January 1, 1985

PRICE DECREASE ANNOUNCEMENT: We have decreased our monthly service prices for commodity contracts and securities from six to 25 per cent, depending upon mode of access and the quantity of contracts collected daily, effective January 1, 1985.

CSI has steadily improved its efficiency in producing, delivering, and collecting the data. We have done this through software changes, new computer systems, and the introduction of additional call-in ports and hardware. Due to the steady growth in our customer base, our costs have been going down. We want to share these innovations with our customers by decreasing prices. If our price reduction further improves our cash flow, we hope to provide further cost refinements in the months ahead.

ELECTRONIC ERROR REPORT: If you are a Quicktrieve user, you can now collect the substance of the errors posted on the enclosed Error Report by using your Quicktrieve System to call CSI's computer. There is a procedure for accomplishing this for the Apple users and another for the IBM users.

> The act of collecting the CORRECTION FILE should be done a minimum of once every two weeks, but no more frequently than once per week. CSI will always retain two weeks or more of corrected information on the system at all times. The CORRECTION FILE will regularly be posted every Friday at 8:00 PM Eastern time.

> All users, whether Apple or IBM customers, should make a second copy of their Quicktrieve diskette and change the User ID to MIS. This disc should be used to access the CORRECTION FILE and should be plainly labeled as being used for this purpose only.

> It is important to access your daily file after collecting the CORRECTION FILE to reposition the End-of-File pointer of each contract or stock entry to be corrected. Failure to collect the CORRECTION FILE first will make it appear as though you lost all of the data on your disc following the date of the data that was corrected. If you access in the wrong sequence, please boot your regular daily collection Quicktrieve disc which still holds the last day collected, and without calling for your daily data, redistribute your daily file again, and your End-of-File pointers will be reset correctly.

> APPLE USERS: In the History Menu, there is a selection "Collect CORRECTION FILE". This is now operable. You need only ask for this file; it will be collected as a historical file with many days of corrected information. Once collection is complete, simply distribute the contents of this file to your current data diskettes, and all corrections found by CSI will be updated to your current discs.

> IBM USERS: To collect the CORRECTION FILE with the second copy of your Quicktrieve diskette, (MIS), request Normal History Collection. When you are prompted for the file name, type in the six letters CORECT.   Following the collection process, distribute the constants of this historical file to your data daily disc(s) and all errored entries will be corrected.

COMPU TRAC COMMUNICATIONS DISC USERS: We regret the users of the Compu Trac Communications Disc cannot take advantage of the CORRECTION FILE capability. Quicktrieve is designed so that many short historical "contracts" or stocks can be held on a single compressed file. Compu Trac's program design requires a separate file for every correction and this would be very difficult for the user to manage.

WELCOME TO FORMER MBA USERS! The downward movement in commodity prices and the sideways movement in stock prices has resulted in a slowdown in these two industries over the past couple of months. We are happy to say that CSI has shown a significant net increase in our customer base over the same period. We would like to welcome the many MBA users who have joined our service in the last week or two. Such users were surprised when they were not able to collect their data from MBA. We don't know what happened to MBA, because they don't answer their phone, but we are happy to service the many new customers who have joined us.

NEW CUSTOMER REFERRALS: CSI has expanded their business, primarily due to referrals from existing customers. We are most appreciative of this vote of confidence and would like to encourage our customers to pass the word about us and derive some benefit at the same time. We have, therefore, decided to adopt a policy, effective January 2, 1985, whereby any customer referring another to the CSI service will receive a $50 credit to his account, to be used for future services, or $50 worth of historical data of his choice. To collect under this arrangement, simply fill in your nominees' names on the enclosed form and return in the envelope provided. If any of your referrals result in a customer, your account will receive a $50 credit, and you may use it as you see fit.

CALCULATION OF PERPETUAL DATA REFINED: In the past, the calculation of perpetual prices has focused on calendar days. This approach has led to Monday morning price changes that, although mathematically defendable on the basis of carrying charges, may result in signals that could be picked up by a very sensitive system. Effective 1/2/85, all perpetual prices will be delivered on the basis of weekdays with weekends ignored. The results will be virtually indistinguishable from the prior design and should enhance management of the concept. We hope this change will improve your use of Perpetual data.

REAL TIME SUMMARY DATA: In cooperation with a major exchange, we are planning to provide summary information that may be collected during trading hours with your Quicktrieve system. The summary information will be designed to help you predict early in the day where the market is likely to close. More details on this will be presented next month.

PERPETUAL INDICES: At "press time", we were nearly ready to release the Perpetual Index data for several industry groups. We anticipate that by the time you receive this, most of the proposed groups will be available historically for the past year. The groups that will be available first are: currencies, grains, livestock, and precious metals.

VERY BEST WISHES FROM EVERYONE AT CSI TO ALL OF YOU FOR A HAPPY AND HEALTHY NEW YEAR!

Bob Pelletier

Robert C. Pelletier
President

RCP:kd

P.S. Look for the article "How to Design a Future Price Index" by Bob Pelletier in the February issue of Futures.

P.P.S. Tim Slater asked me to remind users of the Compu Trac Conference in New Orleans on February 15, 16, and 17. He can be reached at 800/535-7990.