



N. Newkirk



C. Benton



J. Rynes



G. Tolis



H. Nintzel



P. Konkel



G. Sullivan

## Marketing Reps.

Rye, New York: The keynote of the sales seminar was struck early in the opening address by Charles Benton, Jr., President of CUC, as he described the company as the information systems company. More than 30 Marketing Representatives who attended the four-day seminar held at the Westchester Country Club in Rye, New York, listened as Mr. Benton said that the business of CUC is to solve information systems problems, to help business, industry, and government operate more efficiently. CUC has the skilled systems personnel with the complete knowledge of the computer sciences and the ability to relate them to the solution of the total information systems problems of our clients.

He explained CUC's total systems capability as including: consultation, problem definition, analysis, design and implementation, plus facilities management and educational services.

"As Marketing Representatives you have chosen a field that is both exciting and challenging, especially in today's market place. In just this past decade, the EDP field has surpassed all industries in its growth. As part of this exciting industry, CUC will also grow not only in qualified personnel but in facilities and types of services," he said. Mr. Benton suggested that it is the job of every Marketing Representative to convey the idea of CUC's competence in the field of information systems in its entirety.

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## Attend Seminar

# CUC's Principal Analysts 18 Strong



Dr. C. Fillerup

With the recent announcement of two Principal Analysts joining our staff, and a former Senior Staff Analyst promoted to that rank, CUC currently maintains a strength of 18 Principal Analysts.

Dr. Charles Fillerup, who joined our Los Angeles office, will be responsible for the development of mathematical modeling in scientific applications.

He has an educational background which spans a variety of disciplines, including chemical engineering, applied mathematics and astronomy. He was awarded a Ph.D in chemical engineering from the University of

Southern California and subsequently was appointed two-year Postdoctoral Scholar in Astronomy at the University of California. He has been in the data processing field since 1952. Prior to joining CUC, he was employed by the Service Bureau Corporation.

Vincent Marcalus has joined our Washington office. In his new position, he will be responsible for the development of hardware and software systems applications. He holds a B.S. degree from Syracuse University and received his M.S. from UCLA. Prior to joining CUC, he was Regional Technical Manager of the Federal Region of Honeywell, Inc., Computer Control Division, and prior to his association with Honeywell, he was with IBM and NASA Flight Re-



R. Fitzgerald

search Center. He has been in the data processing field since 1956.

Ray Fitzgerald, formerly a Senior Staff Analyst in our Mt. Kisco office, was recently promoted to a Principal Analyst in that office. Ray will be responsible for consulting and implementation in the following areas: programming systems, large data based systems, simulation applications, and medical applications. He is a graduate of Columbia University where he received a B.S. in physics. He has done graduate work in physics at Syracuse University. Ray has been in the data processing field since 1959 and joined CUC in 1967.



V. Marcalus



## ACHIEVEMENT AWARD

Indianapolis, Ind.: Tom Steffen, a Staff Analyst in our Indianapolis office, was presented with an Achievement Award by the Indianapolis Chapter of the Systems and Procedures Association.

The award was the Chapter's way of recognizing and acknowledging Tom's personal contribution to the progress of the organization. In making the presentation, James Gunderman, president of the Association said, "We are pleased to have members such as Mr. Steffen on our roster. With a membership of this calibre, the Indianapolis Chapter of the Systems and Procedures Association will continue to gain in respect and stature in



this area. Without such extra interest and effort, as displayed by Mr. Steffen, no professional association can properly function and grow."

## a call for papers

A call for papers has been issued for the 1969 IEEE Computer Group Conference, scheduled to be held next June 17-19 in Minneapolis. The theme of the meeting will be "Today's World of Real Time Systems".

Topics will cover all areas of real time systems. A 50-word abstract suitable for publication in the Computer Group News and a 1000-word digest suitable for publication in the Conference Digest should be submitted to Donald Epley, Technical Program Chairman, 1969 IEEE Computer Conference Group, Dept. of Electrical Engineering, University of Iowa, Iowa City, Iowa 52240.

# THREE PROMOTED TO MANAGER



Bob Umbaugh

Los Angeles, Calif.: Bob Umbaugh has been named District Manager of the Los Angeles office. The announcement was made by Matt Matthews, Vice President of the newly consolidated region.

Bob graduated Cum Laude from Penn State with a B.S. in science and has done graduate work at Fairleigh Dickinson College and U.S.C. He joined CUC in 1967.



Pat Doherty

Greenwich, Conn.: Pat Doherty has been named Manager of Corporate's Data Processing Department. In his new position, Pat will be responsible for providing analysis, programming and management of internal computer systems in the areas of payroll accounting, contract and project control, personnel, marketing and budgeting. He replaces John Rynes, who is being transferred to Chicago.



Russell Turner

San Francisco, Calif.: Russell Turner, formerly a Senior Staff Analyst in our San Francisco office, has been promoted to Manager of the Technical Staff of that office.

Russell is a graduate of Chico State College where he received a B.A. in accounting. He is currently doing graduate work at Golden Gate College in business administration.

## G. Soter, Manager of Product Planning



Greenwich, Conn.: George Soter has joined our Corporate office as Manager of Product Planning. Prior to joining CUC, he was Manager of Original Equipment Marketing for Mohawk Data Sciences. He also held a variety of sales/technical positions in line and responsibilities for both field and home office operations at Sperry Rand UNIVAC.

George is a graduate of Brown University where he received a B.A. in economics with minors in physics and mathematics and holds an M.B.A. from Harvard Business School. He has been in the data processing field since 1955.

## M. Burchard New Contract Administrator

Greenwich, Conn.: Merrill Burchard, Jr., has joined the Corporate staff of CUC as Contract Administrator. The announcement was made by Lawrence Berman, Controller of CUC.

Merrill is a graduate of the University of Connecticut where he received a B.S. in marketing. Prior to joining CUC, he was employed as Manager of Marketing & Contract Administrator for Reflectone Inc.

## C. POLLACK NEW CHIEF ACCOUNTANT

Greenwich, Conn.: Charles Pollack, formerly Accounting Manager of the Northeast Region, has been promoted to Chief Accountant in CUC's Corporate office. The announcement was made by Lawrence Berman, Controller.



Charles is a graduate of City College of New York where he received a B.B.A. in accounting. He joined CUC in 1966.









