how to harness the **profit-power** of electronics

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THE REMINGTON RAND

PUNCHED-CARD COMPUTER







VITAL MANAGEMENT FACTS

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...new profits...with punched-card Electronics



UNIVAC 120 means PROFIT-POWER in **4** major business areas

- Streaks through your routine figure work procedures in a <u>fraction</u> of the time and at a fraction of the cost.
- 2 Delivers the reports you want when you want them—spotlights profit opportunities at once.
- 3 Digs <u>deeper</u> into your workaday figures—comes up with solutions to management control problems.
- 4 Produces large-scale surveys, analyses and reports impossible with conventional methods.

In and beyond its price class...

UNIVAC 120

offers unmatched

SPEED for increased output... better customer service

With computing speed to burn, UNIVAC 120 slashes time and costs in routine accounting—but that's just a springboard for even greater benefits!

Accurate, detailed, up-to-the-minute information flows through your organization—gives you the jump on competition. Every job that depends on scheduling and figure work moves faster, is finished sooner—increasing customer confidence. Overtime and peakload headaches disappear. Skilled clerical and technical personnel, freed from routine operations, can devote more time to *creative* thinking and activity.

And in its *spare time*, your UNIVAC 120 can tackle projects that reveal weaknesses...or pinpoint areas of greatest profit potential.

150 cards per minute race through the Sensing Punching Unit. When a card calls for more extended calculations than usual, the punching of the results is automatically delayed to whatever speed is required to complete the calculation. Twin receivers provide selective segregation of factor cards, result cards or exception cards.



360,000 additions or subtractions an hour in the Computing Unit...72,000 multiplications or divisions. 10-digit x 10-digit capacity, with automatic decimal alignment; automatic verification of every calculation, automatic check against loss of significant digits in answers.



VERSATILITY for greater automation ... fewer steps

In a single card run, UNIVAC 120—one of the most versatile machines ever designed — can actually turn out or replace the work of *several* machines.

As the computing operation proceeds, it can summarize card data...carry balances forward...reproduce numbers or letters from master cards into detail cards...segregate. And the electronic memory, which feeds in standard or master information on demand, eliminates many sorting and reproducing steps.

Which means that UNIVAC 120 can take on several aspects of the same job at one time. While it prepares figures for one set of cards, it can simultaneously do additional calculations and punch the results into other cards for related accounting chores.



A "window into the works" is provided by UNIVAC 120's easy-to-operate indicator panel. Just dial in the step you want to check and you get a clear, slow-motion picture of how it's proceeding: what numbers are picked up... what operations are performed on them... where they're sent for the next step. This indicator panel makes a 1-2-3 routine out of checking through new programs; speeds and simplifies maintenance.



438 digits of storage including:

108 digits of constant factors (rates, pay scales, deductions, pricing data, breaking points, etc.)

120 digits for card input and additional constants.

120 digits of intermediate storage (an electronic scratch pad for calculations in progress).

90 columns of output storage — to free intermediate storage capacity for re-use in the same program.

ACCURACY to avoid costly mistakes...reduce supervision

From the machineroom, where computing accuracy is assured...to the executive offices where countless hours of supervisory work are eliminated, UNIVAC 120 accuracy pays off.

For UNIVAC 120 *automatically* verifies every internal calculation with no extra program steps or attention from anyone. It can even be set up to catch some *human* recording errors.

And UNIVAC 120 assures *procedural* accuracy, too. Accounting routines are faithfully followed every single time *—even when they involve logical accounting decisions.* High machine I.Q. does it!





King-sized program steps. Each step accomplishes work that would require extra instructions on other punched-card computers. There are forty of these program steps available for repetitive, non-sequential use. This means that any step may be used over and over again in the same program — with variations of functions and factors — to give the equivalent of hundreds of extra instructions. And for quick changeovers from one application to another, computer programs are set up on interchangeable program panels.



EASE-OF-USE to increase effective operating time

"Setup" time is reduced to a minimum with UNIVAC 120. It switches in seconds from application to application. And when an existing routine needs revamping, there's no need to rewire the entire program panel. Steps can be added, omitted, or revised as simply as changing a light bulb.

In fact, your present machineroom personnel can take over UNIVAC 120 in a week or two after installation. It's an open book to anyone with a good sense of punched-card logic.

And Remington Rand will be glad to assist you in arriving at *new* applications—by helping your people develop them...by suggesting programs proved-in-use.



See what UNIVAC 120

Payroll

For many payroll applications, *one* fast pass of the cards takes you from the basic timecard to cards that can be used to print paychecks, registers and payroll distribution. You get automatic handling of many complicating factors such as incentive pay and FICA cutoff. And at the same time, data is accumulated and punched for periodic tabulations of tax data: quarterly reports, W-2 forms, etc.

Market Analysis

Firms with widespread distribution use UNIVAC 120 to tell them how well they're doing in each location *compared to how well they could do*. Their UNIVAC 120s develop figures that cover hundreds—even thousands—of individual areas, show them exactly where their dealers or franchises fall short of the local sales potential for their products. And these figures are *hot*...arrive before local situations change. Management can constantly determine their most effective allotment of advertising, dealers, salesmen and franchises.

Production Control

UNIVAC 120 smashes the bottleneck in production scheduling. It automatically coordinates production orders, parts lists, operation lists, and inventories to produce manufacturing schedules that are easily grasped, quickly applied...*without* running up clerical costs that offset shop savings. Time and cost estimates stand up. You get *fast* estimates that help win profitable orders; *realistic* ones that steer you away from unprofitable commitments. And your UNIVAC 120 is a life-saver for fast rescheduling of unexpected or emergency orders.

Property Records

And

Not only does UNIVAC 120 eliminate the burdensome mass of clerical detail needed to compute depreciation on your equipment and other capital assets...it also allows you to take advantage of all allowable deductions. It memorizes all your depreciation rates—old or new, normal or accelerated —applies the *right* one to each item or group of items, computes the allowable depreciation charges without errors or confusion. It's your solution to the increasing complexity of tax laws.

Billing and Sales Analysis

Hours and hours of calculating, verifying and transcribing disappear from your billing operations when UNIVAC 120 speed, accuracy and efficiency take over. Bills are out faster, payments are in sooner. And as a by-product of the billing procedure, UNIVAC 120 can develop *current* sales information—in depth—for all sales factors and fronts...that shows management exactly when to act, where to act, how to act.

Engineering

Jobs you never tackled before because of computing costs are feasible now, thanks to UNIVAC 120's ability to speed through *any* mathematical or algebraic formula. You can even test your engineers' pet theories: increase chances for valuable discoveries or improvements. And UNIVAC 120 *accuracy* eliminates mistakes that may wipe out weeks of calculations. UNIVAC 120 reduces your need for highly-paid, hard-to-get personnel because it frees your engineers and mathematicians from the drudgery of calculating, lets them concentrate on *creative* work.

Policy Analysis

How much shall we make? How much shall we charge? Where must we bear down on processing costs? Answers to vital questions like these lie hidden in your *regular operating figures:* costs, sales, volume, etc. But integrating and interpreting all this data has meant too much time, too much money for most firms. UNIVAC 120 *breaks through* this cost barrier. It analyzes your operation to reveal the crucial factors behind profit changes; weighs the relative effect of each. Your UNIVAC 120 gives you the facts for major policy decisions economically...*fast!*

Inventory

UNIVAC 120 speeds and simplifies inventory control: keeps you up-to-the-minute *without* voluminous figure work and complicated office routines. Prompt inventory information gives you the jump on market fluctuations, stretches your purchase dollar. Management can plan with far more confidence and efficiency. Materials will be *on hand* when needed — not too little, resulting in lost productivity or sales...not too much, freezing capital and increasing depreciation.

profit-power can do for your...

Cost Analysis

UNIVAC 120 memory and computing speed team up to integrate labor, materials and burden—giving you *faster* cost allocations in *less* time and with *less* effort. And UNIVAC 120 is a trouble shooter as well: progressive reports show up substandard performance *as it occurs*. You can take action at once. At the same time, UNIVAC 120 keeps a sharp eye out for each and every change in actual costs that might affect your estimates for similar jobs.

Budget Control

UNIVAC 120 can give you the clearest picture you've ever had of internal efficiency. By constant checking — expenses against allotments, sales against quotas, productive hours against standards—it spots waste, excessive costs and leakages as fast as they turn up. It shows you just where controls are effective, where controls are ineffective, where new controls are needed. Department by department, it helps you disburse your expense dollar for the best possible return.

CHECK THESE SAVINGS AGAINST YOUR OWN OPERATION

Typical, authenticated reports from average UNIVAC 120 users: not exceptions, not "showcase" clients.

A MANUFACTURER in California finds the UNIVAC 120 is from 100 to 1,000 times faster than a human...completely accurate...does twice the payroll work with half the man hours.

A PUBLIC UTILITY in New York has been able to shift nine machineroom people to other jobs and *still* eliminate costly overtime work on billing and other procedures.

AN INSURANCE COMPANY in Vermont reduced calculation of interest on mortgage loans from 161 minutes to 17...reduced quarterly computation of dividends from one month to 3 days...completed a survey in 7½ hours that would have taken 130 on mechanical equipment alone.

A MANUFACTURER in California completes the tabulating work for shipping and billing in less than half the former time...while saving the equivalent of six full-time employees. A PIPELINE OPERATOR in Pennsylvania saves \$20,000 a year on operating and accounting records.

A MANUFACTURER in Massachusetts saves hundreds of hours of work on the annual physical inventory report... handles in 9 hours an operation that required weeks of clerical work and 160 hours of calculating.

A TAX OFFICE in Texas prepares tax billing for 400,000 property owners in 1/10th the time required manually... has virtually eliminated a big overtime problem.

A NATIONWIDE DISTRIBUTOR handles a payroll job in seven minutes that formerly took seven hours...delivers sales figures in ten minutes that took three operators a full day with desk calculators...gets vital area potential information that was unavailable before UNIVAC 120.

A MANUFACTURER in Louisiana finds that three girls can handle all the work needed to schedule and process 2,500 production jobs a day.

A COUNTY in California, despite the addition of 18,000 persons to their payroll...has cut payroll preparation time in half...with no increase in machineroom personnel.

switches from job to job in seconds



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