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Issued by and for the people of Cincom City, wherever that and they may be.

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August 16, 1974.

COVERED WAGONS PROPERTY OF CINCOM WORLD TRADE SIGHTED WEST OF ROCKIES

Vancouver/Seattle--It's true, Cincom has arrived on the North West Coast of America. As part of its normal staggering growth, Cincom Systems, Inc. and Cincom Canada have established North West Coast offices with both marketing and SE support staff locally posted. Ken Harrap and Eric Chinn share the helm of a marketing and systems support team based in Vancouver and serving Western Canada and the Northwest corridor of the USA. An office

location for the Northwest trade has already been set up in Seattle, Washington at 15 South Grady Way, Renton Washington. A local Vancouver office is also being established at 5007 - 47A Avenue, Delta, British Columbia.

With the expected growth in this area, applications for potential marketing and support staff local to this region are being solicited for future consideration. (Canadian and Australian residents need not apply).

SEMINAR PANEL REMOVED

New Orleans, August 5--During a recent Cincom marketing seminar at the Marriott Inn here, Cincomers Gerry Nelson, Don Seibert, and Frank Leitner found themselves involved in a face to face confrontation with the U.S. Secret Service. It seems that the star-crossed Cincom trio had unwittingly booked a hotel room directly next door to a room in which our then Vice President Gerald Ford was scheduled to deliver a speech that same day. After some haggling and hassling by the government biggies, Messrs. Nelson, Seibert, and Leitner discreetly retreated to a roof-top cocktail lounge with their seminar guests. According to eyewitnesses, the seminar went well despite the unfamiliar surroundings in which the Cincomers found themselves.

CALLING MR. S. HOLMES

Atlanta, August 15--Among other strange happenings in the southlands of late, our friends in the Atlanta office relate that their facilities were burglarized on August 1st.

In what can only be described as a very bizarre break-in, thieves entered the Decatur, Georgia outpost and removed an ashtray, a tape recorder, and a number of decorative hanging rugs. Other than upsetting file cabinets, the intruders did no other damage and, strangely enough, did not steal a pocket calculator, some additional tape recorders, and other valuable office supplies which were readily accessible.

Whether the burglars were members of an industrial spy ring or out-of-work plumbers or just avid rug collectors remains a mystery at this time.





2300 HOUSEKEEPING NOTES

Cincinnati, August 13--From the Administrative Services department come the following hints, tips, and announcements regarding life support systems on the mountain and various ways to keep them functioning smoothly.

Effective this Friday, the 16th, our supply room staff will institute an hourly-turnaround program for supply orders. The prescribed procedure is as follows: When supplies are needed, fill out a requisition form and forward it to Janice Barlow. If the requested supplies are readily available, they will be sent out with the mail delivery. If the supplies are not in stock in the Cincom Supply Room, they will be back ordered and the person requesting them will be notified.

From the mailroom, the Cincom City Postmaster reminds everyone that it is extremely helpful if complete names and addresses are affixed to all letters and packages being sent to outlying Cincom offices. For handy reference, check the New Range Finder which appears elsewhere in this issue of the Enterprise.

TWX users please note. From now on, when TWXing, leave the carbon copy of all communications on the machine. Do not tear it off. All carbon copies are being retained for filing purposes. Also be sure to include date, to, and from information on all TWX messages.

Attention ecologists! The Cincom City Recycling Service has been improved and expanded since our move to the mountain. Computer printouts and punch cards destined for recycling should be deposited on the fourth floor near the DATA 100 assemblage. Please separate all manila cards from "colored" cards. As a new service, white bond paper can be recycled by placing it in the collection barrel near the Print Shop on the first floor. As of now, colored paper (including blue stationery) can not be accepted.

EDUCATION CALENDAR

St. Louis--Three days of ENVIRON/1 classes will be held here August 20th through 22nd.

Plainview, N.Y.--Jon Allen will conduct TOTAL and E/1 marketing seminars on Wednesday the 21st.

Miami, Fla.--On Thursday the 22nd, Don Siebert will preside over a series of TOTAL and E/1 marketing seminars.

Cincinnati--In the coming week, Basic TOTAL class is scheduled for the 21st, followed by two days of Advanced TOTAL 5/6 OS on the 22nd and 23rd.

IN THE CARDS

Cincinnati, August 15--Recognition and thanks are in order for Bob Quebman who did the original content design for the TOTAL Quick Reference Card. Also, Pat Williams extends a "tip of the hat" to Russ Haggerty, Jerry Gonnella, Steve

Ziegler, Bob Elberfeld, and Phil Jones for submitting ideas and corrections as requested in last week's Interim Enterprise. All contributions to this worthwhile endeavor should be turned over to Pat Williams by Thursday, August 22.



ASSORTED ENTERPRISINGS NO NEWS AND GOOD NEWS

Dearborn, Mich.--Tom Womeldorff and Phil Van Order are supplying the better ideas for Ford Motor Company's TOTAL systems development contract.

Kansas City, Kan.--At Farmland Industries, Rick Moore and Rick Stephens are toiling on an E/1-TOTAL project.

Chicago, Ill.--Nancy Johnson is currently at work on the Rand McNally TOTAL project here.

Wichita, Kan.--Steve Bischoff and Rick Hopper are presently customizing TOTAL for American Express.

Cincinnati--Here in the Queen City, Steve Utley has been assigned to an ENVIRON/1 project at Computer Procedures Corp.

Montreal, Quebec--Dan Hummer has gone North to McDonald Tobacco Co. on a TOTAL systems development mission.

Cincinnati, August 16--Contrary to patent rumor and sinister speculation, the real Cincom City Enterprise was not lost in transit to 2300 Montana. After a two week respite, during which our editor was initiated into the rites of parenthood, the genuine, original Enterprise has re-surfaced to resume its appointed task of dispensing weekly portions of powerful knowledge.

Our editor wishes to take this opportunity to thank Pam Heizman, Cory Foster, Judy Foegle, Bob Bailey, Roger Tuttle, and others who created and staffed the Interim Enterprise, thereby maintaining the lines of Cincom communication.

As with many other things both inside and outside the borders of Cincom City during the past few weeks, the phone number for the Enterprise City Desk has undergone another change. As of August 16, 1974, the Enterprise can be reached on extension 220 of 662-2300.

NEWS FROM CINCOM NORTH

Mississauga, Ont., August 13--With all the hullabaloo over changes, promotions, and nostalgia having run its course, it is probably time the rest of the City dwellers got acquainted with the latest in happenings in Cincom Canada.

First the people. Sue Kirkpatrick and Jo-Anne Connors run the main show in the office with Jhan Calvert who manages the whole thing and keeps us out of debt. Ken Harrap and Bill Burke currently represent our company in its marketing efforts, with Larry Lloyd as recently appointed Area Sales Manager for Eastern Canada. Larry is developing an expanded sales force in the tenderloin of our marketplace which

seems to be running rampant over ENVIRON/1 through Larry's fantastic efforts.

Jim Calvert, Eric Chinn, and Stephen Petrie hold the walls together with their technical support, co-ordinated by Dennis Rankin who also operates as our primary ENVIRON/1 specialist and consultant.

Gaetan Delorme, Derek Jones, Maida Pusic, and Steve Volpe constitute our fledgling Custom Services group. Gaetan is presently involved with the Quebec Ministry of Justice on a massive ENVIRON/1 project while Derek, Maida, and Steve have just successfully completed an exciting development project which you will all hear about shortly.





ENTERPRISE SUMMER SHORTS

Cincinnati--Just added to the Cincom list of famous authors is Bob Flynn of the marketing division. Bob's article, "A Brief History of Data Base Management," has been published in the August 1974 issue of Datamation.

Cincinnati--Jeanne Whitman, late of the SOCRATES team, has joined the Cincom parenthood parade. Jeanne introduced a healthy baby daughter, Angela, to the world on Wednesday evening.

Buffalo, N.Y.--Jon Allen has a TOTAL order from Western Electric.

Fort Worth, Tex.--The Western Company has selected TOTAL for its data base from Al Maples.

Phoenix, Ariz.--Airesearch Co., already a user of TOTAL, has decided to add ENVIRON/1 after conferring with Bob Gault.

Dallas--Ellen Johnson has officially joined the staff of the Dallas office as a secretary to Gerry Nelson. Previously, Ellen served as a secretary to the Oklahoma County Bar Association in Oklahoma City, Okla.

Cincinnati--Carol Thomas, Cincom librarian, has issued another call for back issues of computer industry magazines. Specifically, Carol needs the January through June 1971, September 1971, September 1972, October 1973, and December 1973 issues of Modern Data. Along with these, Carol will accept other donations for the Cincom Library periodical collection.

A CLOSED CHALLENGE

Mississauga, Ont., August 14--This notice is to inform the rest of Cincom City about a challenge currently in effect between Cincom Canada and Cincom Far East* (or whatever it is called). The challenge is simply this: Cincom Canada undertakes over the next business period to capture a larger percentage of its limited marketplace than its counterpart can capture in its captive marketplace.

As one Cincomer to another, you and I know that there are at least 1000 ways to interpret the statistics of performance, so I look to the rest of you Cincomers to keep this contest honest by being aware of it.

If anyone in Cincom City or anywhere else (are there such places?) has an infallible way of providing sales penetration statistics for a closed population that always indicates a high value, send this information in strictest confidence, to John Cannon, c/o the Toronto office. You will be handsomely rewarded.

John Cannon

* Editor's note: Haggis McSparran prefers to call it Cincom Asia/Pacific.

MARKETEERS WANTED

Do you know someone who's interested
In a software marketing career?
A \$100 bonus awaits you.
Contact Tom Bley at the Recruitin' Post