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BUSINESS
DIVISION

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3 Times More for Your Money

MARK III Service's newest capability, 4800 baud input/output, went commercial on June 10 after extensive field testing. This means that High-Speed Service customers have a choice of either 2000 or 4800 baud.

Similar to 2000 baud in operation and flexibility, it is offered at the same price. But, 4800 baud service is three times faster — effectively, 300 lines per minute versus 100 lpm.

Accessed with toll-free '800' numbers, the service is designed for large-volume customers who use MARK III to prepare and produce lengthy reports (500 to 1000 pages).

Availability of this I/O capability brings us one large step closer to the ISBD goal of capability to serve all computer service needs. Quite a step from the old days of time-sharing when an average terminal session lasted only a few minutes and handled a couple of computational problems.

For technical and marketing details, see "Faster Than Ever" on the inside pages.

Changes on the International Scene

Al Weingartner has been appointed manager-European sales support, effective June 3. Al's responsibilities will include the international account liaison and other MARK III sales support functions. His office will be in London, where he will report to Hugh Jackson, manager-European operation. "Al brings to our European operation over

five years' field experience in technical and sales positions with the division in California," said Jackson. "He has had special experience in sales training and competitive conversion campaigns which equip him to make an especially valuable contribution to current MARK III activity in Europe."

Jean-Paul Richard, who has been Paris-based as manager-European sales support, has been promoted to district manager in Montreal for our distributor there, Canadian GE. He worked in the southern Connecticut branch as an account representative for two years prior to assuming the European post. Bob Streight, manager-international operation, stated "We're delighted that Jean-Paul will join one of our distributors, and are confident that his international experience will prove to be of significant value in the Montreal district."

Two Handy Features Added

The latest software release includes two convenient capabilities that are currently available:

- A program that is being run with the slash command can execute a CHAIN statement. Chaining logic can be used freely without concern about the mode in which the program will be run. See the command system manual supplement #3501.011-3.
- CALL READY suppresses READY messages during all or part of a session. This will eliminate embedded READYs in output, particularly useful when using CALL CMD or IND. This FIV subroutine is documented in a one-page supplement (#3104.01C-2).



Al Weingartner



Jean-Paul Richard

GENERAL  ELECTRIC

For General Electric Employees Only

New Benefits for Pensioners

New and improved hospital benefits for eligible GE pensioners go into effect July 1 and current eligible retirees are now studying information and enrollment cards sent to them. Those who will retire in the future will receive information and enrollment cards as they retire.

The improvement coming July 1 will provide higher maximum medical benefits under the Medical Care for Pensioners and will offer eligible pensioners an opportunity to obtain an additional coverage under a new plan that provides cash benefits for each day in the hospital.



Michael H. Myers

Myers Serves on Trade Committee

The U.S. Department of Commerce has extended an invitation to Michael H. Myers, Eastern Europe project manager for the international operation, to join a special technical advisory committee on computer systems. He accepted the invitation and is now an active member of the committee, which was formed to advise and assist the Office of Export Control in the Bureau of East-West Trade on questions involving technical computer matters, worldwide availability and the actual utilization of production and technology.

The letter of invitation said, "Service on the committee will be recognized as your unique contribution to this important aspect of the Department of Commerce operations. Extensive use will be made of your talent, knowledge, and experience."

Members of the committee are representative of industry and government appointed by the Assistant Secretary of Commerce for Domestic and International Business. Industry representatives are engineers, scientists, or other qualified persons from a cross section of the computer industry in the United States.

Mr. Myers remarked, "The importance of preserving the delicate balances existing between East and West, while fostering a spirit of détente, provides a particularly challenging and exciting background to the Department of Commerce's invitation to participate." Mr. Myers will serve with Dr. Castle, who is already a member of the committee.

S & S Prices

Month	Stock Price	Fund Unit Price
January	\$62.267	\$29.940
February	56.599	28.395
March	54.839	29.442
April	53.875	27.834
May	49.597	27.699

Joe Adams (left), manager-validation and billing at Brook Park, recently returned from a one-week subsection management course in Crotonville, New York. Mel Szot (center), manager-national service operation, looks on as Paul Wexler, Manager-Marketing Operation, congratulates Joe on successful completion of this concentrated course.



Batch

High-Speed
Service

July 1, 1974

Faster than Ever

Selling and supporting the new 4800 baud aspect of High-Speed Service is simplified by its many similarities to 2000 baud service. For example:

- input and output modes,
- operator procedures,
- terminal operation and control,
- control cards,
- input stream,
- flexibility, and
- price structure

are identical for both baud rates. In addition, many of the terminals already qualified—and in use—for 2000 baud are also qualified for 4800.

The major selling point lies in the dissimilarity—speed. Operating at an average rate of 300 lines per minute, 4800 baud I/O is just what is needed to:

- land that big Background production run
- become a hero with your heavy HSS users
- chalk up another point in favor of MARK III as opposed to in-house capabilities
- get that Background prospect to sign

Background and 4800 are an unbeatable combination for the user: his own in-house batch machine without capacity or queue headaches; and for you: a winning duo to sign/expand/enrapture customers while earning double credit toward your quota.

More On Positioning

Batch applications, with their typical requirement for large volume I/O, represent the best and most logical targets. Specifically, this would include Background customers and prospects, targetted print station prospects, and current HSS customers whose terminals are overloaded or who plan to increase their I/O.

The field test showed that 4800 is especially beneficial for applications that:

- respond to a fundamental need of the company
- reside in Background
- are run at least once a week
- generate ± 1000 pages per run

Applications that match this criteria would include scheduling, simulation, and data collection/management/reporting systems. MARK III Service has a distinct advantage over in-house here because applications of this type usually require quick turnaround.

The Best Part: Price

There is only one price structure for High-Speed Service; \$.20 per 100 records of input/output and \$16/TCH. The non-prime time discount halves these figures between 8 pm and 8 am Monday through Thursday and from 8 pm Friday until 8 am Monday.

With less connect time required at the higher speed to transmit a given amount of data, many HSS customers will lower their overall costs by converting to 4800 baud. The breakeven point between 2000 and 4800 is five or more hours of 2000 usage per month, or a monthly charge of \$125 for prime time usage.

It has been estimated that running costs for 4800 baud during prime time will average \$52 per hour, or \$.17 per page; 2000 baud averages \$.22/page.

The Technicalities

4800 baud HSS is accessed with toll-free calls; 800-321-1010 through 1014 except in Ohio.

The Bell System 208B modem has been selected for use with 4800 baud service for its compatibility as well as nationwide availability, service and reliability. The modem should be equipped as specified in the HSS reference manual #3910.01B.

In addition, users of the 208B modem should request another modification as soon as it is available (i.e., July 8). This free modification will eliminate a randomly delayed output caused by a 20 second time-out when the modem is out of sync. Further information, including the part number to be requested, will be communicated via Memosys.

The Data 100-70, models 1 and 2; Data 100-78, model 1 (2780 emulator); MD5 2400; and Honeywell G115 terminals have been qualified. Check the HSS supplement for configuration details. Other terminals, including IBM 360/370 (OS) and IBM 1130 are scheduled for QA testing.

Field test customers are using the non-qualified M&M and Data 100-74 terminals and find them satisfactory except in operator intervention and recovery situations. Although circumstances may require use of non-qualified terminals, it is in your best interest to encourage use of the qualified ones as we can support them.

Two points to keep in mind: regardless of modem and transmission rate, a 200 lpm printer cannot go faster than 200 lpm; port capacity is not a problem, but thruput is likely to be slightly degraded during prime time. The latter point is a good reason to encourage customers to use non-prime time—no degradation and half the cost.

The reference manual supplement mentioned above contains all the 4800-specific documentation required. Terminal operation cards will be revised and/or supplemented as necessary.

REPORT FOR 1973 ON YOUR GENERAL ELECTRIC PENSION TRUST

This report shows the financial activities of the General Electric Pension Trust during 1973 and its status at the end of 1973. It

contains information similar to that which the General Electric Company has provided to employees for a number of years.

The General Electric Pension Trust was established in 1927 to provide for General Electric pensions. It is administered by 5 trustees who invest Trust funds in accordance with sound investment principles and policies. The assets of this Trust are for the benefit of those receiving pensions and those participants who will be eligible

to receive pensions in the future. None of the assets can ever revert to General Electric Company. General Electric pays all the costs of administering the Pension Plan and Trust (brokerage fees and transfer taxes are treated as part of the price of the securities when purchased and as a reduction of price when sold).

HERE ARE THE CHANGES DURING 1973

(Dollar Amounts in Thousands)

NET FUND 12/31/72 \$2,267,057

Amounts received from:

Interest, dividends, and other investment net income	111,472
Common stock appreciation:	
Realized	34,208
Unrealized portion recognized	34,390
Employee payroll deductions, less refunds for death and withdrawal	38,599 (a)
General Electric Company and participating affiliates	125,872 (b)

Resulting from investment of contributions made by the Company since 1927 and by the Company and employees since 1946.

These are the contributions made during 1973 by participants on the excess over \$6,600 of eligible compensation, less refunds of contributions as a result of death or withdrawal from participation.

This is the amount which with income and employee contributions is required to cover the cost of pension benefits which apply to service during 1973 plus a payment of \$39.5 million on unfunded prior service liabilities.

Pensions paid during 1973 115,561 (c)

These payments to pensioners and beneficiaries will increase with the increase in pension rolls as more presently participating employees—279,638 at December 31, 1973—retire. The number on the pension rolls at December 31, 1973 was 51,822—an increase of 100% over the number 10 years ago and 49% over the number just 5 years ago.

Net increase in assets 228,980

The assets of the Trust are required specifically to provide for (1) pensions payable to present pensioners and beneficiaries as well as for (2) pensions built up through 1973 by present employees and vestees who will retire in the future. Pensions are payable only from the assets of the Trust and they will continue to grow as employees' service and earnings increase. It is necessary, therefore, that the total assets of the Trust increase correspondingly so there will be sufficient funds to pay these pensions when employees retire.

NET FUND 12/31/73 \$2,496,037

Includes following amounts, in thousands, applicable to the International General Electric Puerto Rico, Inc. Pension Plan: (a) \$4, (b) \$38 (before deferred gains), \$73.

HERE IS HOW THE PENSION TRUST STOOD AT THE END OF 1973

FINANCIAL STATEMENT

(Dollar Amounts in Thousands)

ASSETS	
U.S. Government obligations	\$ 4,661
Corporate and other obligations	323,792
Common stocks	1,487,005
Other equity investments convertible into commons	43,563
Mortgages—Industrial	170,754
U.S. Government mortgages	51,325
Real estate (leased to others)	238,867
Mineral interests	21,006
Miscellaneous investments	1,104
Total investments (excluding short-term investments)	2,342,077 (a)
Cash and short term investments	55,843
Receivables	109,570
Total assets	2,507,490
Less miscellaneous liabilities	11,453
Net Fund	\$2,496,037 (b)
PARTICIPANTS' EQUITY	
For payment of pensions to 51,822 present pensioners and beneficiaries	\$ 874,932
Required to pay pensions for service through 1973 for employees who will retire in the future	1,621,105
Total participants' equity	\$2,496,037 (c)

AUDIT, ACTUARIAL REVIEW AND FUNDING

AUDIT: The records of the General Electric Pension Trust are audited each year by Peat, Marwick, Mitchell & Co., certified public accountants. The latest audit was made as of September 30, 1973.

ACTUARIAL REVIEW: The firm of independent consulting actuaries, The Wyatt Company, has reported as follows: "We have reviewed the calculations of the pension cost applicable to the year 1973 under the General Electric Pension Plan. In our opinion, as independent actuaries, the actuarial assumptions and procedures used for the 1973 calculations are in accordance with accepted actuarial principles. Based on the data submitted by General Electric for our analysis, we find the results to be reasonable in representing the pension cost of the Plan applicable to the year 1973." The Wyatt Company has also reviewed and approved the valuation of liabilities for benefits accrued through December 31, 1972.

FUNDING PROGRAM: The program which was in effect from 1967 through 1973 includes the systematic recognition of unrealized appreciation in the common stock portfolio which it is conservatively estimated will be available for the payment of pension benefits. Appreciation will not be recognized, however, if the resulting book value of common stocks exceeds 90% of their average market value for the current and preceding two years. Unfunded liabilities are being amortized over a 20-year period. The actuarial assumptions used in 1973 include, in addition to the 6% estimated rate of future earnings, mortality, employee turnover, optional retirement and disability retirement rates derived from experience under the Plan.

Notes to Financial Statement

(a) Market value approximately \$2,650,947,000. Investments are carried at amortized cost plus unrealized appreciation recognized. No assets were invested in securities or property of (1) General Electric Company or its affiliates or (2) any officer, trustee or employee of the Trust. No loans were made during the year, nor were any outstanding at year-end, to General Electric Company or its affiliates or to any officer, trustee or employee of the Trust.

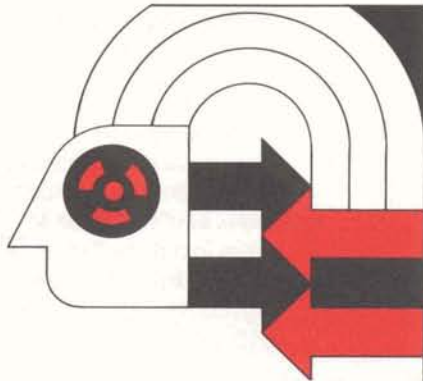
(b) Includes net assets applicable to International General Electric Puerto Rico, Inc. Pension Plan amounting to \$477,000 which are commingled for investment purposes.
(c) Unfunded liability at the end of 1973 was estimated by the Company on a preliminary basis to be approximately \$474,000,000.

HERE ARE SOME FACTS ON RETIRED EMPLOYEES

As of December 31, 1973, there was a total of 51,802 persons receiving benefits under the General Electric Pension Plan, of whom 49,403 were pensioners (35,563 men and 13,840 women) and 2,399 beneficiaries. There were also 20 persons retired under the IGEPRI Plan.

During 1973 there were 6,013 additions to the pension rolls. Of these 5,263 employees and 509 beneficiaries were added to the regular monthly payroll and 70 employees and 171 beneficiaries were given lump sum settlements.

The average age at retirement of the employees added to the regular monthly pension payroll was 61.0 years; their average length of service at retirement was 24.8 years and their average monthly payment under the Pension Plan totaled \$230.95.



Interchange Corner

Two new PAR subroutines designed to provide PAR data for the **current user number** are now available. Any user number validated for PAR data may use these subroutines.

PARUID performs the same function as PARID except that it provides information on the current project ID in the current user number. The CALL CMD function can be used to change the project ID. NOTE: if the current user number is validated for an immediate run program, the immediate run program will run when the project ID is changed.

The other subroutine, PARUREC, provides usage charges by project ID as does PARREC, but for the current user number only.

Examples of coding and program print-out for both of these new subroutines can be found in OMD18950, PAR. The first example uses PARUREC (note line 270) to determine all charges for each project ID. The second example asks the user what project ID is to be summed (line 300), a CALL CMD sets the project ID (line 340), and PARUID retrieves the data (line 350).

Questions relating to the examples and use of the routines should be directed to product support (8*273-4571).

Documentation Update

Command System reference manual (#3501.011) has been updated by 3 supplements: -1 (August 1973) covers AUTOSAVE, file-name password under-print extensions, and IND TOMorrow; -2 (February 1974) covers 1200 baud service; and -3 (May 1974) documents CHAIN with the slash command and corrects impressions about PSUs and DSUs. The March 1974 reprint of

revision 1 (version currently in stock) incorporates items from the first supplement named above.

FIV System Routines reference manual (#3104.01C) is updated by 2 supplements: -1 (April 1974) includes CALL APPEND and information on optimization; and -2 (May 1974) documents CALL READY.

Administrative User reference manual (#3502.01A) is updated by one supplement, (i.e., #3502.01A-7) which explains ADD and ERASE, display of control characters in passwords, and expansion of the PAR usage data.

High-Speed Service reference manual (#3910.01B), see below, is updated by a supplement describing HSS at 4800 baud.

Listed below are some major documents which were issued during April and May:

- 3910.01B - High-Speed Service reference manual, revision B, incorporates DSXMIT-OS
- 3910.16 - 1130 HSS terminal operations card
- 2100.01A and .02A - COBOL reference manual and users guide, both revised to reflect HIS 6-D
- 5204.42A - CIRCUS-2 Background users guide
- 5820.01B - TELNET Force Scheduling, revision B

