

Dec 1, 1958

meeting with E. G. Law

- (1) Military are only ones willing to spend to experiment to learn about FDP even cost, with military contracts are pressed,
- (2) Commercial customers tend to underestimate needs of new applications - "we have been doing these before" - unsympathetic to new approaches - will listen to reductions or simplifications only.
"Hard headedness" - anything which does not contribute directly to building planes is suspect.
- has been modified by 700 machines somewhat - military does require data processing in compatible form -
E.g. B70, F108 - programs ^{each} would require 3 1/2 705's to support logistics even more in rocket programs.
military takes tapes from one installation to another - tapes must be "compatible form" -- (converters - are needed)
compatibility is important. Air force can't specify which machine

In GUIDE there is feeling that "we are close to satisfying our requirements" than in SHARE. - many companies feel that ~~the~~ whole job load is close Pacific ~~North~~ Insurance Cos. - ~~we~~ bought Univac because it "would do the job" indefinitely - (They are planning to get Univac 2, however.)

Uses other than bookkeeping, etc?

- initial rush of enthusiasm - Then realize that ~~the~~ job was too big - then drop back to payroll, etc. - Then more loosely attack on new areas, eg. real inventory control - consolidating into single system -

- IDP ?

- term is new as such, ^{implying "in line"} - more integration of previously separate jobs into single jobs.

- in-line processing: not just around corner - equipment capacity will be well.

~~eg. Boeing Wichita - not considered greatly successful by most GUIDE people.~~

STANAMATIC - low cost remote units - magnetic ink -

GUIDE members had goals of advancing into:

1. - new areas with conventional methods. (areas presently done manually)
2. - refining present methods. (class up, ^{class up} improve efficiencies)
3. - small groups (2+3 people) studying "long range" in-line processing.

getting on machine first time - learn a lot which can help later.

Open shop = computing - very important for new developments

eg. vibration + flutter code - Lockheed did job in much less time than North American - due to 2 individuals who did jobs.

TOPICS at GUIDE meetings.

1. new techniques of doing same jobs.
2. operating practices & equipment.
3. administration of an over-all effort - prog, training, operating.

GUIDE meetings - more supervisors than "doers" as contrast to SHAGE.

- need + desire for new equipment - (opinion from informal discussions with GUIDE people - as result of 7070 announcement.)
- Emo, Long Signal Supply.
- (1) - sound interrupt feature.
 - (2)

Each installation has one or more applications of in-line type - which they would try if there were an interrupt system.

Commercial enthusiasm would be great if machine were cheaper, or same cost - more application.

- reprogramming costs - amortized over ~~a~~ too long a period. - (eg. 5 years really don't last this long.)
inertia not to change can be overcome by cost of machine.
(7070 was much lower unit cost than 705, 70500.
GUIDE felt IBM pricing had "goofed".

resistance to reprog. is large.

eg. $\sim \frac{1}{4}$ to $\frac{1}{3}$ of total cost are reprog. costs

- fraction of orig. prog. costs which reprog. will cost - varies from installation to installation.

- 7050 would be easier.

- new machine - They would look at other machines, but original sales position would still be to go to IBM.

question of simulation prog.?

- as interim measure would be good to ease prog. pains, but not a final step.

new areas?

- smaller machine is direction to go for untapped market.
- large companies are already in ~~areas~~.

Characteristics of Typical Credit Members.

General remarks concerning Characteristics of ^{credit} ~~credit~~ members.