Electric announced recently was structured with the intention that no dilution in Honeywell earnings per share would result."

Binger also said that "reflecting this intention, \$110,000,000 in notes that Honeywell is giving GE as part of the transaction will be interest-free for one year."

Binger issued the following statement:

"The long-term advantages of combining the Honeywell and General Electric computer operations and the strength that it brings to Honeywell seem to us apparent.

"We believe it is important to bring to the attention of the shareholders of both companies and the financial community the following specifics which relate to the short and long-term implication of the transaction:

"Number 1 — General Electric overseas operations which account for the larger part of their computer business were profitable in 1969.

"Number 2 — The combining of Honeywell and General Electric's computer operations will result in important economies of scale and in the elimination of significant duplication of research and development programs."

Other reasons mentioned by Honeywell chairman as behind the agreement with General Electric were:

"Number 3 — The \$110,000,000 in notes Honeywell will give GE are interest-free for one year.

"Number 4 — The transaction will virtually double the size of Honeywell's computer business world-wide and as a result we would take over unquestioned position as the second largest computer company in the world.

"Number 5 — Honeywell broadens its product line substantially since General Electric has extensive product offerings both larger and smaller than Honeywell.

"Number 6 — General Electric's and Bull-GE's strong market position on the European continent complement Honeywell's strong position in the United Kingdom.

"Number 7 — The resources of Honeywell's strong U. S. sales force can be applied to sell Bull-GE's line of small computers."

Ten Years with General Electric



Gene Kozlowski, Manager-Systems Design and Programming, Falls Church (left), is congratulated by Ralph Loftin, Manager-Programming Services Operation, on the occasion of his tenth anniversary with the Company.

Summer Safety Notes

As the warm vacation season swings into full bloom, enjoy yourself, but be aware of water safety, fire safety and highway safety. Try to swim only in guarded areas and keep a careful eye on young "splashers."



To the "backyard barbecuers" and "seashore chefs": do not leave fires unattended, keep matches out of the reach of children, and bury or water-soak hot coals before leaving your picnic area.

Obtain a copy of the Red Cross First Aid Handbook and pack it in your picnic basket. Aim to become familiar with some basic first aid techniques, should an accident or emergency develop.

When it's time to "fold up the tent" and head for home, take your time and drive with extreme caution.

GE Announces Man-made Gem Quality Diamonds

Last week General Electric reported that the Company has developed clear, gem-quality diamonds, some of them weighing more than a carat.

GE's gem diamonds are produced by subjecting graphite, a form of carbon, to extreme pressures and temperatures. These diamonds, like man-made industrial diamonds which were announced in 1955, show X-ray proof that the product is indeed diamond.

Over the past 15 years, the Company's Specialty Materials Department in Worthington, Ohio, has become one of the world's major producers of industrial diamond abrasives used for grinding, polishing, sawing and other industrial applications.

The process of "growing" large diamond crystals in the laboratory is long and complicated, consequently, the carat-sized diamond gems are more costly than those dug from the ground, reports Dr. Arthur Bueche, GE Vice-President for Research and Development. "We simply don't know whether it will ever become possible, in the future, for synthesized diamonds to compete economically in the gem market," he added.

Q. When will the new Division telephone directory be published?

SPEAK UP

A. The Division telephone directory is currently being compiled and should be complete and ready for distribution in early July. The new directory will include *all* employees — field and home office.

S & S Prices for 1970

Month	Stock Price	Fund Unit Price
January	\$73.988	\$28.086
February	69.921	27.007
March	72.268	26.304
April	74.165	25.047
May	66.429	21.950

Future Time-Sharing Customers Visit Washington IPC

Last week, the Washington Office was host to a Cub Scout Pack of twenty-four young computer enthusiasts.

The Pack, from the Annapolis, Maryland area, arrived at the Washington Sales Office early Saturday morning and were met by **Harry Hearn**, Manager-Capital District Office and **Dick Farrell**, Manager-Government Branch. The group assembled in the Sales Office classroom



where Harry gave them a fifteen minute briefing about computers . . . what they are and how they operate. He also described the difference between the batch and time-sharing computers.

The boys were intrigued and full of questions. A terminal was on display and its operation was discussed.

Following the classroom session, the Cub Scouts visited the computer center where, in groups of four, they were given a guided tour of the facility.



Central Region Holds PBM Class

Sixteen employees, all managers in the Information Systems Group, recently completed the two and a half day intensive course entitled Professional Business Management at work.

The course was conducted at the Port O' Call Motor Inn in Brook Park, Ohio, with Malcolm J. MacGregor, Manager-Relations and Facilities as the course leader and Howard Lovejoy, Central Region Relations Representative as course administrator.

Guest conference leaders included Bill Perry, Manager-Compensation and Manpower Development; Al Jones, Manager-Central Region, ISD; and Mark D'Arcangelo, Manager-Relations and Utilities, Lamp Division, Nela Park.

Course participants were: Stan

Brucker, Manager-Eastern New York Branch; **Jim Carro**, Manager-Indianapolis Branch; **Brit DeSilva**, Manager-Western New York Branch; **Bob Donnestad**, Manager-Milwaukee Branch; **Bob Evanoff**, Manager-Technical Services; **Steve Gellman**, Manager-Columbus Branch; **Dave Malt-**



Mac MacGregor leads discussion in GE management philosophy at PBM course in Cleveland.

Standard Oil of California is New DAS Customer

Phyllis Mudrick, Account Representative, San Francisco Branch, recently closed the first Dedicated Access System contract with a customer outside of the General Electric Company.

Phyllis's DAS sale was to Standard Oil of California, which is now installing the in-house 360-67 time-sharing system. This DAS sale guarantees revenue for a full year.

Phyllis, who works primarily with the San Francisco financial community, recently developed a special purpose FINAN program for banks. She joined the Information Service Department in September 1968.

This month, Phyllis Mudrick also announced her plans to close another contract, the "marriage contract" with **Bob Cohen**, CAS of the Western Region.



Phyllis Mudrick and Bob Cohen of the Western Region, plan to wed.

house, Manager-Louisville Branch; **Ernie McFadden**, Manager-Cleveland Sales; **Bob McGregor**, Manager-Cleveland East; **Joe Mezera**, Manager-Technical Services; **Denny Mulford**, Manager-Cincinnati/Dayton Branch; **Marty Owens**, Manager-Chicago Branch; **Jim Quayle**, Manager-Cleveland West; **Bill Regan**, Manager-Pittsburgh Branch; **Mel Szot**, Manager-Des Plaines Branch; **Joe Takitch**, Manager-Brook Park IPC.

Report for 1969 on Your General Electric Insurance Plan

In 1969 the benefits paid under the Plan to employees and their beneficiaries once again reached a new high—over \$19 million more than in any previous year. More than 99% of all General Electric employees continue to enjoy the valuable protection of the Company Plan which pioneered in the development of comprehensive medical expense insurance in 1955.

This report shows the 1969 financial activities of the General Electric Insurance Plan which has provided broad, flexible protection for employees and their dependents, the cost of this protection and how this increasing

hospital and medical cost was shared. We believe it essentially meets requirements for a summary of the annual report under the Federal Welfare and Pension Plans Disclosure Act.

HERE'S HOW THE COST WAS SHARED

Employee Coverage Total Cost \$85,644,976

(Includes Life Insurance, Accidental Death or Dismemberment Insurance, Weekly Sickness and Accident Insurance, Medical Expense Insurance, and Maternity Benefits.)

Amounts received from:

General Electric Company and participating affiliates	\$61,825,825	(72.2%)
Employee Payroll Deductions	\$23,819,151	(27.8%)
Employees Covered (at year end)	330,326	

The Company's objective is to provide General Electric employees with the soundest possible group insurance protection. The portion of the total cost paid directly by the Company for this protection was 72.2% in 1969.

Dependent Coverage Total Cost \$48,714,162

(Includes Medical Expense Insurance and Maternity Benefits)

Amounts received from:

General Electric Company and participating affiliates	\$28,240,297	(58.0%)
Employee Payroll Deductions	\$20,473,865	(42.0%)
Employees with Coverage (at year end)	220,924	

The original aim of the Company was to devote the major portion of its contribution to employee coverage and to assume only the administrative costs of the dependent coverage with employee payroll deductions covering the cost of incurred claims for dependents. This procedure would help to assure that all employees will share equitably in the Company's contribution, whether or not they have dependents.

However, in 1969, employee payroll deductions again fell far short of the amount needed to cover the cost of claims incurred by their dependents, and the Company paid the balance of the claims cost as well as the administrative cost of dependent coverage.

Combined Cost of Plan Total Cost \$134,359,138

Amounts received from:

General Electric Company and participating affiliates	\$90,066,122	(67.0%)
Employee Payroll Deductions	\$44,293,016	(33.0%)

The combined cost of the Plan—including the cost of coverage for both employees and dependents—was over \$134.3 million. This amount is an impressive all-time high. Since 1956 the annual cost of this Plan has increased by over \$87 million.

Employee contributions shown above do not include amounts advanced by the Company during the strike to continue employee and dependent coverage in 1969.

HERE'S HOW THE MONEY WAS SPENT

Claims incurred during the year:

By employees

Life Insurance	\$ 30,629,459
Accidental Death or Dismemberment	1,413,012
Weekly Sickness and Accident	15,455,247
Medical and Maternity Expense	34,823,469
TOTAL BY EMPLOYEES	82,321,187

By dependents

Medical and Maternity Expense	47,337,620
TOTAL INCURRED CLAIMS	129,658,807

Addition to reserve for retired employees

4,673,595

Other charges

5,194,187

Gross Cost

139,526,589

Less interest credits

5,167,451

Net Combined Cost of the Plan

in 1969	\$134,359,138
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NOTES

Under the Plan 66,000 more claims were paid in 1969 than in 1968 and benefits of \$124,266,206 were paid directly to or for employees and their beneficiaries. In addition, the funds held in reserve to pay claims for covered expenses incurred by employees and their dependents in a given year, but which are not reported in that year, were increased by \$5,392,601. These two items make up the incurred claims total of \$129,658,807.

This is the amount set aside in 1969 with the Metropolitan Life Insurance Company to help provide life insurance coverage for pensioners.

This is the amount for taxes, expenses, necessary adjustment of other reserves and all other purposes.

This is the amount of interest credited by the insurance company on reserves built up over the years.

General Notes Regarding The Insurance Plan

Cost of Plan . . . During 1969 benefits provided directly by the Company amounted to \$74,783,403 and the balance of the net cost (\$59,575,735) represents premium payments to insurance carriers. No commissions were paid.

Reserves . . . At the end of 1969, the insurance carriers were holding reserves totaling \$137.1 million to meet Plan obligations. The principal obligation is to provide life insurance to pensioners.

Advance Deposits . . . The Company also made advance deposits to the insurance carriers of additional money from corporate funds to provide for unpredictable claim costs. Accurate forecasting, based on experience, and close liaison with the insurance carriers helped keep this excess advance deposit to only \$26,242 in 1969—less than 1/10 of 1% of the total premium paid. This temporary advance, having been paid from corporate funds, was, of course, returned to the Company and is excluded from the figures in this report.

Other Costs . . . A substantial item of cost is created by the clerical and other administrative work which is performed by the Company to operate the Insurance Plan and the cost of this work (other than the administration of the California Voluntary Plan) is not reflected in the figures in this report. In 1969 this work included the preliminary processing of about 550,000 insurance claims.

Neither do the figures reflect the benefits of \$1,777,412 furnished in 1969 to pensioners, their spouses and surviving spouses under the General Electric Medical Care Plan for Pensioners.

Employees Protected . . . The actual participation shown above is at the end of 1969. During the year an average of 328,015 employees had personal coverage, while an average of 218,493 also had coverage for their dependents.

NEWS-SHARE

 Information Systems

Information Services

Vol. III, No. 69

Bethesda, Maryland

June 26, 1970

Task Force Studies Personnel Policies and Procedures for Employees Affected by Merger

The first meeting of a Company task force concerned with the welfare of Information Systems Group personnel affected by the agreement in principle to form a new company combining General Electric's computer interests and Honeywell's present computer operations was held in Phoenix on June 2.

Under the chairmanship of Dr. Thomas A. Vanderslice, General Manager of Information Systems Programs, the task force is considering such topics as benefits, pensions, and other personnel policies and procedures.

The task force membership includes representatives of General Electric corporate headquarters and all affected divisions of the Information Systems Group.

During its first meeting the task force further identified a variety of activities to be launched, and policies to be established or clarified to meet the needs of ISG employees, regardless of how they individually may be impacted by the pending transactions.

"I wish it were possible today to respond to the many questions being asked by our people, but there simply aren't ready answers. And it would be premature to speculate on items of such vital concern to us all," Dr. Vanderslice said.

"However, I can assure everyone that we have a top flight task force whose members, representing both Company headquarters and our Group, are totally dedicated to developing plans and procedures that will as fairly as possible meet the needs of all our employees," he added.

"Just as soon as we have established firm conclusions that can be communicated, they will be communicated."

Constructive Citizenship

In 1970, all 435 seats in the U.S. House of Representatives will be up for election as well as 35 seats in the U.S. Senate and 35 governorships. In addition, 45 states will elect all or part of their state legislatures.

Electric Facts

An indication of the electrical industry's emphasis on progress is the size of its research and development force. Over 30 percent of all engineers and scientists in the manufacturing field are employed by the electrical industry.

May Winners - Revenue Rally

Branch Location	Managers
Atlanta	J. C. Boyter, Acting
Baltimore/Washington Commercial	B. K. Barnard
Berkeley	D. M. Jorgenson
Cleveland East	R. J. McGregor
Long Island	T. J. Metallo, Acting
Los Angeles	John Kjos
Louisville	D. W. Schultz, Acting
Orange County/Long Beach	J. F. Biondi
St. Louis	J. R. Theirl
San Gabriel Valley	Sally Smith

Company Program Matches Employee Giving to Colleges

Any full time General Electric employee with one year of service is eligible to have his gifts to institutions of higher learning matched by the General Electric Foundation, under their Corporate Alumnus Program.

The institution selected for donations may be a graduate or professional school, offering at least a two year program of college level studies. The donor need not have attended the college to which he is giving.

A folder with more detailed information may be obtained from Howard Lovejoy in the Central Region, Jan

Stockstill in the Eastern Region, or Paul Beaudry at the home office — or you may request the folders directly from: General Electric Foundation, Corporate Alumnus Program, P.O. Box 440, Schenectady, New York, 12301. This folder contains two forms which are to be completed and included with the gift to the school concerned.

GE Service Awards



From left to right: Hal Greenberg, Manager-Southern California District, presents Sally Smith, Manager-San Gabriel Valley Branch, with a five year service award; while Frank Robertson, Market Development Specialist-Northern California District receives his five year pin from Jack Griffin, Manager-Western Region.

July 3 will be a holiday for GE employees



Have a safe weekend!

GE Service Awards

Karen Kirkbride, Programming Analyst-SD&P, Falls Church, receives a bracelet presented on her tenth anniversary with General Electric from **Ralph Loffin**, Manager-Programming Services.



Paul R. Leadley, General Manager, Information Service Department, awards **Ed Bescherer**, Manager-Financial Analysis and Planning, his 15 year pin.



James L. Myracle, Manager-Hardware Engineering, presents **Kenneth F. Sumner** with a 15 year service award.



Tony Ciuba (center), of the Relations and Facilities Operation, is presented his 15 year award by **Frank Gibbins** (left) and **Mac MacGregor** (right).



QUESTION:

"Sometimes bills from vendors are not paid promptly — what causes delays of this sort?"

SPEAK UP

ANSWER:

Payment of properly approved invoices is made in accordance with a standard payment schedule which provides generally for payment thirty days after date of the invoice. Invoices are not paid in advance of the scheduled date unless the vendor offers a cash discount for early payment.

Occasionally, payment cannot be made because of receipt of incorrect material or unsatisfactory service or for other legitimate reasons. In these cases Finance will hold the bill until the problem has been settled and approval to pay is received from the appropriate manager.

Several ways that employees who have relationships with vendors can help avoid delays is to be sure to follow the required purchasing procedures, approve the invoice before forwarding to Finance, and send all bills promptly to Finance for processing.

J. B. O'Brien, Manager Accounting Operations

News-Share is published weekly by the General Electric Company; Information Services Division, for the benefit and information of employees.

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