



**OFF THE COAST OF MARBELLA,** conference guests sailed on the clear, blue waters of the Mediterranean, guided by professional sailors from the Spanish resort.

## President's Golden Circle Charter Members Rewarded in Sunny Spain

Three members of the Tymshare 1977 President's Club were inducted this May as charter members of our company's smallest and most prestigious honorary organization for marketing professionals, the President's Golden Circle.

These charter members are: Bill Morton, Systems Marketing and Professional Services; John Doll, Utility Industry Marketing; and Ron Braniff, Tymshare Computer Services Group.

Bill and his wife, Dotsie, John and Barbara Doll, and Ron and his wife, Sue, joined members of the Tymshare Europe Club May 19-21,

1978, in Marbella, Spain, for the first awards conference of the President's Golden Circle.

Membership in the Golden Circle represents consistently high achievement—the mark of championship. It can be attained only through achieving at least 100% of quota five times. For Bill, John, and Ron, this requirement meant they had to make the President's Club five successive years, an especially remarkable achievement.

Tymshare quota-beaters who for 1977 celebrated their fourth year of membership in a marketing

honors organization can be elected to the President's Golden Circle this year if they again meet or surpass quota. Then, like the 1977 charter members, they'll be invited to enjoy several days of recreation, relaxation, and light business meetings in a resort environment located, according to plan, outside the continental United States.

See the article on the combined activities of the President's Golden Circle and the Tymshare Europe Club, and the photographs, for an idea of the good times you and your spouse or guest can have at a future President's Golden Circle.



**GETTING READY FOR THE EUROPEAN AWARDS CEREMONY** are, clockwise: Jacques Blouet, Diane and Peter Scawen, Bill Morton, Katherine Kalocsai, Dotsie Morton, Peter Jones, and John and Barbara Doll.

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special edition

### Mediterranean Resort Holiday Honors Europe Club Members

Superb continental cuisine prepared by master chefs, the splendor of azure skies reflected in the Mediterranean of the resort lands of northern Spain, warm companionship of friends, a second honeymoon for husbands and wives—the first annual occasion of the Tymshare Europe Club, which this year included the charter members of Tymshare's President's Golden Circle, was all these things, and more.

The place was the Club Méditerranéen in Marbella, Spain, one of Europe's most famous, and



**BOB PANUCCI**, president of the Tymshare 1977 President's Club, with a whopping 378% of quota, is congratulated by Tom O'Rourke (right) and Bob Schwartz.

### ACES East and West

## Sparkling Seacoast Sites Delight

More than 50 Tymshare technical professionals from our Information and Marketing Services Divisions elected themselves to membership last year in the Tymshare Applications Consultants Excellence Symposium (ACES), earning special recognition for their contributions to our achievement of revenue growth.

Sparkling seacoast sites were selected for both regional ACES awards conferences, where ACES and their spouses and guests got together for three days of fun in the sun, stimulating business discussions, and warm camaraderie.

The Boca Raton Hotel and Club

Qualifiers for this conference included: Russ Alltucker, Dave Annis, Gail Berman, Tom Chenault, Chuck Cooper, Tom Dicker, George Fenster, Terry Fujimoto, Dan Hoffman, Steve Holland, Kristine Leston, Becky McNow, Jack Melnick, John Mertz, Chuck Milbourne, Mike Mueller, Jim Murray, David Ray, Ben Russell, George Schad, Terry Schroeder, Andy Schwartz, Mike Shield, Fran Walker, Rich Winklesky, and Vicky Zollweg.

Dr. George Feeney, former vice president of the General Electric Company and head of GE's time-sharing division, was the keynote



**GREATLY APPRECIATED** at

plush, resort communities, where on May 19-21, 1978, the company paid honor to marketing quota achievers, and their spouses or

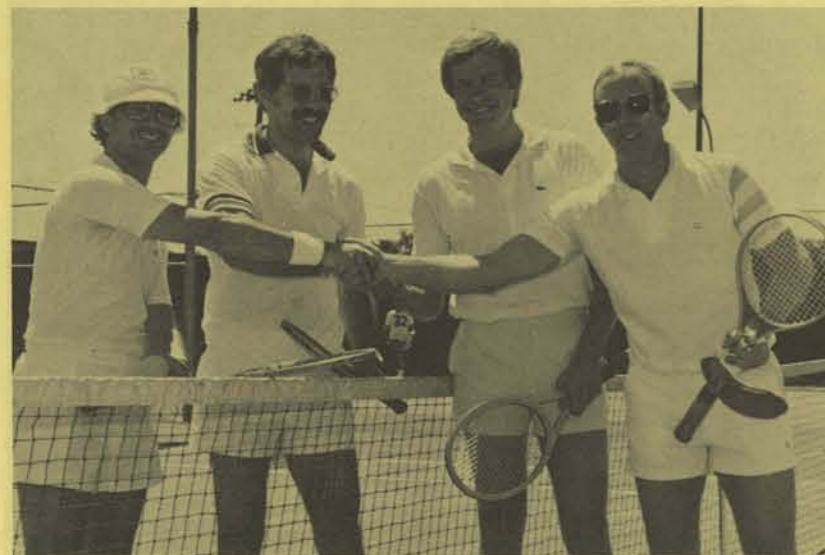


**IN ARCHERY AND IN SALES,** Jacques Cabeza is always right on the mark.

guests, from Western European affiliates CEGI-Tymshare (France-based), Tymshare U.K. (Great Britain), and Taylorix-Tymshare (West Germany), as well as the five-year quota achievers from Tymshare U.S.A.

Acting as hosts for the occasion were our affiliates' managing directors—Jacques Blouet, C-T; Peter Jones, T.U.K.; and Dr. Werner Retzlaff, T-T—and Alden Heintz,

*(Continued on pages 5 and 6)*



**PRESIDENT'S CLUB TENNIS TOURNAMENT** featured the dynamic double duo of (left to right) Joe Feldman, Ron Goldstein, Terry Russey, and Don Wehe.

# Famous Camelback Inn Hosts President's Club

## Western-Style Fun Greets Tymshare Guests

Bob Panucci, Chicago Loop sales representative, assumed presidency of the Tymshare 1977 President's Club during the club awards conference held May 10-13, 1978 at the world-famous Camelback Inn, Scottsdale, Ariz. Bob outdistanced his colleagues in percentage of quota for 1977 to earn the top spot.

Phil Marson, a sales representative with our Seattle branch, and Rick Carlson, then Chicago Loop sales representative, finished in second and third place, respectively, thereby electing themselves senior directors of the 1977 club.

Also assuming directorship through stellar quota performance were, by rank: Craig Schollian, Madison data center; Jim Meley, Petro branch; Jim Ronayne, Chicago O'Hare; Bob Larson, St. Louis branch; Jerry Chervitz, St. Louis branch; Art Kelly, Southeast Bell; Jere Zoole, St. Louis data center; and Terry Moorhead, Petro branch.

Getting together with Tymshare's top executives, a record 150+ of our finest sales representatives and managers had the opportunity to talk together on an informal, personal basis—to exchange ideas and address common challenges.

Tom O'Rourke, Tymshare president, who presided at the awards banquet honoring attendees,

was joined by a number of leading company management speakers and guests during the business sessions. These included: Ron Braniff, group vice president of Tymshare Computer Services; Al Fenn, vice president of Product Development Division; Alden Heintz, vice president of International and Corporate Operations; David Jung, director of Strategic Planning; and Bert Novak, division vice president of Tymshare Computer Operations. Helping Tom and Ron play host were vice presidents Otis Brinkley, Walt Eissmann, Dick Greene, Gary Myers, Bob Schwartz, and Steve Smith from our Industry, Information, and Marketing Services Divisions.

The conference was ably organized by Sharry Dunn, executive secretary for the Computer Services Group, assisted by Toni Hampton of Information Services Division, through both of whose efforts the occasion ran smoothly and enjoyably, with many thoughtful personal touches.

Again this year as last, special recognition awards were presented to several President's Club members who achieved excellence above and beyond surpassing 100% of quota. The recipients were:

**Information Services Division:** Mike Goldman, Manhattan—top branch in overall revenue growth, 308% of quota. Ron Bernier—leading area both in overall revenue growth, 161% of quota, and in new account revenue growth, 220%. Bob Potter, Orange County—best branch performance in new account revenue growth, 490% of quota. Rick Carlson, Chicago Loop—best sales representative in growth of new account revenue, 603% of quota. Bob Panucci, Chicago Loop—top overall revenue growth, 378% of quota, by a sales representative. Otis Brinkley—leading region in premier product performance.

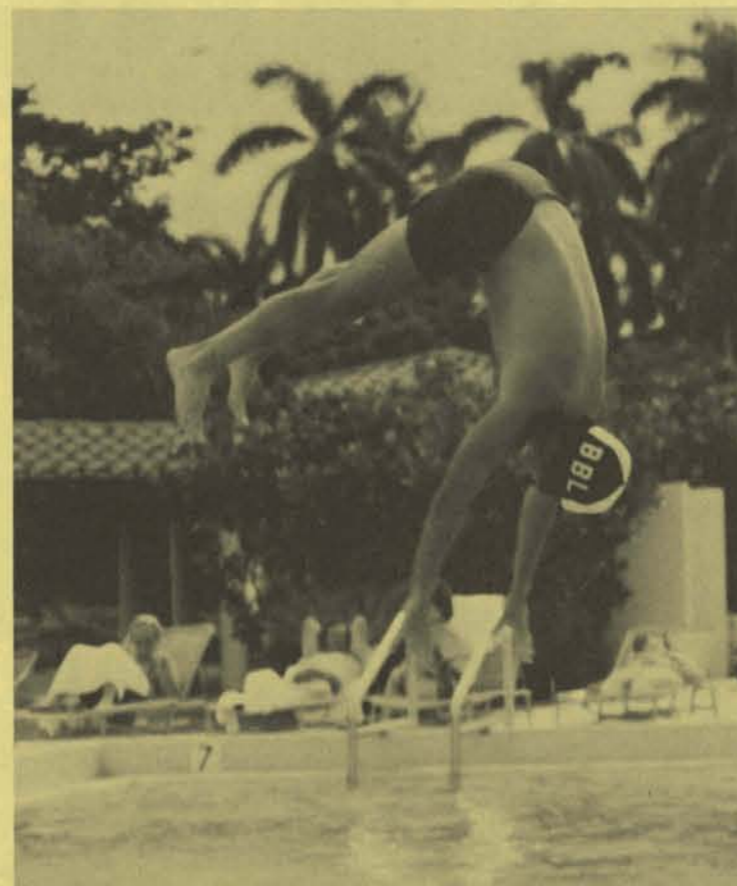
**Marketing Services Division:** Steve Cannon, Industry Marketing—Outstanding Performance Award.

**Industry Services Division:** Craig

*(Continued on pages 4 and 5)*

May 24-27 of members of Tymshare ACES East, representing

told the ACES how he saw the directions of the computer services



**ABOUT TO DUNK BBL** is Andy White, senior software specialist in charge of EXPRESS, a competing premier product. All part of the fun in Boca Raton, Fla. at Tymshare's 1977 eastern ACES awards conference. More photographs on page 3.

our New York, Northeast, Mid-Atlantic, and Mideast areas, Utility Industry Marketing, CAPS, and Marketing Services.

Tymsharers whose diligent efforts earned their place at Boca Raton were: Jack Ackerman, Bonnie Bundy, David Bushi, Gary Chanon, Alan Codkind, Mike Cohn, Martie Coleman, Harry Conry, Sandy Crowson, David Geisler, Lee Gruenfeld, Mike Hagin, John Hains, Martie Kemmeter, David Kershaw, Richard Lichvar, Wayne Locke, Jan Lukens, Jonathan Marcus, Betty Mock, Peter Natali, Mike Orr, Sandy Retsky, JoAnn Salamone, Sam Solon, Nancy Stone, Tony Tadross, Joe Vierno, Andy White, and Bob Williams.

Members of ACES West, representing Marketing Services, CAPS, Utility Industry Marketing, and the Midwest, Southern, North west, and Southwest areas, got together April 5-8, 1978, at Sea Lodge, La Jolla, Calif.

industry, his predictions embracing advances in data communications and minicomputer technology.

Bud DePietto, New York area manager, was prime organizer, and Steve Smith, Eastern Region manager, Bob Schwartz, vice president of Information Services Division, and Tom O'Rourke, president of Tymshare, were masters of ceremonies for this third annual conference of the eastern ACES.

Also participating with the members in a series of business discussions were: Mike Goldman, Manhattan branch manager, who told how the contributions of Tymshare technical professionals helped Manhattan become the most successful branch in the company during 1977; Al Fenn, vice president of Product Development Division, who gave a talk on applications development; and David Jung, director of Strategic Planning, whose intriguing comments focused

Spencer Rutledge, Sandy Crowson (left), and Mike Hagin (background) join in the merriment.

on the "pleasures and pitfalls of long-range planning."

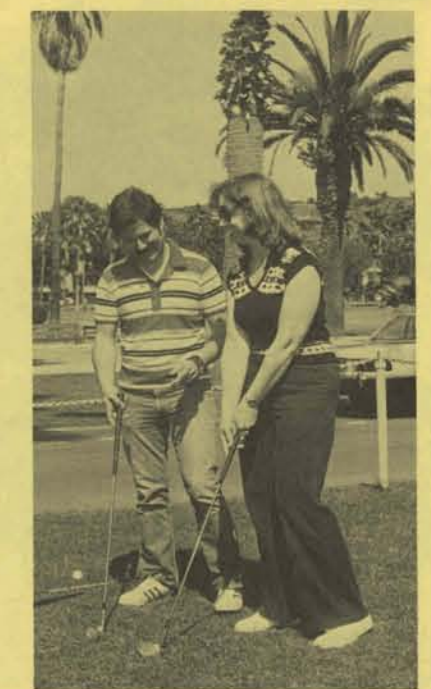
At the awards banquet, before presentation with the 1977 ACES plaque and pin, each qualifier received a personal, detailed introduction by his or her area manager or director; taking part were John Doll, Joe Lee, Bill Morton, Bill Peterman, and Spencer Rutledge.

If any dining experience at ACES East was more pleasurable than at the formal banquet preceding the awards ceremony, then it was at the Hawaiian-style outdoor feast featuring a roast suckling pig.

During times when business meetings and other formal activities were not scheduled, golf, volleyball, tennis, and other sports were played, some ACES tackled the jogging course, and lots of time was spent swimming and relaxing on the warm Florida beach, enjoying the lazy breeze and the invigorating fragrance of fresh ocean air.

A visit to the world-famous San Diego Zoo and sightseeing around and about the beautiful San Diego and La Jolla areas were only a few of the fun activities enjoyed by the participants of ACES West. Hunting for seashells on the sunny Pacific sands, jogging, tennis, tournament

*(Continued on pages 2 and 3)*



**AT ACES WEST,** Chris Leston and her husband, Pat, discuss the best swing techniques to get a low, low score in the par 3 golf tournament.



**ACES OF THE WEST**—In alphabetical order: Russ Alltucker, Dave Annis, Gail Berman, Tom Chenault, Chuck Cooper, Tom Dicker, George Fenster, Terry Fujimoto, Dan Hoffman, Steve Holland, Kristine Leston, Becky McNown, Jack Melnick, John Mertz, Chuck Milbourne, Mike Mueller, Jim Murray, David Ray, Ben Russell, George Schad, Terry Schroeder, Andy Schwartz, Mike Shield, Fran Walker, Rich Winklesky, and Vicky Zollweg. Mike Cohn, a member of ACES East, participated as a guest.



## Sparkling Seacoast Sites Delight ACES

*(Continued from front page)*

golf, and browsing through local art shops were favorite daytime activities, followed in the late evenings by the choice passtime of poker and bridge at the Tymshare hospitality suite hosted by Bob Schwartz. (It was rumored that quotas were adjusted during these poker games, with Schwartz the big loser.)

The three days of ACES West got under way with an evening banquet, where Ron Braniff, vice president of Tymshare Computer Services, Bob Schwartz, and Otis Brinkley, vice president of our Western Region (Otis, and Sharry Dunn of Computer Services Group, were the primary organizers of the conference), welcoming the participants and stressing Tymshare's appreciation for a job exceptionally well done.

Tom O'Rourke led a stimulating open-ended discussion on the second day, where ACES and top management together addressed important company problems and challenges.

Warren Prince, vice president of our Financial and Network Systems Group, and David Jung, director of Strategic Planning, were also guest speakers. Warren introduced our Tymshare Transaction Services subsidiary in a slide presentation and discussed plans for service growth in that organization. David gave the ACES an idea of the problems and procedures involved in long-range planning for a large, dynamic organization.

At the awards ceremony, following a posh banquet in Sea Lodge's Acapulco Room, Western Region

area managers Ron Bernier, Tom Disinger, Alan Patty, and John Taussig, Systems Marketing and Professional Services manager Bill Morton, Utility Industry Marketing manager John Doll, and Jim Murray, representing Marketing Services management, introduced each ACES West inductee, expressing appreciation for the many specific contributions made by the individual during the year.

Special recognition was given to David Annis, David Ray, Terry Schroeder, and Andy Schwartz of the St. Louis branch for their support in making St. Louis the Western Region's No. 1 branch in revenue growth for 1977.

And all the ACES were thanked and congratulated by warm Tymshare friends.

## ACES West, Sea Lodge, California, April 1978



**A TOAST TO SUCCESS**—From left to right: Kristine Leston, Fran Walker, Becky McNown, Vicky Zollweg, and Bob Schwartz at the ACES West banquet.



**RON BERNIER**, Midwest area manager, shows the form that proved him an ace golfer at 1977 ACES West.



**MULTIPLE CONGRATULATIONS TO TOM DICKER**, western ACE, are extended by Otis Brinkley (far left) and hand-claspers (to Tom's right) Alan Patty, Tom O'Rourke, and Bob Schwartz.



**AT THE WESTERN AWARDS PRESENTATION**, Otis Brinkley congratulates Kris Leston, with a hug.



**GEORGE FENSTER**, a winner at the Schwartz poker games (center), explains his techniques to Ron Bernier, Mike Cohn, and George Schad.



**RUSS ALLTUCKER** accepts the honor of membership in Tymshare 1977 ACES West. Making the introduction and presenting the award was Otis Brinkley.



**POOLSIDE BACKGAMMON** was enjoyed at Sea Lodge by George Fenster and Mike Cohn (on deck chairs) while Andy Schwartz from St. Louis models his "Best in the West" tee-shirt for his friends.



**LAUGHTER IN THE CALIFORNIA SUN** abounded at ACES West, as practiced here by Fran Walker and Jim Murray.



**RIP-ROARING GOOD TYMS** were had by all at the ACES West awards banquet. Including Chuck and Ava Milbourne.



**SEA LODGE**, La Jolla, Calif., was the home of western ACES, their spouses, and guests on April 5 through 8, 1978.



**WINNERS OF THE WESTERN ACES PAR 3 GOLF TOURNAMENT** show off their prize champagne. From left to right are: Dave and Juliet Killam,

Johnny and Fran Walker, Dave and Leah Annis, Kris and Pat Leston, George Fenster's date, Sally Fisher, Otis Brinkley, and George Fenster.

## Eastern ACES, Boca Raton, Florida, May 1978



**TONY TADROSS**, Manhattan branch technical manager and the fine photographer of most of the pictures in this section, greets George Feeney, guest speaker at ACES East (left), and Papa Tom.



**DAVE BUSHI** in finals of eastern ACES tennis tournament.



**EASTERN ACES AND GUESTS AT BOCA RATON, MAY 24-27, 1978**—Front row, left to right: Nancy Stone, Andy White, Martie Coleman, Alan Codkind, Gary Chanon, Merle Williams, Tony Tadross, Mike Cohn. Middle row: Joe Vierno, Steve Smith, Spencer Rutledge, Sam Solon, Sandy Retsky, Bonnie Bundy, Dave

Geisler, David Kershaw, Mike Hagin, Jack Ackerman. Top row: Otis Brinkley, Al Fenn, David Jung, Joe Lee, Peter Natali, JoAnn Salamone, Wayne Locke, Sandy Crowson, Jon Marcus, Martie Kemmeter, Bill Peterman, Dave Bushi, Harry Conry, Bud DePietto, and Rich Lichvar.



**ANDY WHITE** with his date, Eileen Riordan (left), and ACE Sandy Crowson. Eileen is a Tym-sharer with our Boston branch.



**MARTIE COLEMAN** is inducted into eastern ACES by Bob Schwartz (right) and Steve Smith. Each ACE received a 1977 club pin and plaque.



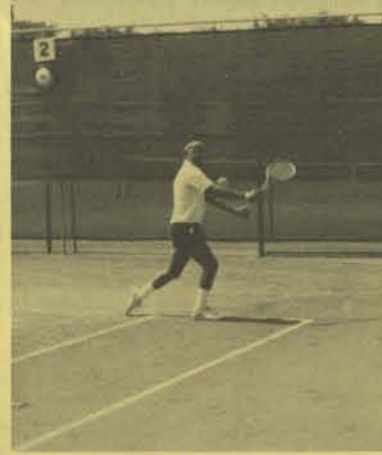
**WAYNE AND NAOMI** at open-air cocktail party.



**OVER AND UNDER AND THEN UP FOR AIR** are: Sandy Retsky, Mike Cohn, Andy White, Tony Tadross, Bud DePietto, Wayne Locke, Tom O'Rourke, and others.



**UTILITY INDUSTRY MARKETING'S** top technical achievers from the east joined director John Doll in Boca Raton. From left to right: Dave Geisler, Merle Williams, Bonnie Bundy, John, and Wayne Locke.



**THE TENNIS CHAMP** of ACES East was Andy White. Andy and his date, Eileen, also won the mixed doubles tournament.



**WARMTH AND HIGH SPIRIT** were shared by everyone, especially (left to right) Martie Kemmeter, Joe Lee, Sandy Crowson, Steve Smith, and Nancy Stone.



**BUD DePIETTO** (standing) hosts one more round. Seated, left to right, are the Gary Chanons, Sandy Crowson, Spencer Rutledge, and the Mike Hagins.



**NEW YORKERS AT ACES EAST BANQUET**—From left to right: Tony Tadross, Mike Goldman, Gary Chanon, Sandy Retsky, Bud DePietto, Harry Conry, Betty Mock, Spencer Rutledge, and Joe Vierno.



**THE CONRYS** at informal ACES East dinner gathering.



**A LITTLE HUMOR SPARRING** was indulged in at the table shared by Lee Gruenfeld (right) and Bob Schwartz.



**EASTERN ACEKETEERS**—Left to right: Harry Conry, Bud DePietto, Nancy Stone, and Steve Smith.



**ACES FROM THE NEW YORK AREA** spoof the President's Club camel poster. From left to right: Harry Conry, John Hains, Betty Mock, Joe Vierno, Sandy Retsky, and Tony Tadross.



**BONNIE BUNDDY** receives congratulations from Tom O'Rourke after being introduced by her manager, John Doll (left), and inducted into ACES by Bob Schwartz.

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**POPULAR MUSIC** by the VIPs accompanied an evening of dancing, of both the romantic and energetic type, by our Tymshare Very Important Persons.



**BILL CLEARY** (second from left) won the President's Club golf trophy for longest drive, 270 yards. Pictured are foursome partners Mike Clair (far left), Bob Harcharik, and Fred Spurlock (extreme right).



Schollian, Madison—top sales representative in overall revenue growth, 297% of quota. Carl Vandenberg, Portland—best sales manager, 198% of quota, in overall revenue growth. Bill Buntin, Lexington—most balanced sales performance by a data center, 210% of quota. Tom White, Travel Industry Marketing—top sales representative in overall revenue growth of a specialty product, 240% of quota. Jere Zoole, St. Louis—at 251% of quota, most balanced



**CARL DAVIDSON** even took time out during a tennis match to confer with one of his most important customers.



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## Western-Style Fun Greet Members, Guests at Famous

performance by a sales representative.

*International Marketing:* Karsten Hirsch—Outstanding Performance Award for his contributions to the startup of Taylorix-Tymshare marketing activities.

Some excessively warm desert temperatures aside, the 1977 President's Club was considered one of the most pleasurable on record. At the famed Camelback Country Club, long, leisurely hours were enjoyed on the golf course in

preparation for the tee-off of the official President's Club trophy tournament. The winner of the low gross (alternatively known as "Most Selling Time on the Golf Course") award, with a score of 75, was Gary Gosnell. Howard Marshall, scoring 72, received the trophy for low net. President's Clubber Bill Cleary achieved the longest drive, 270 yards, while Bill Pritz came closest, 5 feet, to pin. By popular agreement, Terry Russey ("Miss Congeniality") was the finest tennis

player in the golf tournament.

For netting their quota and then some, Terry and the other President's Club members earned plenty of time for tennis—during free time and in tournament—at Camelback. Tymsharers, spouses, and guests flocked to the competition site to see who would take this year's doubles championship. And, amidst the cheering of dozens of Tymshare fans, the winners turned out to be none other than Bill Morton and Dave Olson, with the team of Peter



**IN THE TYMSHARE TRADITION**, "our glasses" played an important role, as demonstrated by the merry (left to right) Jessica and Bob Ruda, Howard Marshall, Chris Busch, and Sue Braniff.





**CHRIS BUSCH** (right) was awarded by *it's about tyme* as the most photogenic President's Club member, as pointed out by Terry and Linda Russey.



**AT THE GOOD OLD WESTERN STEAK-FRY ON MUMMY MOUNTAIN** are good old southern Tymsharers Wayne and Mary Bader (left) and Paula and Mike Nason. Wayne and Mike are quota-beaters from our Gulf Coast branch.



**FINANCIAL AND NETWORK SYSTEMS GROUP** members from our Tymnet, Inc. subsidiary and the Tymshare Computer Maintenance organization earned an important place in the 1977 President's Club. These

important contributors are (left to right): Ernie Porcelli, Don Wehe, Bob Harcharik, Roger L'Hommedieu, Larry Nebel, Carlton O'Neal, Joel Leichter, and John Swarbrick. Warren Prince is not pictured.

## President's Club Roster

Bob Albrecht	Bob Cony	Rick Henderson	Melinda Lyle	Jim Omlid	Hugh Saracino
Jerry Adams	Paul Crowder	Karsten Hirsch	Bob Lynch	Carlton O'Neal	Wendell Sawyer
Tim Artl	Lyle Dahl	Burt Hochberg	Frank Lynn	Dick O'Neil	Stan Scardino
Wayne Bader	Carl Davidson	Bill Hood	Audrey MacLean	Wayne Overbagh	Henry Schmidt
Tom Bates	Bud DePietto	John Hoppe	Dave Mahrt	Frank Paino	Craig Schollian
Jim Becker	Jim Dervin	Larry Huang	Walt Malcolm	Bob Panucci	Duke Smith
Hal Beecher	John Doll	Bill Huff	Mike Marrah	Roger Penn	Peter Snell
Jim Bell	Tony Donardo	David Huggard	Howard Marshall	Frank Pfeilmeier	Fred Spurlock
Ron Bernier	Don Driscoll	John Indrigo	Phillip Marson	Morris Phillips	John Stahlhut
Ron Braniff	Walt Eissmann	Stu Jantzen	Ken Maxwell	Neil Plain	John Swarbrick
Dave Bray	Joe Feldman	Jerry Jason	Pat McAleer	Ernie Porcelli	Herb Teague
Otis Brinkley	Tony Ficarra	Norm Johnson	Jim McCready	Bob Potter	Rick Thau
Durant Brockett	Jerry Flesher	Marv Kantrowitz	Bob McGlynn	Bruce Powell	Mike Thoma
Joe Brown	Ron Foronjy	Art Kelly	Frank Megale	Warren Prince	Lon Thomas
T.C. Browne	Peter Foy	Jerry Kent	Jim Meley	Bill Pritz	John Traina
Bill Buntin	Justus Fugate	Larry Kowitt	Jack Monteith	Phil Rafferty	Gary Turner
Chris Busch	Mark Funt	Chip Lafler	Bill Morton	Jim Roberts	Carl Vandenberg
Steve Cannon	George Furtado	Dennis Laibson	Terry Moorhead	Richard Roberts	Bob Wallace
Rich Carlson	Joe Gahm	Larry Lam	Marv Morris	Bob Roda	Ed Waltz
Rick Carlson	Ray Galligan	Dick Langford	Bill Mulert	Jim Ronayne	Don Wehe
Wayne Carpenter	Sharon Gleason	Doug Larsen	Gary Myers	Bob Ruda	Paul Weikert
Jerry Chervitz	Mike Goldman	Bob Larson	Mike Nason	Harry Ruda	Tom Welsh
Mike Clair	Ron Goldstein	Lance Lazo	Larry Nebel	Terry Russey	Tom White
Bill Cleary	Gary Gosnell	Joel Leichter	David Needham	Spencer Rutledge	Dick Yoder
Bill Combs	Dick Greene	Norma Levy	Henry Neff	Del Sandberg	John Youstin
Norm Comite	Bob Harcharik	Roger L'Hommedieu	Ken Norris		Barry Zizman
	Nick Hatfield		Dave Olson		Jere Zoole



**BILL AND DOTSIE MORTON** show off the trophy Bill won as tennis doubles champion. Dave Olson, Bill's partner, also won a trophy. Runners-up in the tournament were Peter Foy and Ron Braniff.



**LINDA SNELL** (right) and Meri Wehe were top-notch competitors in the ladies' tennis matches.

**"GLAD TO SEE YOU AT CAMELBACK,"** said Steve and Suzie Cannon to four President's Club qualifiers—Larry Kowitz, Chip Lafler, Bill Mulert, and Stan Scardino—from Steve's Industry Marketing organization.



**PRESIDENT'S GOLDEN CIRCLE MEMBERS** applauded at Camelback during their fifth consecutive year in the Tymshare President's Club. Left to right: John Doll, director, Utility Industry Marketing; Ron Braniff, group vice president, Tymshare Computer Services; and Bill Morton, manager, Systems Marketing and Professional Services.



**BILL AND WANDA HUFF** enjoyed attending their second President's Club conference since Bill was elected Industry Services Rookie of the Year. Bill sells Dynatax in the midwest; Wanda is a professional photographer.



**KATHY PRITZ** (left), Theresa Hood, and Tom Welsh at the courts.



**ALDEN HEINTZ** spoke about the challenges of expanding our foreign operations and the vast opportunities of selling to multinational corporations. Alden is vice president of Tymshare's International and Corporate Operations Division.



**WITH CUSTOMARY FLAIR AND EXUBERANCE,** Steve Cannon accepts membership in the Tymshare President's Club. Sharing in the spirit of victory are Walt Eissmann (left) and Tom O'Rourke.



**WENDELL AND BARBARA SAWYER,** representing International and Corporate Operations Division, outside the shops near Camelback.



# President's Club Camelback Inn

Foy and Ron Braniff in second place. For their admirable restraint in not acting like show-offs and making the others feel like bad tennis players, T.C. Browne and Rick Thau received the Most Magnanimous Gesture Award.

Cocktails and hors d'oeuvres served on Mummy Mountain, where Black Bart once held camp, followed by a western-style steak barbecue, was a particularly enjoyable Tymshare-sponsored affair. When events were not scheduled, members

and spouses enjoyed activities ranging from horseback riding and swimming to sightseeing tours through Scottsdale and mysterious, romantic ghost towns.

A portfolio of snapshots taken at the 1977 President's Club follows. We hope you can find yourself in one of the pictures. If so or if not, picture yourself at the Tymshare 1978 club conference, which is coming up May 20-23, 1979 at the Marco Beach Hotel and Villas. See you there!



**PRESIDENT'S CLUB DIRECTORS**—Tymshare's top ranking U.S. sales representatives for 1977. From left to right: Craig Schollian, Madison, 297% of quota, No. 4 nationally; Jim Meley, Petro, 287% of quota, No. 5; Phil Marson, Seattle, 343%, No. 2; Art Kelly, Southeast Bell, 255%, No. 9; Rick Carlson, Chicago Loop (now Marketing Services), 328%, No. 3; Jere Zoole,

St. Louis, 251%, No. 10; Jerry Chervitz, St. Louis, 256%, No. 8; Bob Panucci, Chicago Loop, president of the President's Club, 378%, No. 1; Jim Ronayne, Chicago O'Hare, 263%, No. 6; Terry Moorhead, Petro, 249%, No. 11; and Bob Larson, St. Louis, 257%, No. 7. Obvious diligence and hard work throughout the year earned them this special distinction.



**IN THE TRIUMPHAL PROCESSION** back from the golf course are Bill Pritz (second cart), award winner in the closest-to-pin category, and, in the foreground, Ron Bernier (left) and Otis Brinkley.



**PRESIDENT BOB PANUCCI** addresses the President's Club members and guests. Achieving 378% of quota wasn't easy, he told them, but the excellence of Tymshare premier products and the major support he received from his managers and colleagues helped put him at the top.



**IN THE ARIZONA BALLROOM**—Energetic relaxation after elegant dining.



**FEELING FIT TO KILL** was Dick Greene of Industry Services Division, awaiting his chance to tackle the tennis courts.

*President's Golden Circle  
Joins Tymshare Europe Club*



# Mediterranean Resort Holiday Honors 100% Quota Achievers

(Continued from front page)

Tymshare's vice president of International and Corporate Operations Division. A very hospitable hostess was CEGI-Tymshare's Aleth De Buyer, who made all the arrangements for the affair.

Participating members of the 1977 Tymshare Europe Club included: CEGI-Tymshare Paris sales representatives Xavier Delbecq, Richard Dumas (now Holland district manager), François Koukerdjian; Brussels salesman Claude Verschuere; Jacques Cabeza, manager of Paris district II; Brussels district manager Bernard Bougel; and Katherine Kalocsai, manager of Paris area II; from Tymshare U.K., sales representative Barry Hawksford and sales manager Peter Scawen; and from T-T, our youngest European affiliate, Jochem Gamer and Peter Haas. From Tymshare U.S.A. were President's Golden Circle members Bill Morton, John Doll, and Ron Braniff.

Their unique Tymshare flair adding immensely to the occasion were guests Gerard Bauvin, chairman

of CEGI-Tymshare; Daniel Andriamasy, C-T area manager; and, from the United States, Ken BeDell, manager of International Support, and Wendell Sawyer, International Services marketing manager, International and Corporate Operations Division.

The conference began with an informal dinner party, followed the next evening by a formal banquet, where managing directors gave presentations summarizing the success of their organizations during 1977. Each director cited the importance of a strong marketing team. Representing Tymshare U.S.A., John Doll gave a talk on the history of the company's marketing efforts to the telephone industry.

The European participants were highly interested in the comments of this individual, who as a salesman nearly a decade ago sold Tymshare's first telephone account and who now heads a Utility Industry Marketing organization of more than 50 persons.

The Americans found the chance to meet and mix with the Europeans

a valuable experience, too. Bill Morton expressed delight with the opportunity to keep up to date with the activities of our affiliates and to swap war stories with persons who sell the same service in different countries.

At the awards banquet on the final evening, each member from



**BARRY HAWKSFORD** (right) and Ken BeDell make sure that no exchange-beads go to waste. Club Méditerranée provided plastic beads for the guests to swap for drinks in the lounge.

C-T, T.U.K., and T-T was presented with a special Tymshare Europe Club certificate and pin, and the members of the President's Golden Circle were similarly awarded, by Alden and the managing directors.

And all recalled the beautiful past three days of companionship and leisure at the Spanish seaside.



**A BREATHTAKING PANORAMA** of the Spanish countryside was viewed by Marbella-bound award winners as they flew in from Paris, Frankfurt, London, Amsterdam, and the United States.



**A VISIT TO AN ANCIENT MONESTARY** near Marbella was part of a sightseeing tour enjoyed by many attendees at the President's Golden Circle-Tymshare Europe Club awards conference.



**WATER SKIING IN A SWIMMING POOL?** That's an adventure guests at the European awards conference had a chance to try. As a large team of people pull hard on a tow line . . .



**THE TYMSHARE SKIER**, perhaps Xavier Delbecq, Katherine Kalocsai, Barry Hawksford, Ron Braniff, Richard Dumas, or Peter Haas, gathers up speed to forge . . .



**UP, UP, AND AWAY!**

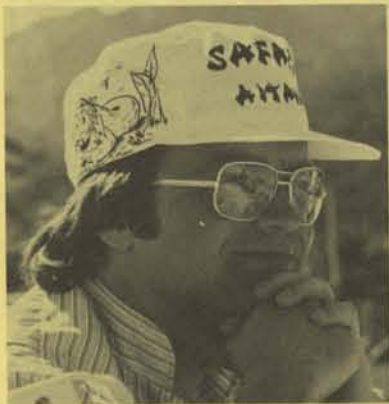
(Photographs for this section continued on back page)



**THE SAILING SCENE**—From left to right are Francois Koukerdjian, Richard Dumas, Aleth De Buyer, Monique Cabeza, Annick Koukerdjian, and Christine Dumas.



A **DRAMATIC ACCOUNT** of how the competition was outfoxed is related by Britain's Peter Scawen. Listening are wife Diane (to Peter's right) and (facing, left to right) Bill and Dotsie Morton and John and Barbara Doll.



**BERNARD BOUGEL** in a contemplative mood.



**MICHELLE AND CLAUDE VERSCHUEREN** of Brussels at the Tymshare Europe Club awards ceremony and banquet.



**JOCHEM GAMER** receives his Tymshare Europe Club certificate and pin from Dr. Werner Retzlaff, managing director of Jochem's organization, at the European awards ceremony.



**RESPONDING TO A THREE-SECOND NOTICE** that their picture would be taken are, clockwise, Bernard Maniglier (upside-down), his wife, Mari Jose, Katherine Kalocsai, and Bernard Bougel.



**LES POOLS**—A view from the rooms at the Club Méditerranéen, Marbella.

## More Scenes From the Mediterranean



**BILL MORTON**, charter member of the Tymshare President's Golden Circle, is greeted and congratulated by (left to right) Jacques Blouet, Alden Heintz, and Peter Jones, hosts of the Marbella awards ceremony.



**ACROPHOBIA** is what Peter Scawen experienced officiating at the tennis matches, then discovered how much easier it had been to climb up than down.



**RAISING SALES** for five consecutive years earned John Doll (right) a blissful Mediterranean holiday. Pictured helping John prepare for the open seas is compatriot Wendell Sawyer.



**THE CLUB IN SPAIN, May 19-21, 1978**—A view from the swimming pool.



**DR. WERNER RETZLAFF** of Taylorix-Tymshare (right), Tymshare U.K.'s Peter Scawen (center), and Bill Morton of Tymshare U.S.A. swap stories about the differences and similarities in marketing among their respective nations.



**RON BRANIFF**, charter member of the President's Golden Circle (facing), found his match with Daniel Andriamasy, CEGI-Tymshare area manager.



**JOHN DOLL**, President's Golden Circle charter member (far right) chats with Richard Dumas, Bernard Bougel, and Xavier Delbecq (left to right) after John's presentation on telephone and utility industry marketing.