INDUSTRIAL DATA PROCESSING APPLICATIONS REPORT

Applications	Inventory Control, Sales Reports, Payroll, Statistics and Analysis
Type of Industry	Processed Seafood Products
Name of User	Ocean Products, Inc. Tampa, Fla.

Equipment Used	IBM 1440/1311 Computer System IBM 1050 Data Transmission Terminals

Synopsis

Current information on the inventories of some 50 warehouses throughout the nation are at the fingertips of Ocean Products, Inc.'s management at all times through the use of IBM 1050 terminals. Management is also provided with detailed information concerning sales, customer relations and daily profit and loss statements within a matter of seconds.

This service is the result of a data processing system installed at the new Dover, Fla., plant of Ocean Products, Inc. Implemented on an IBM 1440/1311 computer, the system combines rapid handling of business data with the management inquiry service.

Current transactions at any of the company's 50 warehouses are posted throughout the day to computer-based files, creating readily available records of a $2 million inventory of frozen seafood products.

This ready availability of current information has enabled the company to reduce its inventory by 30 percent.

Throughout the day, the computer system at Ocean Products compiles information on shipments out of the Tampa area and creates economic truck loads for routes to warehouse locations.

Each evening the computer system processes data accumulated during the day producing reports showing the daily activity in terms of sales, inventory and profits.

Founded in 1953 on the pier where the Tampa shrimp fleet unloads its famous catches, Ocean Products has grown to a publicly owned corporation with annual sales of processed seafood, including shrimp, oysters, and various fillets exceeding $18 million. This growth not only prompted the company to construct a new plant to house increased production, but also to look for improved ways to handle basic business data as well.

Products packed by Ocean Products, Inc. under various brands are sold through food brokers throughout the country.

Ocean Products management must supervise the handling of inventory of some 50 warehouses which carry processed and packaged seafood as well as unprocessed inventory.

As with all perishable inventories, a tight, first-in first-out control of inventory is exercised. With business growth, this control began to tax the capability of historical bookkeeping techniques. Previous procedures using tabulating machine equipment–for example, posting of warehouse transactions–fell as much as a week behind and rarely less than two days behind. Thus, available information was always undependable.

The new computer-based system employs a basic data bank concept. Files of information--inventory, lot records, customer records, open orders--are maintained on disc storage, readily accessible when management wants to see certain records. These files are updated as new transaction notices are received. This information can be brought to bear on dozens of daily management-broker-customer negotiations.

THE SYSTEM

Typically, an Ocean Products broker, under stress of his own operations, responds to one of his customer's orders by phoning Dover. He requests a new shipment which will cover his customer's requirements. Ocean Products management must decide when and how to fill the order, often while the broker is still on the line.

With the new system, a company officer can turn to the 1050 terminal, key in an inquiry code and have warehouse inventory records printed out before him. He can determine if there is enough inventory in Dover to meet the demand. He can also review production schedules to see how these might be altered to meet the broker's needs. This ability to review specific facts quickly and know that they are accurate has enabled management to reduce inventory by about 30 percent. It has also reduced the number of over-age packages which must be discarded.

Three terminals are connected to the computer. One is located in the management offices and is used to supply information needed in analyzing business negotiations. Another terminal is located in the routing office so that information compiled by the computer can be given to the routing manager. This information concerns the load for each truck route from Dover to various warehouse locations around the country.

ACCOUNT: NEW YORK TERMINAL - 12/ | UNIT SIZE: 10 OZ | SAID TO CONTAIN: TI SHRIMP BRD FT 0000 | LOT NUMBER: D13904

INVENTORY RECORD

DATE 05/09/67

ACCOUNT: NEW YORK TERMINAL - 12/ | UNIT SIZE: 10 OZ | SAID TO CONTAIN: TI SHRIMP BRD FT 0000 | LOT NUMBER: D13904

MERCURY COLD STORAGE

RT. 574 AND GALLAGHER ROAD DOVER, FLORIDA

DATE 05/09/67

RECEIVED FROM

FOR THE ACCOUNT OF NEW YORK TERMINAL

REFERENCE NUMBER 11670

ZERO COLD TICKET NO. 577

NO. OF UNITS	SIZE OF UNITS SAID TO BE	SAID TO CONTAIN	CODE OR MARKS	LOCATION
541	12/ 10 OZ	TI SHRIMP BRD FT 0000	0130	

SAID TO WEIGH: GROSS | TARE | NET: 4,057 LBS

RATES → PER CWT. PER MO. FREEZER | HANDLING PER CWT. | FREEZING PER CWT. | OTHER

WAREHOUSE RECEIPT SAMPLES ARE PREPARED WHEN THE DATA BANK IS UPDATED WITH NEW MATERIAL. MERCURY COLD STORAGE IS A SUBSIDIARY OF OCEAN PRODUCTS. THE LAST COPY OF THE WAREHOUSE RECEIPT IS A LOT CARD THAT BECOMES MERCURY'S INVENTORY RECORD.

MERCURY AVAILABILITY INVENTORY

ORDER CODE	PRODUCT	ON HAND	CASES RELEASED	CASES AVAILABLE
0192	16/ 2 LB 8 OZ TI SHRIMP BRD FT 1214	456	25	431
0193	16/ 2 LB 8 OZ TI SHRIMP BRD FT 1416	37		37
0194	16/ 2 LB 8 OZ TI SHRIMP BRD FT 1620	169	10	159
0195	16/ 2 LB 8 OZ TI SHRIMP BRD FT 2125	67		67
0196	16/ 2 LB 8 OZ TI SHRIMP BRD FT 2630	74		74
0210	10/ 4 LB TI SHRIMP BRD FT 0810	79		79
0212	10/ 4 LB TI SHRIMP BRD FT 1214	1,269	50	1,219
0213	10/ 4 LB TI SHRIMP BRD FT 1416	122		122

OFTEN THERE IS ONE OR TWO DAYS BETWEEN THE TIME A PRODUCT IS ORDERED OUT AND ITS ACTUAL MOVEMENT. CORRECT STATUS OF THE PRODUCT IS REFLECTED IN INVENTORY REPORTS OF THIS TYPE, USED MAINLY BY THE SALES DEPARTMENT.

The third terminal is located in the inventory control department and is used for a variety of communications with the system, including an audit of any warehouse's inventory to ensure accuracy. This department is directly adjacent to the data processing room and can also be used for systems improvement.

System programs were written by Ocean Products employes in about 10 months. They provide instructions for the computer permitting it to provide the inquiry service, maintain data files and prepare dozens of different reports. Programs were initially written in the 1440 autocoder system, requiring one statement or instruction for each action of the computer. Programing time was reduced by more than 50 percent through a switch to a combination of two higher level languages, COBOL and RPG. These permit the writer to write one statement which will permit the computer to handle several detail steps. Because of this and other time-saving attributes such as better diagnostics and documentation, the programing requirements were greatly simplified.

The data processing system is operated in two distinct modes because such a small system could not support the heavy volume of inquiries and the batch processing required for most principal reports. The inquiries would require additional on-line information and the company would have to have more equipment. Instead, it has scheduled lightened processing work for the inquiry service mode during the day. In the evening the terminals are disconnected from the computer, files on the system are shifted as needed, and the heavy report processing work is done.

During the day, the system is used for updating inventory files with current transactions and for building up records for various truck routes. As transaction records are received from warehouses, they are transferred to cards and entered into the system. Information on intended shipments is posted to the "truck route aid" file and the outstanding transaction file. When this shipment is authorized, information from the outstanding transaction file is transferred to a release file to indicate that shipping papers are being prepared, but that the orders have not left the local warehouse. A warehouse release is also printed at this time to enable warehouse personnel to start preparing the order.

MERCURY COLD STORAGE

TELEPHONE
PLANT CITY 752-6151

RT. 574 AND GALLAGHER ROAD
DOVER, FLORIDA

NOTICE OF DELIVERY
NO. 4597

FOR ORDER NO. 1765

BILL- GROCERS SUPPLY CO
TO- P O BOX 14200
3131 E HOLCOMBE BLVD
HOUSTON TEXAS 77021

SHIP-
TO-

SALE

BROKER NO.	CUSTOMER NO.	SHIP TO	AR	DELIVER VIA	CUSTOMER P. O. NO.	DATE MO.	DAY	YR.	PAGE NO.	ROUTING ORDER	FILLING ORDER
80	3383	00	6	P C BKR 1765		5	11	67	1		

LOT NO.	UNITS ORDERED	UNITS SHIPPED	UNIT SIZE	SAID TO CONTAIN	CASES IN LOT	NET WEIGHT		LOCATION
14601	13		12/	LB 10OZ TI SHRIMP BRD FT 0000	13	97	0130	
D13629	37		12/	LB 10OZ TI SHRIMP BRD FT 0000	391	277	0130	
D13447	35		12/	LB 20OZ TI SHRIMP BRD FT 0000	64	525	0140	
[illegible]13750	42		12/	1LB [illegible] 0000	[illegible]	[illegible]04	2112	

ON THE WAREHOUSE RELEASE, THE QUANTITY IS ENTERED AND THE MACHINE DICTATES WHICH LOTS OF MATERIAL ARE USED BASED ON AGE. THIS ASSURES AUTOMATIC ROTATION OF STOCK AND A CONSISTENTLY FRESH INVENTORY.

The system can also process transaction reports from each broker. These of course, relieve inventory records of given quantities for designated item lots.

All of the above information can be processed during the day since the files necessary for the inquiry service are the same as those affected by the posting. Moreover, processing can be interrupted for the inquiry service without noticeable delay. Processing of reports requires additional programs and would be noticeably delayed by continuous inquiry service.

For this reason, the equipment is used in an entirely different mode during the evening with the inquiry service terminated. Operators then batch process daily production sales and inventory transactions to produce a daily summary, a profit and loss statement, activity reports, and an inventory status. Weekly and monthly reports are also processed in the evening after the daily activity reports.

LBS. SOLD BASED ON FISCAL YEAR JULY TO JUNE

OCEAN PRODUCTS, INC.

SALES ANALYSIS

DATE 1/31/67

BROKER 99 PAGE 1

	PK. SIZE LB.	PK. SIZE OZS.	PROD. SIZE	YEAR-TO-DATE THIS YEAR	YEAR-TO-DATE LAST YEAR	DIFFERENCE + OR −	QTR-TO-DATE THIS YEAR	QTR-TO-DATE LAST YEAR	DIFFERENCE + OR −	THIS MONTH THIS YEAR	THIS MONTH LAST YEAR	DIFFERENCE + OR −
PRODUCT BY BROKER SEVENTH FISCAL MONTH BROKER 99 HOUSE ACCOUNTS												
** MISC. TOTAL												
TI SHRIMP BRD RD	12	8	0000	780		780	780		780	780		780
TI SHRIMP BRD RD		10	0000	2522	141	2381	647		647	647		647
TI SHRIMP BRD RD		20	0000	300	765	465-						
TI SHRIMP BRD RD	12	100	0000	336	36	300	444-		444-	444-		444-
TI SHRIMP BRD RD		200	1214		24	24-						
TI SHRIMP BRD RD		208	1214		520	520-						
TI SHRIMP BRD RD		208	1416		40	40-						
TI SHRIMP BRD RD		208	2125	1800	3480	1680-	200	600	400-	200	600	
TI SHRIMP BRD RD	10	400	1214	120	1080	960-						
TI SHRIMP BRD RD	10				40	40						

THE MONTHLY SALE ANALYSIS IS PRODUCED IN FOUR WAYS: OVERALL BY PRODUCT, PRODUCT WITHIN A SALES AREA, PRODUCT BY BROKER AND PRODUCT BY CUSTOMER BY BROKER.

DAILY ACTIVITY IN

NEW YORK TERMINAL WAREHOUSE NO. 1752 FORMING PART OF NEW YORK TERMINAL _____ NO. _____

DAILY ACTIVITY OUT

NEW YORK TERMINAL WAREHOUSE NO. 1752 FORMING PART OF NEW YORK TERMINAL _____ NO. _____

	LOT CODE	PKG. SIZE LB	PKG. SIZE OZ	PKG. SIZE TO	PROD. SIZE	BRAND	PRODUCT - DESCRIPTION	DATE MO	DATE DAY	DATE YR	TRANS CODE	CASES	EXTENDED WEIGHT	DEPOSITORS DECLARED VALUE UNIT PER LB.	DEPOSITORS DECLARED VALUE DOLLARS EXTENSION
D13470	0113	4			1416	TI	SHRIMP BRD RD	5	09	67	5	1	40CR	0.9024	$ 36.09 CR
D13822	0192	2	8	0	1214	TI	SHRIMP BRD FT	5	09	67	9	3	120CR	0.9270	$ 111.24 CR
D13491	0212	4			1214	TI	SHRIMP BRD FT	5	09	67	5	1	40CR	0.9348	$ 37.39 CR
D13713	0214	4			1620	TI	SHRIMP BRD FT	5	09	67	5	1	40CR	0.8750	$ 35.00 CR
D13747	0214	4			1620	TI	SHRIMP BRD FT	5	09	67	5	30	1,200CR	0.8750	$ 1,050.00 CR
D13747	0214	4			1620	TI	SHRIMP BRD FT	5	09	67	5	5	200CR	0.8750	$ 175.00 CR
D13850	0214	4			1620	TI	SHRIMP BRD FT	5	10	67	5	10	400CR	0.8750	$ 350.00 CR
D13528	0216	4			2630	TI	SHRIMP BRD FT	5	08	67	5	25	1,000CR	0.8220	$ 822.00 CR
D13901	0216	4			2630	TI	SHRIMP BRD FT	5	08	67	5	25	1,000CR	0.8220	$ 822.00 CR
D13710	0253	4			1620	TI	QUEENS RD	5	09	67	5	2	80CR	1.1138	$ 89.10 CR
	0271	40									9	1			$ 58.42 C

THE DAILY ACTIVITY REPORTS ARE USED FOR INVENTORY FACTORING PURPOSES.

OCEAN PRODUCTS, INC.

PROFIT AND LOSS REPORT

DATE 3/10/67

PAGE NO. 1

BRAND AND PRODUCT DESCRIPTION OR CUSTOMER NAME AND CITY	CODE	PKS. CS.	PKG. SIZE LB.	PKG. SIZE OZ. 1/10	PROD. SIZE	WEIGHT	SALES DOLLARS	COST DOLLARS	DISCOUNT DOLLARS	PROFIT OR LOSS DOLLARS	CENT PER LB PROFIT	PERCENT PROFIT
TI SHRIMP BRD RD	0030	12	100	0000		74	74.30	57.74	1.20	16.56	.2237	22.28
TI SHRIMP BRD RD	0092	16	2080	1214		200	222.00	189.68		32.32	.1616	14.59
TI SHRIMP BRD RD	0113	10	4000	1416		400	436.00	357.00		79.00	.1975	18.11
TI SHRIMP BRD RD	0114	10	4000	1620		40	42.00	34.04		7.96	.1990	18.95
TI SHRIMP BRD FT	0130	12	100	0000		75	74.30	67.80	1.20	6.50	.0866	8.74
TI SHRIMP BRD FT	0140	12	200	0000		2,865	2,578.55	2,376.22	81.25	202.33	.0706	7.84
TI SHRIMP BRD FT	0194	16	2080	1620		200	188.00	170.22		17.78	.0889	9.45
TI SHRIMP BRD FT	0195	16	2080	2125		400	396.00	343.40		52.60	.1315	13.28
TI SHRIMP BRD FT	0210	10	4000	0810		200	234.00	204.04		29.96	.1498	12.80
[illegible] FT	0212	10	4000	1214		360	406.80	333.92		72.88	.2024	17.91
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.1834	16

THE DAILY PROFIT AND LOSS REPORT IS ALSO PRODUCED ON A MONTHLY BASIS.

OCEAN PRODUCTS, INC.

MASTER INVENTORY AND COST REPORT

DATE 02/03/67

ORDER CODE	PRODUCT DESCRIPTION	STARTING WEIGHT	WEIGHT IN	WEIGHT OUT	"TAMPA" ON HAND	DOVER ON HAND	MERCURY ON HAND	OUT OF TOWN	TOTAL ON HAND	OLD COST	NEW COST	TOTAL VALUE
0029	TI SHRIMP BRD RD 12/ # 8 OZ 0000	4812	1800	2040		4	858	3510	4372	7790	7693	334427
0030	TI SHRIMP BRD RD 12/ # 10 OZ 0000	11786	75	480	-	9	10196	1175	11381	8470	7998	910284
0040	TI SHRIMP BRD RD 12/ # 20 OZ 0000	10436	150	5220	-	12	5205	150	5366	8600	8268	443735
0050	TI SHRIMP BRD RD 12/ 1 # 00 OZ 0000	2564		672			552	2340	2892	8459	8452	244403
0070	TI SHRIMP BRD RD 12/ 2 # 00 OZ 0000	1296				48	1248		1296	8419	8310	107775
0076	TI SHRIMP BRD RD 12/ 2 # 00 OZ 1620	48					48		48	8654	8599	4128
0077	TI SHRIMP BRD RD 12/ 2 # 00 OZ 2125	24						24	24	9022	8382	2012
0090	TI SHRIMP BRD RD 16/ 2 # 08 OZ 0810	280					280		280	9796	9796	27429
0092	TI SHRIMP BRD RD 16/ 2 # 08 OZ 1214	2605		200		85	440	1959	2485	8082	9331	231875
0093	TI SHRIMP BRD RD 16/ 2 # 08 OZ 1416	7640					4040	3600	7640	9528	9527	727883
0094	TI SHRIMP BRD RD 16/ 2 # 08 OZ 1620	9671			2	308	1200	4160	5671	9090	8963	508292
0095	TI SHRIMP BRD RD 16/ 2 # 08 OZ 2125	1310				110		1200	1310	9004	8938	117088
0096	TI SHRIMP BRD RD 16/ 2 # 08 OZ 2630	519				-	120	400	519	8102	8102	42090
0110	TI SHRIMP BRD RD 10/ 4 # 00 OZ 0810	400					400		400	9222	9729	38956
0112	TI SHRIMP BRD RD 10/ 4 # 00 OZ 1214	16112	1000	1000		8	10400	5704	16112	9088	9090	1464581
[illegible]	TI SHRIMP BRD RD 10/ 4 # 00 OZ 1416	7040				8	4880	2348	7036	9030	8988	624[illegible]
[illegible]	SHRIMP BRD RD 10/ 4 # 00 OZ 1620	10112	1000	1260		68-	4800	5120	9852	7252	[illegible]	[illegible]
[illegible]	SHRIMP BRD RD 10/ 4 # 00 OZ 2125	[illegible]					[illegible]	1520	17040	[illegible]	[illegible]	[illegible]

MASTER INVENTORY AND COST REPORT.

WORK FILE PROOF TOTALS 4-12-67

TRANS. TYPE	COUNT	CASES	WEIGHT		DOLLAR VALUE
PRODUCTION	32	2015	64,133.2	$	53,075.89
PURCHASES	14	1405	70,635.0	$	65,909.28
REPROCESS	8	793	44,646.0	$	30,088.33
RETURNS				$	
SALES	175	5079	94,548.6	$	121,881.34
TRANSFERS TO	40	3103	113,815.5	$	89,677.15
TRANSFERS FROM	40	3103	113,815.5	$	89,677.15
[illegible]	5	6	200.0	$	182.87

A CAPSULE REPORT GIVES A QUICK DAILY PICTURE OF ALL TRANSACTIONS AFFECTING INVENTORY AND IS ALSO USED IN PROVIDING EXTERNAL PROOF CONTROL FOR COMPUTER FUNCTIONS.

4/14/67 PRODUCTION PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
0170	272	12/ 2# OZ 0000 TI SHRIMP BRD FT	2			6,528	•	.00	1626
0170	1	10/ 2# OZ 0000 TI SHRIMP BRD FT	2			20	•	.00	1626
0210	1	10/ 4# OZ 0810 TI SHRIMP BRD FT	2			40	•	.00	1626
0210	1	8/ 4# OZ 0810 TI SHRIMP BRD FT	2			32	•	.00	1626
0212	50	10/ 4# OZ 1214 TI SHRIMP BRD FT	2			2,000	•	.00	1626
0212	1	6/ 4# OZ 1214 TI SHRIMP BRD FT	2			24	•	.00	1626
0212	1	10/ 4# OZ 1214 TI SHRIMP BRD FT	2			40	•	.00	1626
0213	135	10/ 4# OZ 1416 TI SHRIMP BRD FT	2			5,400	•	.00	1626
0213	1	4/ 4# OZ 1416 TI SHRIMP BRD FT	2			16	•	.00	1626
0214	66	10/ 4# OZ 1620 TI SHRIMP BRD FT	2			2,640	•	.00	1626
0214	1	8/ 4# OZ [illegible]	2			[illegible]	•	.00	1626

4/14/67 PURCHASES PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
7866	13	9/ 5# OZ 3142 00 NIGERIAN HDLS	3	14535		585	0.9750	570.38	
7867	46	12/ 5# OZ 3135 00 NIGERIAN HDLS	3	14533		2,760	1.0150	2,801.40	
7869	70	10/ 5# OZ 3135 00 NIGERIAN HDLS	3	14537		3,500	1.0150	3,552.50	
7869	1	9/ 5# OZ 3135 00 NIGERIAN HDLS	3	14537		45	1.0150	45.68	
7870	194	10/ 5# OZ 3142 00 NIGERIAN HDLS	3	14534		9,700	0.9750	9,457.50	
7870	1	9/ 5# OZ 3142 00 NIGERIAN HDLS	3	14534		45	0.9750	43.88	

4/14/67 REPROCESS PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
6977	84	10/ 5# OZ 3135 IR SHRIMP GR HDLW	2			4,200	1.0315	4,332.30	11286
6978	299	10/ 5# OZ 3142 IR SHRIMP HDLS W	2			14,950	0.9725	14,538.88	11286
6978	21	10/ 5# OZ 3142 IR SHRIMP HDLS W	2			1,050	0.9725	1,021.13	11286
7170	70	10/ 5# OZ 5060 MX MEXICAN HDLS	2			3,500	0.7732	2,706.20	11286
7574	120	4/16# 8 OZ 4165 00 COD BLOCKS USA	2			7,920	0.4407	3,490.34	11301
7660	189	4/16# 8 OZ 4165 00 USA HADD BLKS	2			12,474	0.4293	5,355.09	11301
7660	1	4/16# 8 OZ 4165 00 USA HADD BLKS	2			66	0.4293	28.33	11302
7812	9	4/13# 80 OZ 0000 00 STF SHR MIX	2			486	0.5742	279.06	11291

4/14/67 TRANSFERS TO PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
7356	50	10/ 5# OZ 5060 00 VENZ HDLS BRN	2		3	2,500	0.7200	1,800.00	3975
7358	16	10/ 5# OZ 6070 00 VENZ HDLS BRN	2		3	800	0.6400	512.00	3975
7358	29	10/ 5# OZ 6070 00 VENZ HDLS BRN	2		3	1,450	0.6400	928.00	3975
7574	150	4/16# 8 OZ 4165 00 COD BLOCKS USA	2		3	9,900	0.4407	4,362.93	3979
7660	121	4/16# 8 OZ 4165 00 USA HADD BLKS	2		3	7,986	0.4293	3,428.39	3979
7796	50	4/15# OZ 4150 00 SCOLLOP BLKS	2		3	3,000	0.7727	2,318.10	3971
7866	13	9/ 5# OZ 3142 00 NIGERIAN HDLS	2		3	585	0.9750	570.38	3974
7867	46	12/ 5# OZ 3135 00 NIGERIAN HDLS	2		3	2,760	1.0150	2,801.40	3974
7869	70	10/ 5# OZ 3135 00 NIGERIAN HDLS	2		3	3,500	•	.00	3974
7870	194	10/ 5# OZ 3142 00 NIGERIAN HDLS	2		3	[illegible]	•	.00	3974

4/14/67 TRANSFERS FROM PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
7356	50	10/ 5# OZ 5060 00 VENZ HDLS BRN	3	14505	2	2,500	0.7200	1,800.00	3975
7358	16	10/ 5# OZ 6070 00 VENZ HDLS BRN	3	14472	2	800	0.6400	512.00	3975
7358	29	10/ 5# OZ 6070 00 VENZ HDLS BRN	3	14506	2	1,450	0.6400	928.00	3975
7574	150	4/16# 8 OZ 4165 00 COD BLOCKS USA	3	14420	2	9,900	0.4407	4,362.93	3979
7660	121	4/16# 8 OZ 4165 00 USA HADD BLKS	3	14059	2	7,986	0.4293	3,428.39	3979
7796	50	4/15# OZ 4150 00 SCOLLOP BLKS	3	14207	2	3,000	0.7727	2,318.10	3971
7866	13	9/ 5# OZ 3142 00 NIGERIAN HDLS	3	14535	2	585	0.9750	570.38	3974
7867	46	12/ 5# OZ 3135 00 NIGERIAN HDLS	3	14533	2	2,760	1.0150	2,801.40	3974
7869	70	10/ 5# OZ 3135 00 NIGERIAN HDLS	3	14537	2	3,500	•	.00	3974

4/14/67 DEBIT ADJUSTMENT PAGE 1

CODE	CASES	DESCRIPTION	CTL	LOT	REF	WEIGHT	COST/LB	VALUE	REF NO.
1398	1	10/ 5# OZ 2630 TI SHRIMP GR HDLP	2			50	1.0724	53.62	4362
1960	1	12/ # 8 OZ 0000 TI FISH AND FUN	2			6	0.7590	4.55	4359

DETAIL VERSIONS OF WORK FILE PROOF RECAP.

Reports generated by the system facilitate management analysis because the information is timely, and comparative figures are presented side by side. The sales analysis, for example, is available, (1) by item and customer, (2) by item and broker, (3) by item by salesmen, and finally (4) by product. In each case, figures are given for each of the previous 12 months, for the previous year, for the previous year-to-date and for the previous quarter to date. This information enables the company to spot trends, correct problems and, in general, to give attention where it is most needed.

A clear idea of information available from the system is conveyed by a quick review of what the system actually stores in its information files.

Major product information is stored within two files. One is the master inventory file, which maintains production, sales, description, and cost records on each of 1,500 different packages marketed by Ocean Products. From this information management can get reports on sales demand, profitability and future production requirements.

The second product file is the warehouse inventory record. This is a status file on each lot of item in each warehouse, by product code and lot number. This information permits the system to answer inquiries about filling brokers' orders, about the age of lots in each warehouse and even about the number of headless shrimp and bulk frozen fish available in the plant's warehouse to meet future production requirements.

There are actually three files that help control orders to fill regional warehouses. The first of these is the outstanding transaction file. This is a record of all orders taken but not yet filled and it permits Ocean Products to control movement out of the plant and the main warehouse. First of all it precludes misplacement of order. Just as important, however, it permits manipulation of order fulfillment. Orders can be juggled to assure economic truck loading. Priority attention can be given to those orders which are truly critical and production can be attuned to the demand represented by the total order.

As processed items become available, they may be reserved for a particular order and added to an open shipment list by being added to the truck route aid file. This file facilitates building shipments.

As open orders are received, they are posted to list-like records representing truck-size shipments to certain destinations. A truck load is determined by weight. The computer calculates the accumulated weight of each order toward a given destination and prints this out to indicate when a truck should be scheduled for a run. This file can also be used to print shipping papers for the run, feed daily activity reports and update warehouse inventory records.

Shipments authorized from the Tampa area warehouses to regional storage are recorded on a release file until a copy of the shipping papers returns to data processing confirming the movement. This file makes it possible to relieve lot items from plant warehouses without either losing control of the inventory for a day or two, or charging it to local warehouses in advance. It is established when items move to local warehouses and are then purged by notice of actual movement.

D A I L Y A C C O U N T S R E C E I V A B L E DATE 5/10/67

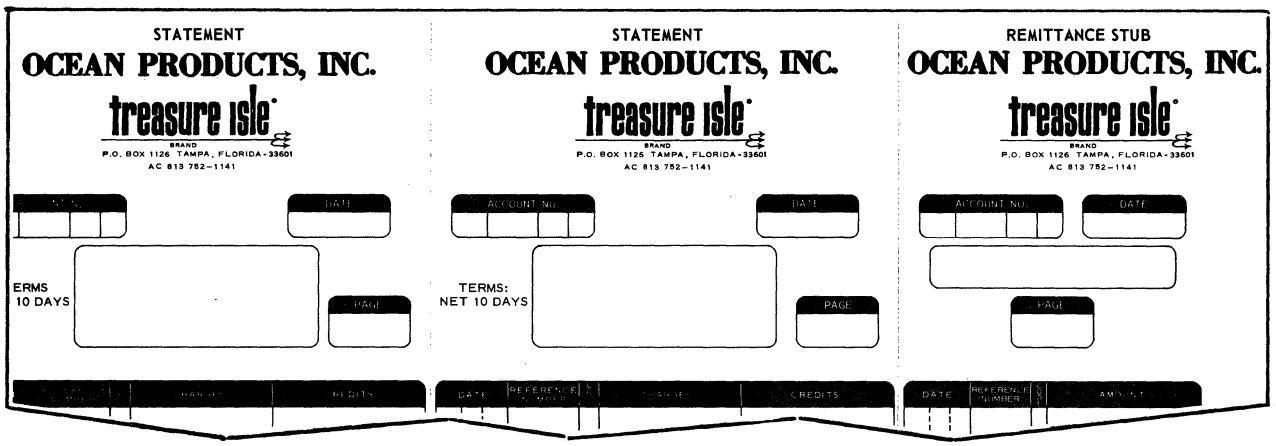
L I S T I N G PAGE 1

CUSTOMER NAME	INVOICE NO.	INVOICE AMT.
46 0030 00 5 AMERICAN FISH CO		
46 0030 00 5 107 N 7TH ST		
46 0030 00 5 MINNE[illegible] MINN 55403	38444	$ 340.20

SAMPLE PAGE FROM THE ACCOUNTS RECEIVABLE REGISTER.

Included on interchangeable disc packs are the accounts receivable file which stores customer records by broker and which show the customer's credit status. Payroll records, too, are stored on interchangeable discs so the system can process the plant's payroll. In fact, all programs necessary for answering questions and maintaining the interrupt service are stored on discs so that inquiries via the 1050 terminals can be serviced.

INVOICES ARE POSTED TO ACCOUNTS RECEIVABLE AT THE SAME TIME THAT THEY ARE RUN.



ALL ACCOUNTS ARE RUN ON THE LAST DAY OF THE MONTH: DELINQUENT ACCOUNTS ARE RUN ON THE 15TH OF THE MONTH.

RESULTS

The IBM 1440/1311 computer system at Ocean Products, Inc. provides management with detailed information on sales and customer relations within a matter of seconds. It has also, by having available current inventory information, enabled the company to reduce inventory by some 30 percent. In addition, it has reduced the number of over-age packages.

The various reports produced by the system help management to spot trends and to correct problems. By the use of the information on disc files, Ocean Products is able to control the movement of products out of the plant and the main warehouse. Finally, the handling of orders can be managed to permit the most economical truck loading.