

# CUC/BITS

Number 21/February// 1968



*Jack MacKay*



*Tom Lisi*



*Helen McEwan*



*Shirley Johnson*



## CUC Helps Fight Poverty

A platoon of Washington CUCers are engaged in a war -- President Johnson's War on Poverty Program being waged at the Office of Economic Opportunity. Since the OEO's inception in 1964, our Washington office has been designing and implementing programs for the OEO.

The War on Poverty is unique in the history of America and the world. The aim of this national effort is to provide the opportunity to 35,000,000 Americans to escape poverty. Within the first few months of operation, the OEO announced 260 projects costing almost \$117,000,000 which affected every State in the country. Currently the total dollars allocated is approximately one and one half

billion. In order to administrate aid and maintain records for the ever increasing number of projects the OEO has established an Information Center utilizing two IBM 1401's and two IBM 1410 computers.

Systems had to be designed and implemented with very tight deadlines. CUC was contracted to assist in the design and implementation and maintenance for these systems.

The principal area in which CUC has been involved is the Community Action Program (CAP). This project has responsibilities for the entire poverty program. Systems were designed to provide responsive information re-

Continued on Page three

# MAP Trophy Contest Announced

On February 9, Carl Reynolds quietly described to all CUDC managers the main thrust of the Company's efforts -- Management, Applications, and programming.

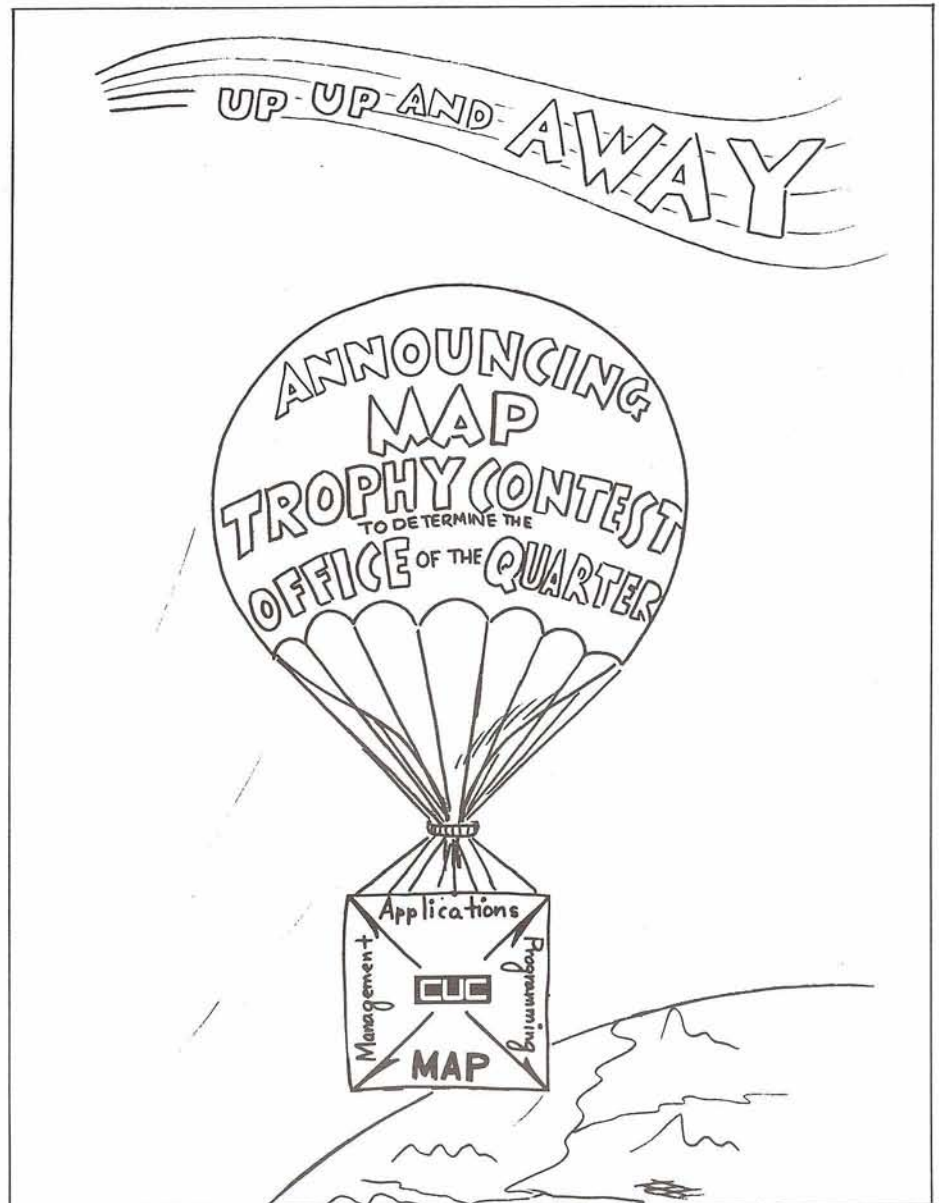
To the office managers assembled in the New Haven motel for the meeting, his talk struck a familiar note. And well it might. For throughout his talk, Carl kept returning to the historic basis of CUC -- defining problems in computer solvable terms; designing and implementing the computer system; and economically managing these parallel skills.

Or, as he continued to point out -- Management, Applications, and Programming.

That's how the MAP idea started. CUC's MAP services would be brought into sharper focus through a series of quarterly inter-office competitions. The goal: Best overall performance for each quarter. The reward: Possession of the MAP trophy for the quarter. Additionally, all members of every office reaching previously set performance goals will receive individual awards. This quarter the prize is a new CUC Cross pen and pencil set.

The winning office -- the office of the Quarter -- will be the subject of a special CU/BITS highlighting key performance.

All you have to do to win is out-Map your competition. Now let's see, North is....



## Revenue & Earnings Up For First Quarter

Elmer C. Kubie, President of CUC has announced record earnings for the first quarter ending December 31, 1967, of the company's fiscal year.

Both revenue from services and net earnings increased over the same period last year.

	1967	1966
Income from services	\$ 3,555,867	\$ 2,929,111
Net Income	199,724 (a)	143,452
Earnings per share	.28 (a)	.20

(a) Includes extraordinary gain of \$52,605, amounting to \$.07 per share, from the sale of property less related expenses and applicable income taxes.

## Bill Clarke Named Assistant Manager

Bill Clarke, a former Staff Analyst in CUDC's Palo Alto office has been promoted to Assistant Manager of CUDC's San Francisco office. Bill has been with CUC since 1966.

He is a graduate of San Jose State College where he received a B.S. in Industrial Management. He is married and is the father of two children, and makes his home in Santa Clara.

# CUC Helps Fight Poverty

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trieval and the ability to inform the seven OEO regions that are responsible for administrating the CAP projects. Within the past year a staff of 23 CUCers under the direction of Project Leader Jack MacKay, have designed and implemented a more sophisticated and responsive system which uses telecommunications, thereby providing information to and from the Regions on a more timely basis.

A new CAP Funds Validation System is presently being developed. The concepts and overall design of the Funds Validation System have been developed over a period of months and are currently being implemented for the RCA Spectra 70 computer. CUC has assisted with the conversion to this third generation computer.

CUC is also under contract to develop and implement systems for the OEO Delegated Programs. The Delegated Programs are those which are coordinated with other Government Agencies. Such as: The Neighborhood Youth Corps/Dept. of Labor; Adult Basic Education/Dept. of Health; Rural Loans/Dept. of Agriculture; Small Business Loans/Small Business Administration and Work Experience/Dept. of Health.

CUC has been responsible for reporting the funds, number of participants and type of participants on these projects. This involved rather intricate systems design and responsive reporting.

Recently CUC was selected by OEO to form a Software and Standards group. This is coupled with the advent of the RCA Spectra 70. This group has been formed in an effort to coordinate the myraid of activities involved in the performance of the OEO Information Center. They have the responsibility of providing both the guidelines and the systems required to maintain the highest degree of efficiency and productivity.



Paul Sterbutzel, Gene Lentz and Raleigh Ceasar



Jim Kenworthy, Tom Marshall, Charles Bryson, and Clint Fairchild



Art Thomas, Charles Bryson

CUC is also assisting in the design of a Socio-Economic Model. The objective of the economic component of the regional model is to examine the levels of new employment by industry and occupation which are generated as a result of alternative poverty program strategies. Specifically, this aspect of the model is designed to evaluate the impact of different levels and compositions of regional final demands consistent with the expenditures for functional poverty programs on the region's output and employment requirements.



Stuart Glickman, Bill Knapp and Bob Curtis



Cecil Skillin, Henritta Donnally



Jack Jolin, Elpis Sakaria

# Managers



6.



7.



8.



Listed left to right.

1. Guy Rucker, Joe Vierra.
2. Paul Konkell, Chuck Pollack, Jerome Niport.
3. Mel Young, Bob Glaser, George Tolis, Bill Cook.
4. Art Heald, Jack MacKay, Guy Rucker.
5. Stan Mitnick, Jim Doody, Fred Scoville, Bob Umbaugh.
6. Phil DePasquale, Carl McNall, Ross Gwinner.
7. Matt Matthews, Charles Sheffield, Gordon Watson.
8. Chuck Pollack, Jerome Niport, Bernie Holland.
9. Tom Caine, Bill Halpin.



2.

# Meet, To MAP Future



4.



1.



3.



5.



9.

ations  
Programming  
MAP

## J. Vierra Named Vice President Of CUDC



Joe Vierra, Northeast Regional Manager of Computer Usage Development Corporation, has been promoted to Vice President of CUDC. The announcement was made by Carl Reynolds at a recent meeting of managers.

Joe joined CUC in 1962 as a Client Representative and in 1965, he was made Manager of CUC's Washington office. Since last year Joe has been serving as Northeastern Regional Manager and he will continue this responsibility.

*Author! Author!*

We have a bona fide author in our midst! Stan Swihart, a Senior Staff Analyst in CUDC's San Francisco office has recently signed a contract with John Wiley & Sons, foremost publisher of technical books.

## J. Rynes Heads Corporate D.P.



John Rynes, (second from right) who was recently promoted to Manager of Corporate Data Processing explains to members of his staff, CUC's payroll system. John's department will have the responsibility for providing analysis, programming and management of internal computer systems in the area of payroll, accounting, contract and project control, personnel, marketing and budgeting. Shown from left to right are: Diehl Pyfer, Carol Cowen, John Rynes and Peggy Canavan.

## Joint Effort Underway For Educational System

Under the guidance of Project Director, Fred Gross, and Project Leader, Jerry Patterson, of CUDC's Philadelphia office, personnel from Washington and Philadelphia have teamed up to fulfill a contract for the University of Maryland, Baltimore Campus. The job calls for Phase I (Systems Analysis and Planning) of a three phase effort to plan, design and implement an integrated data processing system.

Once operational, the system will

provide the educational and administrative staffs of the University with (1) a planning, programming and budgeting capability to determine the "best" strategy for acquisition and allocation of University programs, services and resources; and (2) a management information and reporting capability for the utilization and control of resources and information required in rendering University programs and services to students

## Mt. Kisco Developing Compiler For American Airlines

CUDC's Mt. Kisco office has received a contract from American Airlines for the development of a PL/I Compiler. The principal requirement placed on this compiler is the production of object code that will perform efficiently in the real-time environment of the SABRE System on the IBM 360/65.

This changeover will require rewriting and extensions in services of the SABRE application programs. The compiler will enable American Airlines to write these real-time programs in a high level language.

Among the CUCers working on the contract are: Project Leader, Ray Fitzgerald, Principal Analyst, Marty Hopkins, Staff Analyst, Hy Rappoport, Ron Mills, Dick McEvoy and Programmers Virginia Hill, Janet Walton, Al Dreyer and Analyst Ray Eisenstark from the N.Y. office.



Al Dreyer, Virginia Hill, Herman Rappoport, Ray Eisenstark.

# New CUDC Facility Opens In Hartford

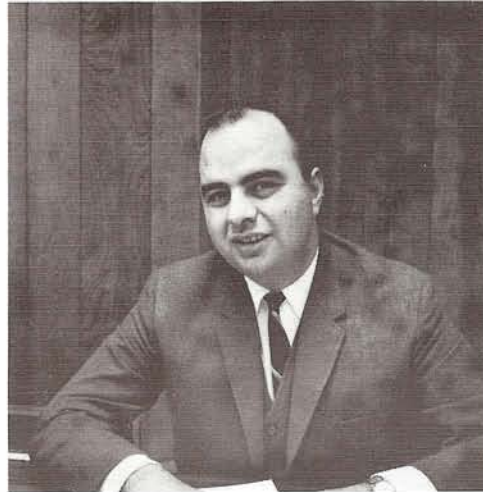
"It has been terrific, just great to think that it has been 60 days since we opened our doors and we have been going and growing like a snowball rolling down the hill," said Phil DePasquale, office manager of CUDC's new facility in Hartford, Connecticut.

DePasquale, a former Senior Client Representative in CUDC's Boston office was transferred and promoted to head the new office located at 61 Arrow Road in Whethersfield, Connecticut. The new facility has a full-time staff of 14 and is expected to increase to 25 within the next two months.

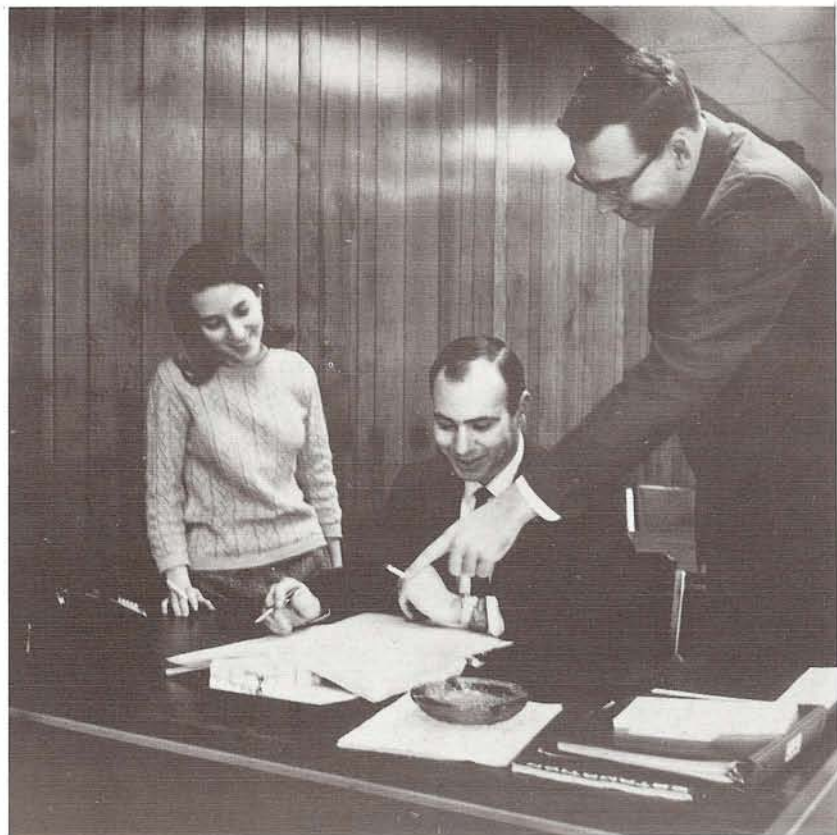
To date, the facility's largest client is Pratt & Whitney Aircraft where they are engaged in a number of Pratt & Whitney Aircraft's manufacturing applications which were previously written for 1401/7010 Autocoder. CUDC is converting these applications to 360 COBOL to run on a Model 50.

Among the facility's clients are: Fafnir Bearing Company in New Britain; Northeast Utilities in Berlin; Combustion Engineering in Windsor; Electric Boat, Division of General Dynamics in Groton; Dow-Jones in Chicopee Falls, Massachusetts.

Senior technical staff members at the new office are Paul Taylor, Thomas O'Bram, Jerry Abramson, Raymond Orsulak and Louis Klimoski.



*Phil DePasquale*



*(left to right) Sandra Hood, Jerry Abramson and Louis Klimoski*

# Your CUC Benefits

by Bob Umbaugh

During visits to our offices I have had an opportunity to talk with many of you about fringe benefits. I have found that the general opinion is that we have a well balanced program that properly compliments our other compensation practices. A few, very few, have said that our benefit package is not competitive. As a result, I have studied the total program and compared it to other companies of comparable size in our industry.

My conclusion is that our benefit package is a good one. Of course, it's easy to take a specific part of the plan and compare that part with similar sections in other plans. If you search long enough you will find some company that takes a more liberal approach in that one area. Before you do that, however, I urge you to look at the total plan. It's

just as illogical to say that we have a poor benefits plan because "X" company has a better vacation plan as it is to say that the System 360 is an inefficient system because it's compiler works slower than does that of the Burroughs 5500.

Another consideration: Our benefit package is not static. In just the past two months there have been substantial improvements. The total life insurance you can get was doubled and the tuition refund plan was improved to the point that it is as good as any in the nation; better than most. The way I see it it's our responsibility, yours and mine to work to improve CUC in any way we can. For the company can only improve CUC benefits and increase salaries as it prospers.

## CUBS Payroll Service Hits The Market

It's enough to start another War between the States -- a tax war that is. And it's a war that could involve a good portion of the U.S. workforce, the various state taxing authorities, accounting departments, and the Internal Revenue Service.

The way things are now, our increasingly mobile workforce -- from migrant farmers to PhD's -- can be taxed at varying rates by several different States during the course of one tax year. And there are several cities, like New York, sporting new income tax levies. How do you make sure the correct paycheck is issued every worker -- regardless where he works or is transferred?

CUBS has developed an electronic lifeline for all organizations with special capability for multi-state payroll operations. The CUBS payroll Service is a computer centered service that is capable of keeping tabs on a single person working in multiple States during the year.

"Until now," said Walter B. Nelson, president of CUBS, "most payroll systems cover one man

working in one State. If an employee moves, he's given a new identity, so to speak, and a different W-2. But the CUBS Payroll Service keeps track of this same employee even if he works in six different States, and collects year-to-date amounts for his different locations."

"The fast turn-around time necessary in this payroll service," said Nelson, "is something we've been working on for years. We go through the same routine in handling our parent company's payroll -- pick-up, keypunching, running our computers, and delivery."

### Solution To Last Puzzle Parade

The "Simplified Bishop's Exchange" requires 18 moves. There are several orders in which the switch can be accomplished. The following is one of the solutions:

F-L, T-B, J-N, L-D, B-F  
N-R, D-H, R-J, H-T, F-R  
P-H, H-B, R-L, J-D, B-N  
L-F, D-P, N-J

## Matthews Joins CUDC As Assist. to Pres.

Elbert (Matt) Matthews recently joined the Corporate staff of CUDC as Assistant to the President. The announcement was made by Carl Reynolds, President of CUDC.



Prior to joining CUDC, Matt was a consultant on data processing systems specializing in the Utility and Land Development fields. His total business career has been in data processing including 17 years with IBM, where he held management positions in engineering, manufacturing and in the field of several of IBM's divisions.

Matt, attended Georgia Tech and received a B.S.E.E. from Lawrence Institute of Technology. He is married and the father of seven children.

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