

WHAT'S NEW ---

\* \* \* \* \*

CSI compatible software users be sure to use the "move contract file" on QUICK-MANAGER® when adding files Page 2

\* \* \*

How to back up your files on your IBM PC/XT® or compatible computers Page 2

\* \* \*

Computrac file conversion procedure Page 2

\* \* \*

Possible payment change, late fees and bookkeeping procedures Page 3

\* \* \*

QUICKDAYTRADER™ delayed.... QUICKMARKET ANALYZER™ concept similar to the CBOT Market Profile™ Page 3

\* \* \*

QUICKMONEY® update Page 4

\* \* \*

The price of our QUICKPC™ plunges Page 4

\* \* \*

GannSoft Publishing Company Page 4

\* \* \*

Auto-Chart Write Page 4

\* \* \*

New 1200 Baud Service for long distant callers with large portfolios Page 4

\* \* \*

Network Information Page 4

\* \* \*

Additions to the Stock Data Bank Page 5

® QUICKTRIEVE, QUICKMANAGER and QUICK-MONEY are registered trademarks of Commodity Systems, Inc.

™ QUICKDAYTRADER and QUICKMARKET ANALYZER are trademarks of Commodity Systems, Inc.

™ QUICKPC is a trademark of Financial Micro-Data, Inc.

® IBM and PC/XT are registered trademarks of International Business Machines, Inc.

™ CBOT Market Profile is a trademark of the Chicago Board of Trade

NOTES FROM CUSTOMER SERVICE

DOS 3.1 USERS - SUBST COMMAND: Hard disk users with more than the 120 QUICK-TRIEVE® files will find useful the "SUBST" command available with the IBM 3.1 DOS. This feature will allow multiple directories without the inconvenience of having QUICKTRIEVE under each directory. The number of data directories recognized will be determined by the letter designation found in the "end data drive" slot of the "change user constant" section. For example, if you currently need access to 200 files, there is the necessity of two data directories. The first will contain QUICKTRIEVE, the second will contain only data. A "D" entered as the "end data drive" will now allow automatic distribution to both directories in sequence without having to copy the daily file from one directory to the other. If three directories are needed then enter "E" in the "end data drive", four directories an "F" and so on. This feature also allows access to your files by the various utilities and analysis programs offered through QUICKTRIEVE. (You will now be prompted to enter the "drive" on which the data is held.)

To let QUICKTRIEVE use more than one subdirectory, use the "SUBST" command before booting QUICKTRIEVE as follows:

```
C>SUBST D: C:\QT2
C>SUBST E: C:\QT3
```

ETC

Alternatively, you may modify the autoexec batch file to do this automatically by concatenating the above lines to it as follows:

```
C>COPY AUTOEXEC.BAT+CON
SUBST D: C:\QT2
SUBST E: C:\QT3
```

ETC

<CONTROL>Z OR F6 TO SAVE

Where D and E are letter designations for the data directory in the "end data drive" slot and QT2 and QT3 are the names of the data directories in DOS.

CAUTION FOR USERS OF CSI COMPATIBLE

SOFTWARE: For those who have purchased software from vendors who also provide some sample data in the CSI format, please be very careful if you are thinking about putting this data on your hard disk. If there are no data files present under the QT directory, there is no problem in copying from the floppy to the hard disk. However, if you have data files present, do not copy to the hard disk! If you do this, two things will happen. First, the directory of data files, "QMASTER", will be re-written by the "QMASTER" from the floppy. You will then no longer be able to access the data files originally on the hard disk. Second, the files copied from the floppy will overwrite the matching file numbers and those files will be lost. Either way it's bad news. To avoid such a fate, you will need to create matching files on the hard disk and then use the "move contract file" on the QUICKMANAGER menu to move the data from the floppy to the hard disk. The "QMASTER" file is the key to accessing your data files. Without QMASTER the files are not recognized by your system and are worthless. It should be remembered (when backing up files on floppies) to always take QMASTER along with the data files. The same applies if backing up files on another directory on the hard disk.

DO THE FOLLOWING TO BACK UP YOUR DATA

FILES: 1. Make sure you have enough blank, formatted floppy disks to cover all the data files that are on your hard disk. A general rule of thumb is one floppy disk for every 40 years of data on your hard disk. In addition, you will need one more blank formatted disk to hold your QMASTER file.

2. Change your default directory to the one that holds your DOS program, (usually CD \ or CD \DOS).

3. Type the following:

BACKUP C:\QT\\*.DTA A:

4. The system will now prompt you for each disk it needs and backup your data files.

5. After the above step is complete, insert the extra formatted disk from step 1 and type:

BACKUP C:\QT\QMASTER A:

6. If you have less than 120 contracts, you are done. If not, you must repeat steps 3 - 5 for all additional subdirectories on which QUICKTRIEVE is stored.

COMPUTRAC FILE CONVERSION: Another area of confusion is the conversion from QUICKTRIEVE files to files that are readable by Computrac software. You will be allowed to convert only 20 files into Computrac before needing to create a new subdirectory. You can convert 19 files with the 20th being a new subdirectory, and convert another 19 files with the 20th again as a new subdirectory and so on. The tree structure of QUICKTRIEVE will allow 1 to the ninth power files to be created which will probably take care of the majority of users. Since this may seem an inconvenience, you should make the most of it by organizing your contracts into meaningful subdirectories such as "metals", "grains", "currencies", etc. (it is not required that there be 20 files in each before the creation of a new subdirectory).

If you plan to set up subdirectories as above, you will find it easier to set up the directories first and then convert files into each of them. The "convert file types" routine on QUICKMANAGER will create Computrac files without the necessity of first creating the files with Computrac. Create the file with QUICKTRIEVE, distribute any data to these files and then convert them to Computrac. After entering the "convert files types" program you will be presented with a display of the files set up under QUICKTRIEVE and asked the question "Do you wish to convert any of these?". Answer "Yes" and choose the number one (it will not make any difference at this point which one is chosen). You will then be presented with a display asking you to either create the file just



chosen or add a directory. Choose to add a directory and name it "metals", "grains" or whatever. Again you will be asked "Do you wish to convert into any of these files?" and will be given the option to enter an "A" to add a directory. Now add another directory and so on until you have created the subdirectories for your specific group. Once you have created all subdirectories, you may begin the process of converting the files into their appropriate groups. Escape to the menu, and once the catalog of files is on the screen, choose the one to be converted. The next display will show the current directories in place. Answer "Y" to "Do you wish to convert into any of these files?". Choose the number of the correct directory and you will be told that there are currently no files under the C:/name directory. You will now choose "C" to create the file under the directory. Follow this procedure for all files needing conversion. After completion, a check of files in Computrac should show only the directories created. By accessing a given directory you will see the appropriate files that have been converted.

#### A REMINDER OF POSSIBLE CHANGE IN THIS MONTH'S PAYMENT DUE

If you regularly access your data during prime time (the 8 AM to 6 PM time period) for a prior day of the week, or if you are a domestic user and have fewer than 21 commodities or fewer than 42 stocks or options in your portfolio, this month's invoice may show a price increase. Customers were notified in the February newsletter that a 10% discount would no longer be given for "late access", if it involved the prime time interval (the period 8 AM to 6 PM local time).

Our March newsletter notified customers of an up to 15% increase for domestic users of fewer than 21 contracts beginning April 1. These changes were necessary to cover increased network charges and other operating expenses that have contributed to increasing costs.

#### LATE PAYMENT FEES/BOOKKEEPING PROCEDURES

Effective immediately, invoices not paid by the due date will be subject to a 1.5% late payment fee. In addition, if we

have suspended your account for non-payment, a \$10 fee will be charged to re-enable your account.

#### ADVERTISEMENTS ENCLOSED

We have enclosed information on two advertisers in this month's News Journal: Omega Research, Inc. and North American Chicago Corp. have each enclosed sales material. As always, CSI does not endorse or recommend the products of advertisers. In general advertised products may be of benefit to users; however, the advertisements are accepted principally because the extra revenue helps defer the cost of our service.

#### QUICKDAYTRADER and QUICKMARKET ANALYZER

While waiting for the CBOT to answer exceptions to their proposed agreement we have to delay delivery of QUICKDAYTRADER; however, the same analysis we designed for QUICKDAYTRADER can be derived from QUICKMARKET ANALYZER when introducing normal daily files. QMA is working for the Apple and is under development for the IBM PC/XT. Customers who planned to receive QDT may at their option, take QMA in its place.

What this new tool is designed to do is to provide a bar chart and a point and figure chart of market action, and through statistical discrimination logic, an objective identification of the market type that is at hand. The market analyzer will tell you, within statistical bounds, (1) whether the market is likely to trend forcefully in one short term direction or another. (2) whether we have a trading market and that prices are likely to move back and forth around a specific price range, or (3) whether the current market is of an "indeterminate" nature so that no positions are at risk.

I hesitate to over-sell this tool because we have no trading experience with it. It is based on a concept derived from the CBOT's Market Profile which, of course, operates only on 30 minute interval data. It was stated once before that Pete Steidlmeyer, a CBOT director and 20 year veteran floor trader, related to me that he had 22 consecutive winning years in the markets by utilizing a similar procedure.

The price is right -- it is free if you purchase a minimum of \$295 worth of additional data at the regular price.

QUICKMONEY

This soon to be released new product is my personal favorite because of the relatively low risk associated with its use and because so much time and research went into its development. CSI's entire data base is behind its evolution. Without our enormous data archives stretching back over 20 years, this product would not have been possible. In the next newsletter we hope to set a definite date when it will be ready for distribution.

DRASTIC QUICKPC COMPUTER  
HARDWARE PRICE CUT

CSI is celebrating its 12th anniversary with a special hardware sale. The wide acceptance of our QUICKPC, an IBM PC/XT compatible computer, has allowed us to shave our prices and offer a low cost PC/XT (hard disk) model without printer or modem for \$1195. Futures Magazine gave us permission to reveal that they have purchased a large number of these machines from CSI.

Users who wish to substitute a second floppy disk for the hard disk in model A can purchase the machine for only \$1045. Single floppy models are available for \$995.

We have enclosed an order form for your convenience. If you have been considering the purchase of an IBM PC/XT compatible computer, this may be your lowest cost opportunity. This sale will end without notice, so please don't delay in getting your order to us.

GANNSOFT PUBLISHING COMPANY...

has asked us to announce the availability of their Version 1.4 of the GANN-TRADER program. It is available for both the Apple and IBM at this time. Peter A. Pich is in charge of sales and support. Their offices are located at 311 Benton Street, Leavenworth, Washington 98826, telephone #509/548-5990.

PLEASE EXCUSE OUR CARELESSNESS

February's CSI News Journal carried information about the Auto Chart-Write program developed by Roland C. Benner, a customer of CSI. We inadvertently showed his phone number as 604/931-8302. It should have been 604/931-9302. If you can't reach him at that number, you may call him at home at 604/465-5361.

Auto Chart-Write may be used to print out several charts of different markets in a single unattended session. This product is available to IBM PC users for only \$40.00. Please call Mr. Benner for more details.

1200 BAUD LONG DISTANCE ACCESS  
FOR LARGE USERS ONLY

Effective immediately, all users may access CSI's computer through our 1200 baud service. We have installed a limited number of ports on 305/392-1332. Only users of large portfolios in excess of 50 contracts should change their user constants to enable this service.

**IMPORTANT NOTICE:** THE VIEWS AND INFORMATION EXPRESSED IN THIS DOCUMENT REFLECT EXCLUSIVELY THE OPINIONS AND EXPERIENCE OF THE AUTHOR, ROBERT C. PELLETIER. NEITHER CSI NOR THE AUTHOR UNDERTAKE OR INTEND TO PROVIDE TAX ADVICE OR TRADING ADVICE IN ANY MARKET OR ENDORSE ANY OUTSIDE INDIVIDUAL OR FIRM. READERS SHOULD CONSULT COMPETENT FINANCIAL ADVISORS AND TAX ADVISORS OR OUTSIDE COUNSEL BEFORE MAKING ANY TRADING, SOFTWARE PURCHASE, OR INVESTMENT DECISIONS.

TYMNET PHONE NUMBER CHANGES

- |              |                   |
|--------------|-------------------|
| 916/758-3551 | Davis, CA         |
| 213/643-2907 | El Segundo, CA    |
| 805/948-4602 | Lancaster, CA     |
| 408/372-6433 | Monterey, CA      |
| 408/757-0147 | Salinas, CA       |
| 707/644-1192 | Vallejo, CA       |
| 305/272-7900 | Delray Beach, FL  |
| 319/582-3599 | Dubuque, IA       |
| 309/788-3713 | Rock Island, IL   |
| 502/781-5711 | Bowling Green, KY |
| 413/499-0971 | Pittsfield, MA    |
| 301/273-7100 | Aberdeen, MD      |
| 313/982-0301 | Port Huron, MI    |
| 704/252-9023 | Asheville, NC     |
| 919/762-1862 | Wilmington, NC    |