

Chapter 13

APPENDICES

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(1) Only Appendices I, II, and III are bound with this Volume I. All other Appendices comprise Volume II, which is retained in the company's archives at its headquarters.



Appendix I

SOURCES CONSULTED

I. Primary Sources: Informatics, Inc. Published Material

The following primary sources consist of annual reports, advertising literature, user manuals, articles and presentations authored or published by Informatics, Inc. and its individual employees and departments. Section A consists of corporate publications without specific authorship. Section B consists of publications specifically authored by individual Informatics, Inc. employees and departments. All of the sources listed below were found in the archives of Informatics General Corporation, which are organized as follows.

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Cooper, Wilson, "CLETS: The Nation's Most Advanced Computerized Law Enforcement Communications Network" in Informatics Ink. Woodland Hills, CA: Informatics, Inc., Third Quarter, 1970.

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**II. Primary Sources: Unpublished Materials of Organizations Other Than Informatics, Inc.**

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Richmond, Harold, W., President, Computing Technology, Inc. to Walter F. Bauer, President, Informatics, Inc. Re: Acceptance of Informatics Merger Offer. February 2, 1968.

**B. Dataproducts Corporation**

Dataproducts Corporation. The First Two Years: Corporate Status Review. June, 1964.

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**C. Douglas Aircraft Corporation**

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**E. Equimatics, Inc.**

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**G. Goldman, Sachs and Company**

Smith, Roy C., Vice President, Goldman, Sachs and Company to Walter Bauer, Informatics, Inc. Re: Proposed Capitalization Plan ELAS--Informatics Joint Venture. December 24, 1970.

**H. Hughes Dynamics, Inc.**

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**I. Management Horizons Data Systems, Inc.**

Management Horizons Data Systems, Inc. An Introduction to MHDS. February 1976.

**J. National CSS, Inc.**

Orenstein, Richard H., President, National CSS, Inc. to John A. Postley, Informatics, Inc. Re: MARK IV. April 30, 1971.

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**B. Unpublished Company Documentation Authored by Specific Employees and Departments**

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Wagner, F.V. to W.F. Bauer, W.R. Cooper, S.R. Felderman, W.L. Frank, J.A. Postley and T.L. Taggart. Re: The MARK V Manifesto--An Issue for the Strategy Council. August 9, 1976.

Wagner, F.V. to E. Tomash and J. Pepper. Re: Functional Specifications for Typewriter-Like Time Sharing Terminals. March 5, 1968.

Wagner, F.V. to R.C. Lemons. Re: Profitability of Systems Development Division. March 28, 1972.

Wagner, F.V. to W.F. Bauer. Re: Fixed Unit Price Problems for RECON Services. April 14, 1972.

**IV. Primary Sources: Oral History Interviews Performed Under the Auspices of Informatics General Corporation (See Appendix IV)**

The following oral history interviews were conducted by Richard Forman under the sponsorship of Informatics General Corporation during 1981-1982. The interviewees consist of both current and former key managers and long-term employees of Informatics as well as members of its Board of Directors. Abstracts indexed to locations on the tapes comprise Appendix IV.

Bauer, Dr. Walter F. Founder, Chief Executive Officer and president of Informatics, Inc. November 24, 1981; December 15, 1981; January 5, 1982; and January 26, 1982.

Braddock, Frederick. Former manager of MARK IV Technical Development, Informatics, Inc. July 23, 1981.

Burt, Carleton. Executive vice president of The Equitable Life Assurance Society of the United States and former member and chairman of Informatics, Inc. Board of Directors. By telephone to New York, New York. December 3, 1981.

Coleman, Bruce T. Group vice president of Informatics, Inc. Software Products. June 30, 1981.

Connolly, Paul J. Vice president of Professional Services Operations West, Informatics, Inc. Professional Services. By telephone to Palo Alto, California. August 27, 1981.

Cooper, Wilson R. Vice president of Software Technology Division, Informatics, Inc. Software Products. July 21, 1981.

Frank, Werner L. Executive vice president of Informatics, Inc. Corporate Development. October 1, 1981 and October 5, 1981.

Granholm, Jackson. Former vice president of Informatics, Inc. Technical Services Department. September 17, 1981.

Gruenberger, Dr. Frederick. Former manager of Informatics, Inc. Technical Services Department and Informatics Symposia. August 1, 1981.

Harris, David. Senior vice president and chief of staff of the Equitable Life Assurance Society of the United States and former member and chairman of Informatics, Inc. Board of Directors. By telephone to New York, New York. December 4, 1981.

Heckathorne, Robert. Member of the senior staff. At time of interview, Manager, Administration and Finance, Implementation Systems Division, Informatics, Inc. Software Products. July 14, 1981.

Hill, Richard H. Former vice president of Informatics, Inc. Data Processing Services Division. By telephone to Minneapolis, Minnesota. July 2, 1981.

Howard, Marvin. Vice president of Informatics, Inc. Corporate Administration. June 25, 1981.

Jones, Lynn W. Former treasurer and vice president Business and Finance, Informatics, Inc. September 15, 1981.

Kaylor, Richard E. Former group vice president of Informatics, Inc. Data Services. September 25, 1981.

Kuney, Joseph and Baker, Col. Ellsworth. Directors, NASA Facility Operations Division, Informatics, Inc. Information Services. Joint interview by telephone to Rockville, Maryland. July 7, 1981.

Lemons, Merrilyn McCranie. Former corporate secretary, Informatics, Inc. By telephone to Potomac, Maryland. August 25, 1981.

Lemons, Richard E. Group vice president of Informatics, Inc. Information Services. August 18, 1981.

Postley, John A. Former senior vice president of Informatics, Inc. International Marketing. June 18, 1981.

Rector, Robert W. Former vice president of Informatics, Inc. Aerospace Systems Division. August 6, 1981.

Rome, John. Vice president of Legal Information Systems Operation, Informatics, Inc. Information Services. By telephone to Rockville, Maryland. October 26, 1981.

Savas, Mary Ann. Former manager, Washington D.C. Division, Informatics, Inc. Information Services. By telephone to Washington, D.C. July 28, 1981.

Stock, George. Systems analyst, Implementation Systems, Informatics, Inc. Software Products. August 11, 1981.

Stofko, Steven. Director, Federal Services Department, Informatics, Inc. Information Services. By telephone to Washington, D.C. July 16, 1981.

Taggart, Thomas L. Corporate consultant and member Informatics, Inc. Board of Directors. October 22, 1981.

Toy, Donald A. Vice president of Professional Services Operations East, Informatics, Inc. Professional Services. By telephone to New York, New York. February 22, 1982.

Wagner, Francis V. Senior vice president, Operations and group vice president, Informatics, Inc. Professional Services. October 20, 1981; February 16 1982; and April 6, 1982.

White, Robert R. Manager, Technical Development, Informatics, Inc. Software Products. July 9, 1981.

Wrotenbery, Dr. Paul T. Former group vice president Informatics, Inc. Software Products. By telephone to Austin, Texas. June 20, 1981.

**V. Primary Sources: Oral History Interviews Performed under the Auspices of Organizations other than Informatics General Corporation.**

The following oral history interviews were conducted separately under the sponsorship of Dataproducts Corporation and the Smithsonian Institution, The National Museum of History and Technology for history projects of their own design. The interviewees consist of key managers, employees and Board of Directors members associated with Informatics General Corporation. The Dataproducts interviews were conducted by Richard Forman during 1978-1979 for the purpose of preparing a history and master's thesis on Dataproducts Corporation. Tales in Peripheral Enterprise: The Rise of Dataproducts Corporation in the Computer Industry, 1962-1972, (University of California, Santa Barbara, November, 1980). The Smithsonian interviews were conducted by Robina Mapstone during 1971-1973 for a joint project initiated by the National Museum of History and Science and the American Federation of Information Processing Societies (AFIPS) to collect and preserve the origins and history of the American computer industry.

**A. Dataproducts Corporation Oral History Interviews**

Bauer, Walter F. President and chief executive officer, Informatics, Inc. January 16, 1980.

Frank, Werner L. Executive vice president, Informatics, Inc. December 15, 1978.

Tomash, Erwin. Founder and chairman, Dataproducts Corporation. Decemer 11, 12, 18, 20, and 26, 1978.

Tyson, Graham. President and chief executive officer, Dataproducts Corporation. November 12, 1978 and December 14, 1978.

Wagner, Francis V. Senior vice president, Operations and group vice president of Professional Services, Informatics, Inc. January 18, 1980.

**B. Smithsonian Institute, The National Museum of History and Technology, Oral History Interviews on the History of the American Computer Industry**

Bauer, Walter F. Founder, chief executive officer and president, Informatics, Inc. Smithsonian Institution, The National Museum of History and Technology, Washington, D.C. No date.

Tomash, Erwin. Founder, chairman and president, Dataproducts Corporation. Smithsonian Institution, The National Museum of History and Technology, Washington, D.C. March 30, 1973.

Wagner, Francis V. Senior vice president, Informatics, Inc. Smithsonian Institution, The National Museum of History and Technology, Washington, D.C. January 3, 1973.

## VI. Secondary Sources: Published Articles and Books

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Moorhead, C. Jay. News Release (Re: Creation of Equimatics). The Equitable Life Assurance Society of the United States. December 1, 1971.

Murphy, Michael J. "Informatics Inc. Makes Software a Growth Tool." Control Engineering. January, 1965.

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Postley, John A. "Specialized Computer Programs Aid Planning." Mayor and Manager. December, 1964.

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Schmedel, Scott R. "IBM Discloses Plan for Separating its Computer and Services Prices: Profound Impact Anticipated from Division: Free Items were Hit by Justice Unit." The Wall Street Journal. June 24, 1969.

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## APPENDIX II

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### Appendix III

#### ADDITIONAL PROFESSIONAL ORGANIZATIONS SUPPORTED BY INFORMATICS

(Other than ACM, AFIPS, and ADAPSO, discussed in Section 2.4.3)

**The Information Industry Association:** Informatics won its Hall of Fame Award in 1974 for its work for the NASA Scientific and Technical Facility provided by Informatics Information Systems Company.

**American Electronics Association (AEA):** Formerly known as Western Electronics Manufacturers Association (WEMA), this is a general industry trade association, heavily dominated by computer hardware manufacturers in the West. Walter Bauer was a member of its board of directors.

**The American Documentation Institute (ADI):** Jules Mersel, Informatics Director of Information Science, served as publicity chairman for the 1966 ADI convention.

**The American Society for Information Science (ASIS):** Informatics Information Systems Company vice president John Sherrod has served as both president of ASIS (during 1973) and as chairman of its Special Interest Group on Public/Private Interface.

**The Charles Babbage Institute:** Walter Bauer serves as a trustee of this non-profit foundation dedicated to the fostering of historical research on information processing. Frank Wagner served on its History Council.

**The Digital Computer Association (DCA):** This was the only professional computing society in Los Angeles in the 1950's. Now a rollicking association dedicated to annual drinking/comedy reunions by West Coast computing pioneers, including participation by Frank Wagner, Robert Rector, Robert White, and Robert Stone of Informatics.

**Computer and Communications Industry Association (CCIA):** Informatics was a founding member of this organization, composed principally of manufacturers of computer peripheral equipment. Its objective was to provide a voice for the industry in Washington, DC, in important regulatory and legislative issues. Walter Bauer has served on its board of directors.

**Southern California Technology Executives Network (SoCalTen):** Walter Bauer was instrumental in founding this organization of chief executive officers of high technology companies in Southern California.

#### **PARTIAL LIST OF ORGANIZATIONS WHICH INVITED INFORMATICS GUEST SPEAKERS**

**The American Congress on Surveying and Mapping and American Society of Photogrammetry Joint Convention of 1968:** Informatics staff member John J. Evans invited to participate in panel discussion on "What is Wrong or Right with Image Interpretation Equipment?"

**The College and University Systems Exchange National Conference of 1973:** Informatics Director of MARK IV Applications Tony Lamia presented a paper on "MARK IV and The Data Base Thing."

**KABC Los Angeles Television, "Scope" program:** Informatics Vice President John Postley was one of three featured guests for a special program on "Computers and a Changing Society" aired on August 16, 1967.

**KWHY Los Angeles Television, "Office of the President" program:** Informatics President Walter Bauer was featured guest on financial news television show speaking on the use of MARK IV and the ATAR airline reservation system aired on December 3, 1969.

**National Science Foundation:** Informatics Information Systems Company was awarded a \$120,000 grant by the National Science Foundation Office of Science Information Service for a study defining the development of computer based crises information systems.

**North Atlantic Treaty Organization, Advisory Group for Aerospace Research and Development:** Informatics Senior Vice President Frank Wagner gave presentations on "The Application of Inexpensive Minicomputers to Information Work" to assembled meetings in the Netherlands and Turkey in April 1978.

**Northwest Computing Association:** Fred Gruenberger featured speaker at annual meeting in 1966 speaking on computer methodology and training.

**RAND Computing Symposia** (traditionally attended by leading personages in the field): Fred Gruenberger and Robert White were invited to participate in 1967 symposium. Frank Wagner was also a participant in several other years, including one held in Mexico City for the benefit of computer professionals in the emerging industry in Latin America.

**Southwest Computer Conference of 1979:** Werner Frank presented keynote address on "The New Software Economics" to first major gathering in the Southwestern United States devoted entirely to the computer software and services industry.

**U.S. Department of Commerce:** Werner Frank was selected by the government to head a special U.S. Trade Mission to Southeast Asia during April 1970 on behalf of the electronic data processing industry.

**Western Systems Conference of the Association for Systems Management:** Frank Wagner presented to the annual meeting of 1973 an address on the impact of the accelerated minicomputer systems development within business and the resulting opportunities and dangers for suppliers and users.

**World Federation of Engineering Organizations, Conference on Environmental Engineering:** Informatics Vice President John Sherrod gave address on the development of information collection and dissemination on agricultural research.



