

UNIVAC
DATA PROCESSING DIVISION

9200

S Y S T E M
INSURANCE
AGENCY
APPLICATIONS

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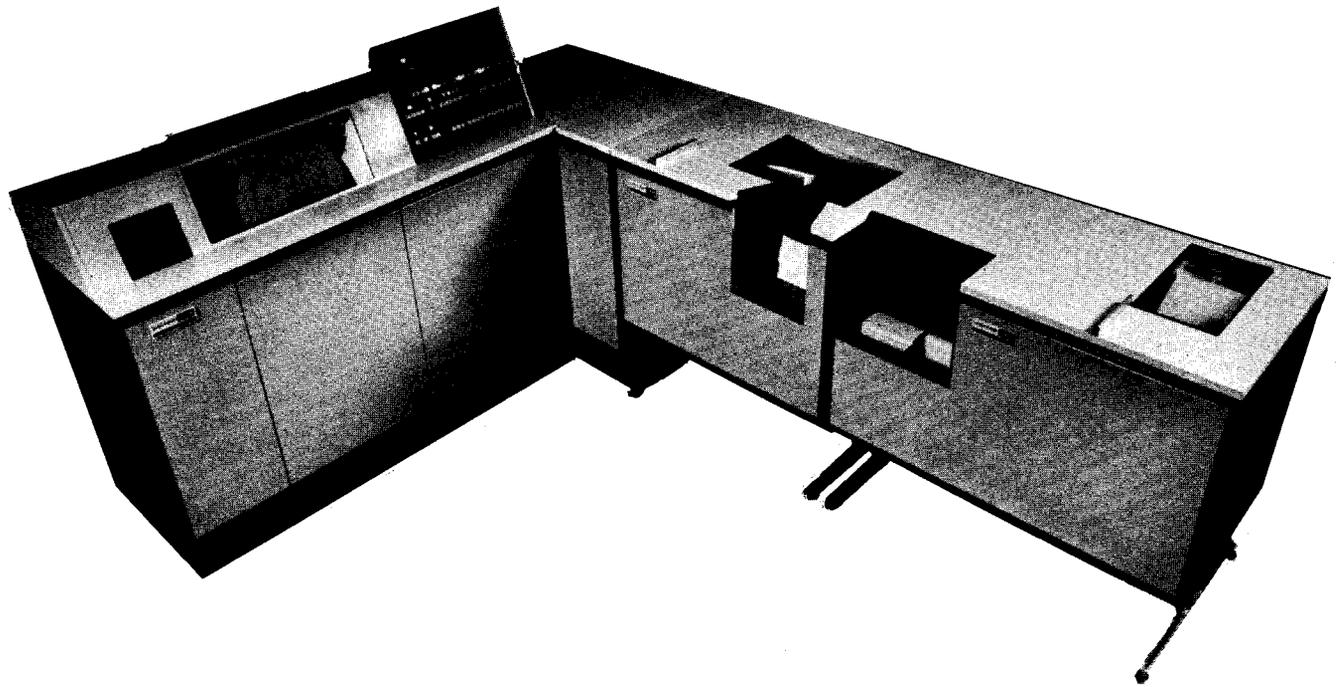
UNIVAC 9200

low-cost electronic data processing system

for

INSURANCE AGENCIES

- *Timely, comprehensive management reports*
- *Breaks paperwork bottlenecks*
- *Reduces operating costs*
- *Enables more selling time and improved customer services*



UNIVAC 9200 COMPUTER SYSTEM

An Affordable, Comprehensive Management Tool for the Progressive Insurance Broker or Agent

As a progressive insurance broker or agent you are continually looking for ways to improve the efficiency of your operation, give better and more customer services, and maintain or gain a competitive edge. To accomplish these aims, you need timely, accurate and comprehensive reports that will enable you to thoroughly evaluate the performance of your salesman and sub-producers. In addition, you need the means to efficiently process the direct and indirect business which they write, plus up-to-the-minute information about underwriting companies, state and local regulations, and all aspects of each individual policy sold by your organization.

If you are presently using manual processing methods, you may well recognize that they are inadequate and inefficient, and that they will be a hindrance to the expansion of your business. If you are using bookkeeping machines and tabulating card equipment, you are only partially alleviating your paperwork load, and getting very little management information.

Naturally, the solution is electronic data processing – if the price were right. And, this is just the case with the new UNIVAC 9200 Computer System. Now with the 9200, high-speed electronic data processing becomes affordable to most insurance brokers and agencies.

For the long range, if and when you need to handle much larger quantities of data and further enhance the sophistication of your operation, the 9200 provides entrée into a complete and versatile family of compatible computers – the UNIVAC 9000 Series which includes the 9300 Card/Tape System. Growth can be easily accomplished in very low-cost steps.

FOR YOU, A UNIVAC 9200 COMPUTING SYSTEM MEANS . . .

- More time to sell insurance.
- An economical, high-speed version of a proven method of reducing paper work and increasing efficiency and profits.
- Assured accuracy of punched card methods.
- Greatly reduced yearly auditing costs.
- Better follow-up and collection of customers' accounts.
- Peak loads, overtime and personnel problems minimized – clerical confusion eliminated.
- All agency reports, balanced to agency-control figures, include:

Transaction Journal and Analysis
Assureds' Statements
Sub-Producers' Statements
Aged Accounts Receivable
Company Accounts Current
Overwrite Summary
Coverage Analysis
And specialized reports as needed.

- Fast, legible, printed, timely and all inclusive management summary and exception reports.

Working far more efficiently and productively than ordinary clerical help, the UNIVAC 9200 produces a range of vital reports, comparisons, and tabulations that give you a new dynamic control of your agency's operations. With a clear picture of your entire business, you can direct your agency toward increased customer services, and significantly increased sales and profits.

The 9200 reduces the paper work burden on valuable agency personnel – gives them more time for customer contact. Your sales and profits increase without boosting overhead. Rentals are comparable to older punched card machine prices.

HERE'S HOW THE LOW-COST 9200 COMPUTING SYSTEM IMPROVES YOUR PROCESSING CAPABILITY

As in your present agency accounting system, the basic source of data for the 9200 is the customer application. This serves as the input for the policy holder master file and is the means whereby premium billing of new business as well as renewal business can be automated.

Each transaction is recorded on a form similar to the invoice shown below and includes the appropriate transaction, coverage, and producer codes.

The invoice may be prepared as a multi-part form, including such copies as:

- Insured's Original*
- Insured's Remittance Copy*
- Accounting Department Copy*
- Policy Registration Copy*
- Expiration File Copy*
- Daily File Copy*

In instances where the billing operation is not performed by computer, the accounting copy serves as source document for data processing and is coded for keypunching:

INVOICE					
ASSURED NAME <u>Buchinger J.</u>			EFFECTIVE DATE <u>March 5, 1966</u>		
ADDRESS <u>35 Stratford Ave.</u> <u>Anytown, USA</u>			PRODUCER <u>Mensing</u> (3)		
EXP. DATE	POLICY NO.	COMPANY	PROPERTY & COVERAGE	AMOUNT	PREMIUM
8/5/68	ABC.32172	Travelers (06)	Auto - Bl. PD. MP., Compensation & Collision (X)	25/50/5/1 (A) ACV (B)	\$25.35 (20/12) 18.30 (25/12) \$43.65

Each agency can maintain its own list of company and producer codes. For transaction and coverage identification, your agency may devise a code of its own similar to the one shown below used by the UNIVAC Data Processing Centers.

TRANSACTION CODES

- Adjustments A
- Cancellations C
- Endorsements E
- New Business N
- Parcel Post P
- Renewals R
- Installments X
- Rewrite W

COVERAGE CODES

- | | |
|------------------------|-------------------------|
| Auto Liability A | Accident-Health I |
| Auto Physical Damage B | Burglary J |
| General Liability C | Boiler Machinery K |
| Dividends D | Life L |
| Compensation E | Marine, Midland, etc. M |
| Fire Extend Coverage F | Fidelity Bonds, etc. N |
| Plate Glass G | Others O |
| Homeowners H | |

Or you may use the coding recommendations of the National Association of Insurance Agents shown as follows.

Coding system recommended by the National Association of Insurance Agents

1. CLASS OF BUSINESS CODES

CODE	DESCRIPTION
0	MISCELLANEOUS
1	AUTOMOBILE
2	GENERAL LIABILITY
3	WORKMEN'S COMPENSATION
4	FIRE
5	BURGLARY
6	PLATE GLASS
7	BONDS
8	MARINE
9	ACCIDENT & HEALTH
10	COMPREHENSIVE DWELLING
11	HOMEOWNERS
12	ASSIGNED RISK

2. TRANSACTION CODES

CODE	DESCRIPTION
10	NEW BUSINESS
11	ADDITIONAL PREMIUM ENDORSEMENTS
12	EARNED PREMIUM
20	RENEWAL
30	CANCELLATION
31	RETURN PREMIUM ENDORSEMENTS
50	DEBIT ADJUSTMENT
60	CREDIT ADJUSTMENT
70	CASH RECEIPTS
80	CASH DISBURSEMENTS
90	BALANCE FORWARD

3. COMPANY CODES

CODE	NAME
01	AETNA CASUALTY & SURETY
02	BANKERS & SHIPPERS INS. CO.
03	CENTURY INSURANCE CO., LTD.
04	EAGLE FIRE INSURANCE CO.
05	HARTFORD FIRE INSURANCE CO.
06	HOME INSURANCE CO.
07	MERCHANTS FIRE INS. CO.
08	NATIONAL SURETY CORPORATION
09	QUAKER CITY INSURANCE CO.
10	SPRINGFIELD FIRE & MARINE INS. CO.

4. COMMISSION

VALUE %	CODE	REMARKS
5	OEO	When commission is less than 10% show "O" in first column.
7½	OGE	
8	OHO	
10	AOO	Use "O" in third column when there is no fraction.
12½	ABE	
15	AEO	
17½	AGE	
20	BOO	
22½	BBE	
25	BEO	
27½	BGE	
30	COO	
32½	CBE	
35	CEO	

Note: In the examples shown in this manual the average commission factor is employed. This is a variable factor within the Coding System which would depend on the particular agency involved.

All Data Recorded Permanently in the Transaction Card

Periodically, the source data (invoices, credit memos, itemized deposit slips, and adjustments) are sorted by company code and sent to the key-punch operator with an adding machine control tape.

She punches a card for each transaction, which includes such information as the policy holder's name, expiration data, producer, coverage and transaction codes, policy number, percent commission due, and the gross premium. The company, agent's code, and processing data, being common to each batch of invoices, are set up and stored in the key punch and are repeat punched into every card.

Commissions Computed Automatically

Next, the transaction cards are fed into the UNIVAC 9200, which computes and punches the commissions and net premium into each card. At the same time, the premium and commissions are totaled and punched into control cards for balancing. This operation proceeds at speeds up to 200 cards per minute.

Report heading cards, prepunched with code numbers and description, are prepared and held for use in the various reports.

Timely, Accurate, Comprehensive Summaries Compiled

The UNIVAC 9200 Computer can prepare management reports from punched card information at speeds up to 500 lines per minute. These might include:

- **COMPANY ACCOUNTS CURRENT** the amount of business written by the agency, the amount earned as commissions, and the net premium owed to the underwriting companies.

Premium control totals provide a check against the monthly account current totals.

- **PRODUCER'S STATEMENT** each producer's premium collections, his earned commission and the net premium due the agency. This accurate report can prevent the time waste and misunderstandings that arise from errors made by clerical help under peak load pressure.
- **OVERWRITE REPORT** total business written, the overwrite or profit, and the number of transactions for each producer. From this report, the profitability of each producer and sub-agents can be quickly and easily evaluated.
- **OTHER AGENCY REPORTS** Transaction Analysis, Coverage Analysis, Coverage Analysis by Producer are just some of the reports which can be generated.

The following pages briefly outline a typical procedure used in the low-cost 9200 Computing System for insurance agencies:

BASIC PROCESS CHART

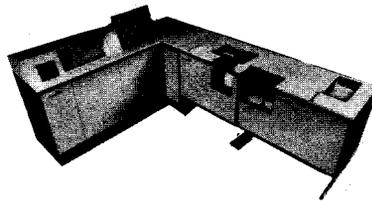
FROM THIS (CODED CUSTOMER INVOICE) - - -

INVOICE DATE: 5/15/66		INSURANCE PLUS SERVICE WALTER H. BLUE & SONS	
Robert Ferris 910 235 Main Street Anytown, U.S.A.		ALL FORMS OF INSURANCE 237 Beach 116th Street Buffalo, N. Y. Phone NEptune 4-7400	
MORTGAGEE: COMPANY: Any Company		CO 26	CL I
		TR 10	INVOICE NO. No. 648
POLICY NO.	DESCRIPTION OF COVERAGE	AMOUNT	PREMIUM
NCV 521546	Automobile, Bodily Injury and Property Damage 1959 Ford Sedan M#12435879H	AEO 50/100,000 Bodily Injury 25,000 Prop. Damage	412.53
POLICY TERM			
I			
RENEWAL DATE			
5/15/67			
Transaction Effective			
5/15/66	RENEWAL OF POLICY NO.	RECEIPT RETURNED ON REQUEST	
AGCY.	PROD.	IMPORTANT: ADD'L. INSTALLMENTS ARE DUE AND PAYABLE	▶
		DATE	PREMIUM
		DATE	PREMIUM
		DATE	PREMIUM
INVOICE			

A TRANSACTION CARD IS PUNCHED - - -



AND THEN PROCESSED ON THE 9200 COMPUTER - - -



TO PRODUCE: - - -

- TRANSACTION JOURNAL
- STATEMENT TO ASSURED
- STATEMENT TO SUB-PRODUCERS
- AGED ACCOUNTS RECEIVABLE
- COMPANY ACCOUNTS CURRENT
- SUNDRY REPORTS



LET'S STUDY THESE IN DETAIL

INVOICING PROCEDURE

New Business and Renewals

Notice the letters BEO in the commission column. Refer now to the commission rates and you will note that these three letters record your commission at 25%. In addition notice the coding for Company (09), Class of Business (4) and Transaction (20).

SAMPLE INVOICE

COMPANY		CLASS		TRANS							
01,21,25	-AETNA	10,19	-EMPIRE	05	-NATL	1-AUTO	6-P.G.	10-NEW	Aetna - BAO	Empire - BEO	Man F&M - BEO
09,18	-AGRIC	12,15	-EXCEL	29,30	-ROYAL	2-G.L.	7-BONDS	11-A.P.	Agric. - BEO	Emplyrs - AIO	National - BEO
13	-AM.HOME	16	-FUL	11,22	-ST.P.	3-W.C.	8-MAR.	12-E.P.	Am. Home - BEO	Excelsior - BEO	Royal - AHO
17	-A & C	03	-HOME F&M	04	-T & M	4-FIRE	9-A & H	20-REN'L	Appel & Cox - AHE	Fulton - BEO	St. Paul - BBO
27	-CALED	07,24	-HOME INS.	14,20	-U.S.F. & G.	5-BURG.	0-MISC	30-CANC	Caledonian - BEO	Home - BCO	Thames - Mer. - BEO
02	-CENT	06	-MANH F&M	28	-MISC			31-R.P.	Century - BEO	Home F&M - BEO	US F&G - AGO
08,23	-EMPLOY	26	-MASS								

INVOICE DATE: 8/10/66	INSURANCE PLUS SERVICE WALTER H. BLUE & SONS
Robert Ferris 0910 235 Main Street Anytown, U.S.A.	ALL FORMS OF INSURANCE 237 Beach 116th Street Buffalo, N. Y. Phone NEptune 4-7400
MORTGAGEE: COMPANY: Agricultural	INVOICE 7001

POLICY NO.	DESCRIPTION OF COVERAGE	AMOUNT	PREMIUM
29 8642	Building - Fire, EC (\$50.00 DED) VMM 12 Oxford Drive	BEO 10,000.00	124.56
POLICY TERM	3 Years		
RENEWAL DATE	9/31/69		
DATE EFFECTIVE	9/31/66		
	RENEWAL OF POLICY NO. 28 1215		
AGCY.	PROD.	DATE	PREMIUM
		DATE	PREMIUM
		DATE	PREMIUM
		DATE	PREMIUM

IMPORTANT: INSTALLMENTS ARE DUE AND PAYABLE

INVOICE

TRANSACTION JOURNAL

Provides in a single monthly report, the maximum amount of information on every agency transaction.

TRANSACTION JOURNAL																	
AGENCY		WALTER H BLUE & SONS						#02		DATE SEP 1966							
CUST-OMER	INVOICE NO.	ASSURED	CO.	POLICY NUMBER	CLASS	EFFECTIVE			TRANS.	RECEIVABLES				CASH		PAYABLES	
						MO.	DAY	YR.		BROUGHT FORWARD	CURRENT PREMIUMS	PRODUCER RATE	COMM. AMOUNT	NET REC.	REC. OR PAID	COMM. RATE	NET. PREM.
10	601	J ADAMS	25	C 463275	1	8	6	6	90	229.64							
10	601	J ADAMS	25	C 463275	1	8	6	6	70				.N/B	229.64-			
30	1758	G ALLEN	25	FC 364439	1	4	4	6	90	38.00							
30	1758	G ALLEN	25	FC 364439	1	7	4	6	90	38.00							
73	603	H BARTON	26	NFC 604739	1	7	6	6	90	25.57							
73	603	H BARTON	26	NFC 604739	1	7	6	6	70				5.57	20.00-			
130	5410	J BEECHER	25	OTL 359263	2	9	18	6	20		147.80					250	110.85
130	5410	J BEECHER	25	OTL 359263	2	9	18	6	70				.N/B	147.80-			
242	2615	J CAMPBELL	25	AGO 451464	2	6	16	6	90	585.91							
242	2615	J CAMPBELL	25	AGO 451464	2	6	16	6	10		430.43		1,016.34			250	322.82
828	6770	W DAVIS	25	FC 365397	1	6	5	6	90	49.91							
828	6770	W DAVIS	25	FC 365397	1	6	5	6	70				34.79	15.12-			
885	438	EVERS	25	WC 627269	3	1	1	6	90	1,149.34							
885	438	EVERS	25	WC 627269	3	1	1	6	70				487.10	662.24-			
910	648	FERRIS	26	NCV 521546	1	5	15	6	90	412.53							
910	648	FERRIS	26	NCV 521546	1	5	15	6	70				100.00	312.53-			
910	1046	FERRIS	25	WC 136728	3	8	2	6	90	111.55							
910	1046	FERRIS	25	WC 136728	3	8	2	6	10		38.66					100	34.79
910	1046	FERRIS	25	WC 136728	3	8	2	6	70				.N/B	150.21-			
910	3753	FERRIS	25	CGL 91692	1	6	2	6	90	34.71							
910	3753	FERRIS	25	CGL 91692	1	6	2	6	70				.N/B	34.71-			
910	3753	FERRIS	25	CGL 91692	1	9	2	6	10		34.71		34.71			150	29.50
1090	703	GARFIELD	25	FC 314327	1	8	24	6	90	50.62							
1090	703	GARFIELD	25	FC 314327	1	8	24	6	70				.N/B	50.62-			
9956	3696	HAMILTON	2	FCC2754321	1	8	17	6	11		123.58	200	24.72			250	92.68
9956	3696	HAMILTON	2	FCC2654321	1	8	17	6	70				73.86	25.00-			
9956	4785	HAMILTON	1	AF 46741	4	6	5	6	90	568.92							
9956	4785	HAMILTON	1	AF 46741	4	6	5	6	70				.N/B	568.92-			
9956	5985	SAMPSON	11	HOC 567480	4	9	9	6	10		112.85	200	22.57	90.28		250	84.64
										3,294.70	888.03	47.29	1,918.65	2,216.79-			675.28

↑ CUSTOMER ↑ ASSURED ↑ COMPANY ↑ POLICY NO. ↑ EFFECTIVE ↑ RECEIVABLES ↑ CASH ↑ PAYABLES

STATEMENT TO ASSURED - STATEMENT TO SUB-PRODUCERS

STATEMENT TO ASSURED

Monthly reminder of account status—all transactions shown for the month—previous balances—current—cash received or paid. SPEEDS AND IMPROVES COLLECTIONS.

INSURANCE PLUS SERVICE
WALTER H. BLUE & SONS
 ALL FORMS OF INSURANCE
 Phone NEptone 4-7400 237 Beach 116th Street
 BUFFALO, N. Y.

CLASS OF BUSINESS
 0-MISCELLANEOUS
 1-AUTOMOBILE
 2-GENERAL LIABILITY
 3-WORKMEN'S COMPENSATION
 4-FIRE
 5-BURGLARY
 6-PLATE GLASS
 7-BONDS
 8-MARINE
 9-ACCIDENT AND HEALTH

MONTHLY STATEMENT

ROBERT FERRIS #02-0910 SEP 1966
 235 MAIN STREET
 ANYTOWN, U.S.A.

DETACH ON PERFORATION AND RETURN TOP PORTION WITH REMITTANCE

INVOICE NUMBER	DATE MO. YR.	POLICY NUMBER	EFFECTIVE MO. DAY YR.	CO.	CLASS OF BUS.	PREVIOUS UNPAID PREM.	CURRENT		
							PREM. OR RETURNS	CASH REC. OR PD.	
648	08 66	NCV 521546	05 15 66	26	1	412.53			
648	09 66	NCV 521546	05 15 66	26	1			312.53-	
1046	08 66	WC 136728	08 02 66	25	3	111.55			
1046	09 66	WC 136728	08 02 66	25	3		38.66		
1046	09 66	WC 136728	08 02 66	25	3			150.21-	
3753	08 66	CGL 91692	06 02 66	25	1	34.71			
3753	09 66	CGL 91692	06 02 66	25	1			34.71-	
3753	09 66	CGL 91692	09 02 66	25	1		34.71		
YOUR BALANCE IS								134.71	

IMPORTANT: PREMIUMS ARE DUE AND PAYABLE ON DATE OF ISSUE OF POLICY. POLICIES NOT WANTED MUST BE RETURNED FOR CANCELLATION IMMEDIATELY. OTHERWISE THERE WILL BE A PREMIUM CHARGE FOR THE TIME POLICY IS IN FORCE.

STATEMENT TO SUB-PRODUCERS

Monthly transactions—commission rate—gross premiums—net payables—cash received or paid. SAVES TIME-CONSUMING QUESTIONS AND ARGUMENTS.

INSURANCE PLUS SERVICE
WALTER H. BLUE & SONS
 ALL FORMS OF INSURANCE
 Phone NEptone 4-7400 237 Beach 116th Street
 BUFFALO, N. Y.

CLASS OF BUSINESS
 0-MISCELLANEOUS
 1-AUTOMOBILE
 2-GENERAL LIABILITY
 3-WORKMEN'S COMPENSATION
 4-FIRE
 5-BURGLARY
 6-PLATE GLASS
 7-BONDS
 8-MARINE
 9-ACCIDENT AND HEALTH

MONTHLY STATEMENT

E. JOHN HARRISON BROKERAGE #02-9956 SEP 1966
 65 MAPLE AVENUE
 ANYTOWN, U.S.A.

REF. NO.	DATE MO. YR.	ASSURED	POLICY NUMBER	EFFECTIVE MO. DAY YR.	CO.	CLASS OF BUS.	TYPE OF TRANS.	COMM. RATE	CURRENT GROSS PREMIUMS	NET PAYABLES		
										PREVIOUS	CURRENT	CASH REC. OR PAID
3696	09 66	HAMILTON	FCC2754321	8 7 66	2	01	11	20	123.58		98.86	
3696	09 66	HAMILTON	FCC2754321	8 7 66	2	01	70					25.00-
4785	08 66	HAMILTON	AF 46741	6 5 66	1	04	90			568.92		
4785	09 66	HAMILTON	AF 46741	6 5 66	1	04	70					568.92-
5985	09 66	SAMPSON	HOC 567480	9 9 66	11	04	10	20	112.85		90.28	
									236.43	568.92	189.14	593.92-
YOUR BALANCE IS											164.14	

AGED ACCOUNTS RECEIVABLE

AGED ACCOUNTS RECEIVABLE									
AGENCY		WALTER H. BLUE & SONS			# 2	DATE			9 - 1966
CODE	ASSURED OR PRODUCER	BALANCE FORWARD	CURRENT MONTH			30 DAYS	60 DAYS	90 DAYS & OVER	
			PREMIUMS	CASH	BALANCE				
10	JAMES E. ADAMS	229.64		229.64-					
30	GEORGE ALLEN	76.00			76.00		38.00	38.00	
73	HELEN BARTON	25.57		20.00-	5.57		5.57		
130	JOSEPH BEECHER		147.80	147.80-					
242	JOHN H. CAMPBELL	585.91	430.43		1016.34			1016.34	
828	WALTER S. DAVIS	49.91		15.12-	34.79			34.79	
885	EVERS & SON CORP	1149.34		662.24-	487.10			487.10	
910	ROBERT FERRIS	558.79	73.37	497.45-	134.71			100.00	
1090	LAWRENCE GARFIELD	50.62		50.62-					
9956	E. J. HARRISON BROKERAGE	568.92	189.14	593.92-	164.14	73.86			
		3294.70	840.74	2216.79-	1918.65	73.86	43.57	1676.23	

↑ ↑ ↑ ↑ ↑ ↑ ↑
 CODE ASSURED OR PRODUCER BALANCE FORWARD CURRENT MONTH (Premiums, cash, balance) 30 DAYS 60 DAYS 90 DAYS & OVER

YOU KNOW EXACTLY WHO OWES YOU HOW MUCH AND FOR HOW LONG

COMPANY ACCOUNTS CURRENT

WALTER H. BLUE & SONS
 Phone NEptune 4-7400 237 Beach 116th Street
 BUFFALO, N. Y.

TRANSACTION CODES
 10-NEW BUSINESS
 11-ADDITIONAL PREMIUM ENDORSEMENTS
 20-RENEWAL
 30-CANCELLATION
 31-RETURN PREMIUM ENDORSEMENTS
 50-DEBIT ADJUSTMENT
 60-CREDIT ADJUSTMENT

A-B-C INSURANCE COMPANY

CODE DATE
 #02-25 SEP 1966

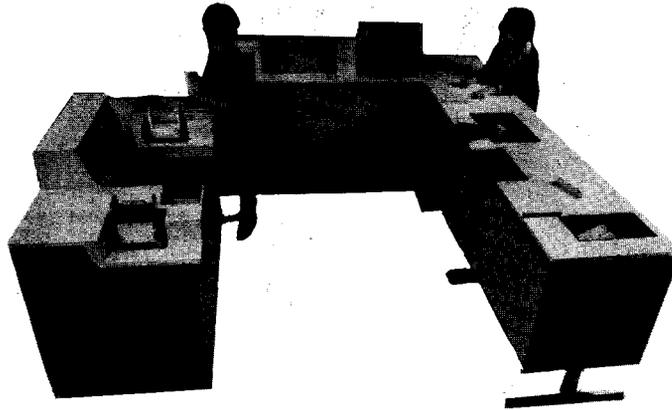
CUST.	REF. NO.	ASSURED	POLICY NUMBER	EFFECTIVE			CLASS	TRANS.	PREMIUM OR RETURN PREM	COMM. RATE	PREMIUM LESS COMM.
				MO.	DAY	YR.					
265	620	BECKER L	CPL 231069	9	06	66	02	10	20.00	175	16.50
325	1339	BENNETT E	582499	9	11	66	04	10	39.20	250	29.40
328	624	BENNETT E	FC 250235	9	03	66	01	10	52.86	200	42.29
372	8999	BERNSTEIN	BFS 599472	8	05	66	05	10	74.22	300	51.95
480	3279	BOGGIANO G	FCA 556169	9	26	66	01	20	23.00	200	18.40
545	652	BORSHON S	CDP 728720	9	26	66	04	10	89.55	250	67.16
545	3299	BOTSHON S	FC 345432	8	20	66	01	11	8.68	200	6.94
593	657	BRADY H	NFC 645520	9	22	66	01	10	87.85	175	72.48
643	3253	REINER W	NFC 596111	8	15	66	01	11	2.02	200	1.62
645	662	BRESLIN J	FCA 474996	9	29	66	01	10	43.61	200	34.89
645	3254	BRESLIN J	FCA 474996	8	11	66	01	11	15.95	200	12.76
655	3045	BRICK S	265 AD8428	9	13	66	01	20	267.24	220	208.45
660	665	BRIGHT T	CCP 559717	9	05	66	02	10	17.00	250	12.75
680	666	BRITTON J	FCA 556184	9	27	66	01	30	53.34-	200	42.67-
705	667	BRODSKY G	CCP 559982	9	17	66	02	10	67.50	250	50.62
705	5414	BRODSKY G	FC 226014	8	12	66	01	11	59.24	200	47.39
780	670	BRUCKNER J	HO 781976	9	18	66	04	10	93.50	250	70.12
800	673	BRUSTEIN M	CDP 450151	9	04	66	04	10	84.55	250	63.41
800	1341	BRUSTEIN M	FC 362421	9	04	66	01	10	421.42	200	337.14
835	4546	BURCAW R	FC 745611	9	20	66	01	20	67.32	200	53.86
879	1342	BUTLER J	AF 3763858	9	06	66	01	10	83.20	150	70.72
885	684	BYRNE ASSO	4216137	9	25	66	08	10	67.50	200	54.00
885	3606	BYRNE ASSO	BF 111462	9	27	66	05	20	125.00	300	87.50
923	689	CHAILL M	FC 362137	9	08	66	01	30	90.06-	200	72.05-
975	1343	CAMPION R	31 F216827	9	19	66	04	10	12.96	250	9.72
1022	698	CAREY J	FC 713684	9	14	66	01	10	64.15	200	51.32
									1744.12		1356.67

- Accurate, monthly statements to your companies prepared by the 9200 at 250 lines per minute
- Saves time, money and costly errors by eliminating hand written or typed reports
- You know to the penny how much you owe each company

HERE ARE FEATURES OF THE 9200 WHICH WILL BENEFIT EVERY INSURANCE AGENCY

■ *Speed*

The 9200's speed will minimize your peak loads and overtime. It will print a font of 63 alphanumeric and special characters at 250 lines per minute. With a 48 character font, it will print lines of alpha-numeric data at 250 LPM, and numeric lines at 500 LPM. The 9200 Processor, when operated on-line with the optional UNIVAC 1001 Card Controller, will simultaneously read and process three separate, related 80-column card files at through-put speeds up to 2400 cards per minute. Its thin film plated wire memory provides 1.2 microsecond cycle time. The 9200 can concurrently read, calculate, punch and print at stated input/output speeds, assuring that your reports will be prepared on time.



■ *Capacity*

The basic memory of the 9200 Processor is 8192 bytes and is field expandable to 12,288 or 16,384 bytes. This gives you capacity to store complex programs and produce reports with almost unlimited totals. This large memory will permit you to store descriptions, tables, columnar headings, etc., thereby eliminating master cards and minimizing the key punching of descriptive data. The high-speed bar printer reproduces 63 alpha, numeric and special characters. Each printed line can contain up to 132 characters; any character prints in any position. Type bars interchange in 60 seconds to permit use of special fonts.

■ *Advanced Design*

Monolithic integrated circuits – complete circuits on tiny silicon wafers – reduce both space needs and power consumption. Both processor and printer are housed in a single compact cabinet.

■ *Simplicity*

The operation and programming of the 9200 is so simple that it is well within the capabilities of your personnel. UNIVAC provides an installation control plan which guides you step-by-step through your system conversion. And programming is simplified with the UNIVAC Report Program Generator which permits your personnel to program a variety of your standard reports within a short time.

■ *Economy*

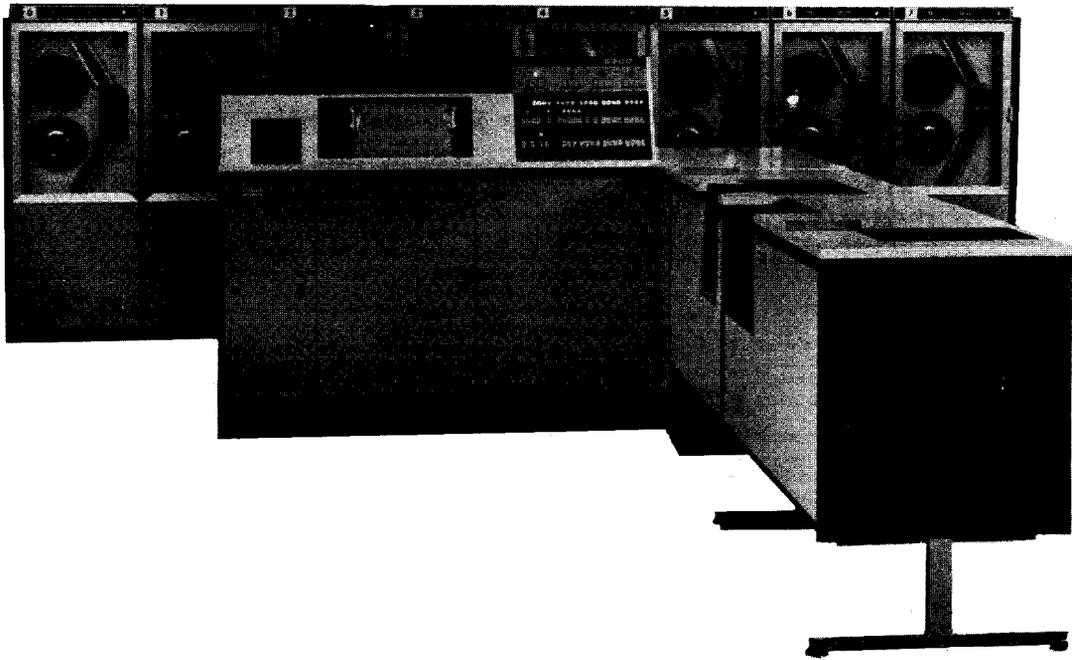
Here's where the 9200 really shines. This modern, high-speed, internally programmed computer is available at a price equivalent to – and in some instances less than – punched card equipment. It will produce the results that you have dreamed about, at a cost that is unbelievably low, and at speeds many times faster than your existing methods.

■ *Flexibility*

The 9200 permits you to start small and grow. Expandability is a fundamental concept – you will never be squeezed by future work loads or a possible acquisition. When your card volume outruns your capacity, you can add a 1001 Card Controller which in many situations more than doubles your card processing speed. When you need more memory, you can expand to 12K or 16K. You can add a card read/punch feature when economically feasible.

Should your master card files become unwieldy or if you outgrow the 9200, you can move up within the UNIVAC family of compatible computers. Next above the basic 9200 is the 9300 Card/Tape System, both a high-performance punched card processor and a full-power magnetic tape system. Expansion to the 9300 is easy – programs prepared for the 9200 can be run on the 9300, and your 9200 can be expanded to the larger machine on-site.

The 9300 offers "big computer" power – fast enough for the advanced and sophisticated EDP techniques of large progressive businesses. If you are thinking of offering your computer facilities to other area businesses, you won't be swamped or have to back away with this machine.



UNIVAC 9300 SYSTEM

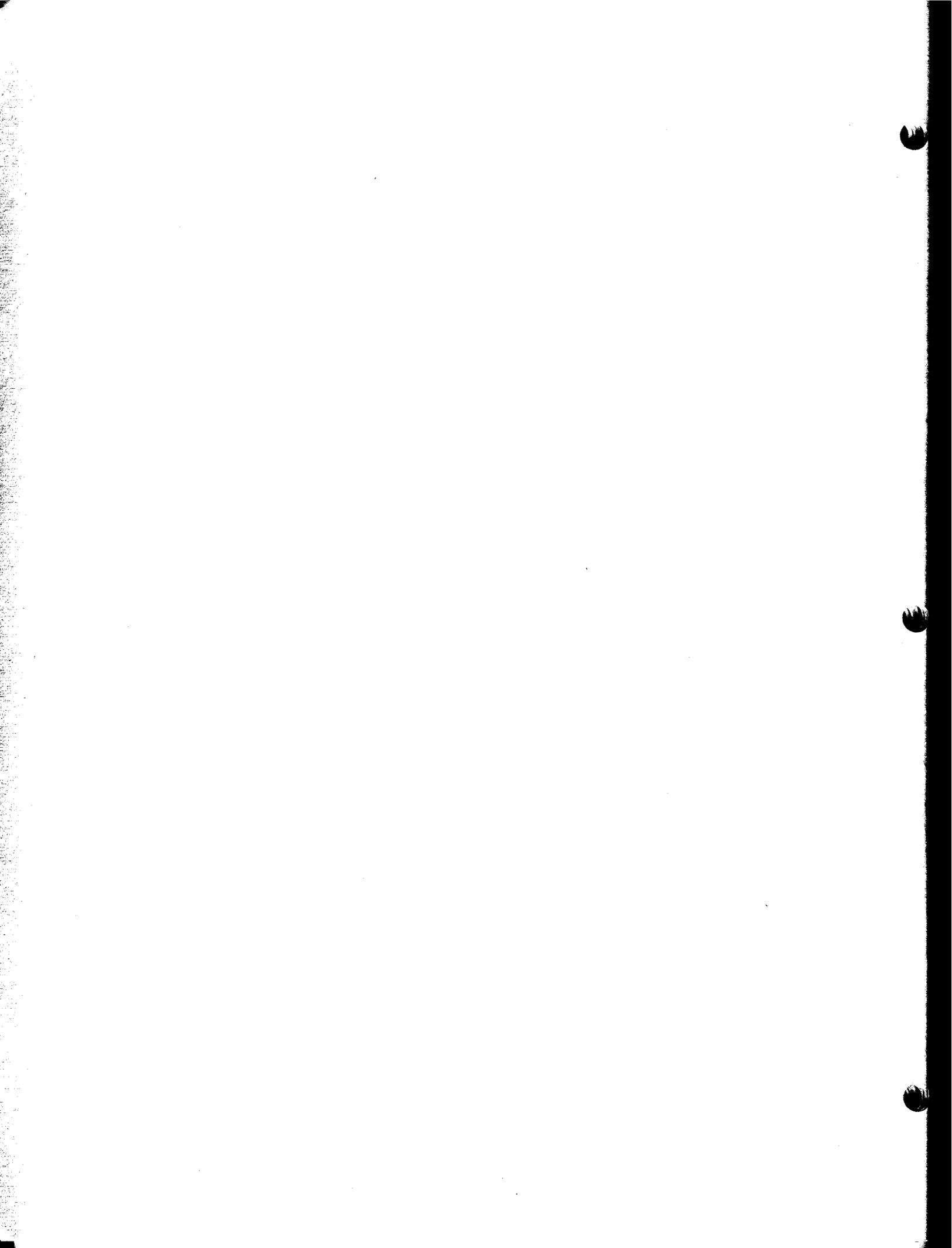
COMPARATIVE SPECIFICATIONS

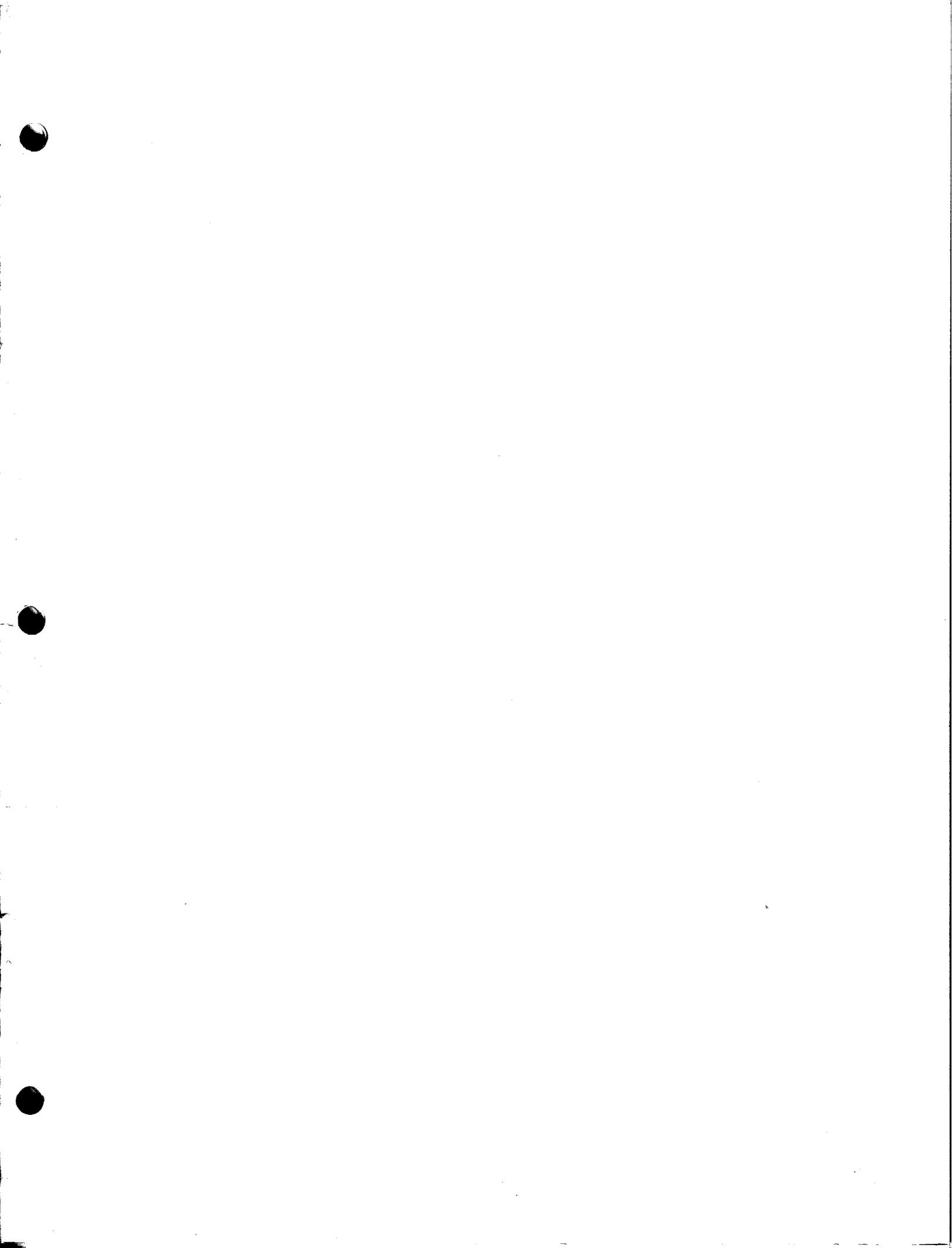
	9200	9300
SYSTEM ORIENTATION	Card	Card/Tape
BASIC MEMORY	8,192 bytes	8,192 bytes
EXPANDED MEMORY	16,384 bytes	32,768 bytes
MEMORY CYCLE TIME	1.2 usec	600 nanosec
ADD (DECIMAL) INSTRUCTION TIME (TWO 5 DIGIT FIELDS)	104 usec	52 usec
MULTIPLY, DIVIDE, AND EDIT	Optional	Standard
CARD READ - BASIC READER	400 cpm	600 cpm
- 1001 CARD CONTROLLER	1000/2000 cpm	1000/2000 cpm
CARD PUNCH	75-200 cpm	75-200 or 200 cpm
READ PUNCH	Optional	Optional
PRINT SPEED (ALPHA)	250 LPM	600 LPM
VARIABLE SPEED PRINTING	250/500 LPM	---
NUMERIC PRINTING	500 LPM	1200 LPM
OVERLAPPED PERIPHERALS	Standard	Standard
MAGNETIC TAPE RATE	---	34.16 KB
SIMULTANEOUS TAPE READ, WRITE AND PROCESS	---	Optional
MULTIPLEXER I/O CHANNEL RATE	85K bytes/sec	85K bytes/sec

THERE'S MORE TO A DATA PROCESSING SYSTEM THAN ORDERING A COMPUTER

When you choose Univac you are dealing with a leading manufacturer of equipment for insurance companies, with a long history of customer satisfaction, systems know-how, full technical support by qualified people and an outstanding record of product excellence. Experienced system analysts and field engineering people help with your specific application problems, and get your installation on line smoothly.

One last point. You are aware of the advantages in purchasing capital equipment. If you are considering the eventual outright purchase of a data processing system, no other manufacturer offers more favorable purchase plans, either initially or during the rental contract, than Univac.





UNIVAC

DIVISION OF SPERRY RAND CORPORATION