

WHAT'S NEW ---

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My 13 month old son, Andrew (whom you may have seen in CSI advertisements), my wife and I have just returned from a cold, two week trip to Alaska. We enjoyed the glaciers and parts of the last frontier. We are back in toasty Florida. Among the improvements on which we hope to give emphasis in the weeks ahead are getting the daily data released earlier and developing new data products and alternative data feeds.

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CSI'S QUICKPC™ HARDWARE - COMPATIBLE WITH IBM XT®:

CSI can sell PC compatible micros for far less than half the cost charged by your local computer outlet and return a 33% speed improvement! (Turn to page 2.)

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QUICKDAYTRADER™: We have some exciting cost saving announcements and a customer comment about this new product that most benefits day traders.

(Story on page 3)

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QUICKQUOTE™: We have received many very positive responses from customers about this new service. (See page 2)

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CSI'S MAILING LIST GETS RESULTS: CSI's mailing list may help your promotional mailing. (See page 2)

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ALTERNATIVE DATA FEED FOR YOUR INTRA-DAY ANALYST™ OR OTHER COMMERCIAL QUOTE SERVICE: If you are a user of an Intra-day quote service we may be able to save you a hundred or more dollars per month on your service fees. (Story on page 3)

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APPLE QUICKTRIEVE AND MANUAL (See page 3)

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UNSOLICITED TESTIMONIAL

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Our feature article is a short letter from a satisfied CSI user who has just experienced the new 4.0 Apple QUICKTRIEVE™. He gave us permission to quote his letter in this column:

"Just a brief note to absolutely rave about the new [Apple 4.0 Quick software]!! It's spectacular! I've explored a large number of the menu items and it's like having my ultimate wish list come true. Three or four times I've nearly fallen off my chair...Not only have you instituted nearly all my suggestions, which still has me shaking my head with astonishment (THAT'S SERVICE!!), but the host of other improvements has to make QT among the best, if not the best total package of communications/charting/analysis/data management available. QT is competing with the \$2,000 to \$3,000 packages, and in most respects blowing them off the map! Consider for example the 2-3 minute wait to get a four month [We withheld the competitor's name.] chart on the screen. It's up in less than a minute with QT. The examples go on and on.

I want to especially commend you on a few features. The "Bsave History Dump" is brilliant. The ability to collect a whole week at once is also brilliant (and that's the touch that sold my father on switching to you). A simple but elegant feature, if one uses the editor regularly, is how one is now placed at the most recent date when entering a file. I still smile every time I use it (which is nightly). The total disk catalog is wonderful. The "Move a Vector" is a dream come true. I'm running out of adjectives and I haven't even gotten to the charting subsystem. What can I say? I think you've really done it!!

(Continued on page 2)

™ QUICKPC, QUICKTRIEVE, QUICKDAYTRADER, and QUICKQUOTE are trademarks of CSI.
 ™ Intra-Day Analyst is a trademark of CompuTrac.
 ® IBM XT is a registered trademark of International Business Machines, Inc.

I send my most loyal congratulations!! (And I hope I don't sound corny or fake. I'm just completely impressed.)....

Best regards", S.B. (Pittsburgh, PA) #

CSI'S QUICKPC HARDWARE - COMPATIBLE WITH IBM XT

For CSI to upgrade its computer facilities, we are purchasing 40 IBM PC compatibles for use in the office by some of our personnel. We found that by dealing in larger unit quantities, we could put these machines together at a cost of less than half of what customers would have to pay at a retail computer outlet. At a computer store, an IBM XT with a modem would cost in the neighborhood of \$4,000 plus tax. CSI may be willing to provide a compatible equivalent for between \$1,295 and \$1,795 to our customer base, depending upon the results we obtain from the enclosed survey and the equipment requested. For \$1,795, plus shipping charges, a user would be able to purchase a compatible PC with 256K of memory, a 5-megabyte hard disk, a color graphics adapter, a monochrome monitor, one floppy disk drive, a printer and a 300 baud modem. The speed of this compatible PC would be approximately 33% faster than the IBM XT, because we use a faster processor chip. Before we commit to supplying these computers to customers or prospective customers on a long-term basis, we want to review the results of our survey.

If you decide you might wish to purchase one of these machines from CSI in precisely the way in which it is configured with or without modem, printer, or monochrome display, then send the enclosed survey form back to CSI with your invoice. We will only sell to non-Florida, USA, residents. It is not the responsibility of the seller to collect sales tax for out of state purchasers therefore CSI will not impose a sales tax. Foreign residents, due to possibly different electrical requirements, will not benefit from the 30 day warranty, and purchase will be at the sole risk of the foreign purchaser. The compatible PC is totally generic new merchandise and holds the brand name - CSI QUICKPC. Please allow one to four weeks for delivery. From the \$1,795 purchase price, you may deduct \$100 each, if you wish to exclude the

printer or the monitor. Deduct \$150 if you wish to exclude the 300 baud modem and deduct \$150 if you wish to substitute a second floppy disk in place of the 5MB hard disk. Add \$100 if you wish to have second floppy disk in addition to the hard disk.

One of the problems with purchasing a computer by mail is the maintenance requirements. Should CSI offer these computers at this price, a 30 day warranty would be provided and any repair required after the warranty period would be made by CSI at a maximum cost of \$195 per failure but no less than \$100, for at least three years after the purchase date, regardless of the problem. The only obligation the customer would have to make the computer work for his own use would be to purchase a \$65 IBM DOS Disk from his computer store. CSI will provide the IBM DOS disk for an additional \$75.00. CSI QUICKPC quantities may be limited at these prices. If you are definitely interested, please call CSI Marketing. They may take your order over the phone. #

QUICKDAYTRADER Continued from page 1

To maintain a homogeneous family of like-sounding software products, we decided to re-name our On-Line Profile and Super On-Line Profile with the title "QUICK-DAYTRADER". We have several users on-line now with QUICKDAYTRADER, and customers have reported favorable experiences. Since it began operating in July, the data delivery has been very smooth, and very few problems have arisen. The QUICKDAYTRADER currently operates from 8:30 AM until 3:00 PM, but a user can access data for any day in the past three weeks. We hope to extend the on-line hours to 4:15 PM when the financial markets close. This will not be accomplished until late September, however.

QUICKDAYTRADER users of CBOT commodities will have their \$20 exchange fee paid for by CSI out of regular access fees for the profile service until further notice. We made this decision to cover a maximum of \$20 in fees to make CSI's service the most affordable. Should the results of negotiations with the CBOT require otherwise, no fees for service prior to such agreement will be imposed on the customer. We will keep you apprised of any changes in this policy.

We have told customers who have an interest in the CBOT Liquidity Data Bank™ (LDB) that this supplementary service to the CBOT Market Profile™ is only available after the fact after the markets are closed. Consequently, no decisions today can be made which employ this volume information. Pete Steidlmayer, a CBOT director, has told CSI that his use would primarily center around the CBOT Market Profile data and that this was most important to him. Since he developed the system we have relied heavily on his opinion and have not given as much emphasis to the LDB service.

A user of our 15 minute profile data feed has told CSI that the information content of the 15 minute profile makes the product worthwhile. He far preferred the 15 minute feed over the 30 minute data feed. #

QUICKQUOTE Continued from page 1

We have received many very positive responses from customers concerning our QUICKQUOTE capability. Many foreign users are taking advantage of this product where quote services are very expensive. Most users are traders who need to call their broker once or twice a day to request quotes on one market or the other. The cost per quote for QUICKQUOTE users accessing in the middle of the day runs in the neighborhood of \$.05 to \$~~25~~¹⁰ per Open-High-Low-Last reading, depending on the numbers of quotes requested per call. Users of QUICKQUOTE are issued a second User ID but pay rates that are only 30% of current daily prices. We hope to have more exciting announcements concerning the QUICKQUOTE product in our next letter. #

CSI'S MAILING LIST GETS RESULTS From pg. 1

If you are interested in doing a promotional mailing, remember that our mailing list of non-CSI customers is available at \$150 per thousand names. If you would prefer that we enclose a postcard with our monthly newsletter and invoices, the charge for a 3 1/2" x 5" card is \$750, a full page ad for inclusion with our letter is \$1,250, and two pages would be \$2,000 for a one-time mailing to our customer base. Call CSI Marketing if you have an interest in these services. #

ALTERNATIVE DATA FEED FOR YOUR INTRA-DAY ANALYST OR OTHER COMMERCIAL QUOTE SERVICE

An interesting side effect of CSI's QUICKDAYTRADER software and data feed is its suitability as a substitute for a dedicated exchange line to feed your on-line analysis product. Our feed provides 15 or 30 minute interval data since the opening bell for the contracts you follow. The data can be supplied continually at a pre-chosen frequency which is in contrast to the continuous feed you may now experience. The major advantage is the reduced cost. For a service fee of \$50 to \$150 per month with CSI, you may replace the feed you enjoy from one of our competitors that costs \$200 to \$1,000 per month, plus exchange fees. If you are interested in cutting your costs, ask your analysis software vendor to contact CSI and we will divulge the necessary formats, etc. that may save you considerable expense. Certain exchange fees and, in some cases, all exchange fees, may be avoided with CSI's approach. #

APPLE QUICKTRIEVE AND MANUAL

The new Apple Manual has gone through a first editing phase and after a final review and about a week for printing, we will begin to mail it to those who have ordered this improved product. Approximately 25 Apple disks have been mailed out to customers. One error has been discovered so far. We would appreciate any input regarding errors from those who have the new disk before we mail to the several hundred users who have given us an order. #

REQUEST FROM OUR BOOKKEEPING DEPARTMENT

PLEASE be sure to put your User ID on your check when you mail the enclosed invoice. This is the best way to insure proper credit to your account. #

THE ELDER VIEWPOINT ON FUTURES

Dr. Alexander Elder, publisher of the Elder Viewpoint on Futures, recently sent us a new release on his publication. He uses our PERPETUAL CONTRACTS extensively for analysis and trading, and his letters are

aimed at teaching technical analysis while giving unhedged advice. You may obtain the most current issue of The Elder Viewpoint for a nominal fee of \$1 by contacting Dr. Elder at:

P.O. Box 20555
Columbus Circle Station
New York, NY 10023
Phone: 718-478-3873 #

CHARTLINK

Al Frank, a long time customer of CSI, has announced his new CHARTLINK, a program that automatically links CSI's QUICKPLOT 3.0 charts for printing on the Epson Printer. It is designed for the Apple II, II+, and IIfx with an introductory price of \$39.00. If you are interested, contact GRAFICA, 1814 Villanova Drive, Richardson, TX 75081 Telephone: 214-680-3777. #

CORRECTION

It has come to our attention that our August Newsletter, which listed additions to our CSI-compatible Software Supplier list, held an error in the phone number for Mr. R. Maynard Holt of Holt Investments. His area code was erroneously shown as 614, and it should have been 615. We apologize to Mr. Holt for this error. Holt Investments may be reached at 615-242-9217. #

DATA BANK UPDATE

ADDITIONS TO THE COMMODITY DATA BANK

COMMODITY NUMBER: 256
COMMODITY NAME: JAPANESE YEN
SYMBOL: EJ
EXCHANGE: SIMEX
DELIVERY MONTHS: 3,6,9,12
CONTRACT SIZE: 12,000,500 T YEN
UNIT OF MEASURE: CENTS/YEN
MAX. MOS. FORWARD: 12
CONVERSION FACTOR: 4
FIRST DAY ON FILE: 11/08/84

ADDITIONS TO THE COMMODITY DATA BANK

COMMODITY NUMBER: 257
COMMODITY NAME: SOYMEAL
SYMBOL: XX
EXCHANGE: MIDAM
DELIVERY MONTHS: 8,9,10,12,1,3,5,7
CONTRACT SIZE: 20 TONS
UNIT OF MEASURE: 1\$/TON
MAX. MOS. FORWARD: 13
CONVERSION FACTOR: 2
FIRST DAY ON FILE: 4/22/85

COMMODITY NUMBER: 258
COMMODITY NAME: MAXI MMI INDEX
SYMBOL: BC
EXCHANGE: CHICAGO BOARD OF TRADE
DELIVERY MONTHS: 3,6,9,12
CONTRACT SIZE: \$250/ X VALUE OF MMI
UNIT OF MEASURE: \$12.50/POINT
MAX. MOS. FORWARD: 12
CONVERSION FACTOR: 2
FIRST DAY ON FILE: 8/6/85

COMMODITY NUMBER: 259
COMMODITY NAME: INTEX FREIGHT FUTURES
SYMBOL: IX
EXCHANGE: INT'L FUTURES EXCHANGE (BERMUDA) (INTEX)
DELIVERY MONTHS: 1,4,7,10
CONTRACT SIZE: A GAUGE OF THE SHIPPING MARKET
UNIT OF MEASURE: \$10.00/FULL INDEX POINT
MAX. MOS. FORWARD: 12
CONVERSION FACTOR: 2
FIRST DAY ON FILE: 08/27/85

COMMODITY NUMBER: 260
COMMODITY NAME: AMEX GOLD OPTIONS
SYMBOL: GC
EXCHANGE: AMERICAN STOCK EXCHANGE
DELIVERY MONTHS: 2,4,6,8,10
BASED ON: LONDON GOLD BULLION 3 P.M. FIXED
STRIKING PRICES: 320,330,340,...370
FIRST DAY ON FILE: 08/29/85