

"Challenges of 1959" Meeting at Country Club.

Mary: Review of 1958 + Commitments.

5 major systems

Film: "Highlights of 1958"

prog. 1957 + 136 memos.
of lab

Patents

Papers

Spent. \$ 29M + \$ 8M

Technological advances.

education - 10 courses.

Drift Transistor into production.

20% NPN 45% PNP Yields.

Packaging. - Double cord

30 comp 98 comp

6 Tr. 26 Tr.

16 Std double cords + prog. rail 7 ga.

Magnetic tape - minimal drive,
200 bits/inch.

Paper tape reader

500 characters/sec.

5, 6, 7, 8 char tape.

Logic Photo Cond. Electro Laminations

'back panel wiring' -

Prod. safety.

Using computers for devel. work,
modular systems.

CEs 150 7,000
'61 22,000 projected

Reliability
Diagnostic recording.

Banking system,

Vic.

Standardization

"Flowing to market in 30 days?"
"Standardize before the fact" not after.

Mussel:

Into Production.

Design of automation ← backing from Navy.
"corrective action"

Prediction of automation has been poor 2 contracts slipping by
factor of 2.

3000 logic pages have been processed.

700 pages in 709

must do 15000 in next year (3000 per mo.)

7010, announced. 4 this year, to Sylvania defense systems. (15 min.
reactor)

Release complete by Apr.

60 in 1960.

7020 will come on in Nov from Endicott.
(259 on order)

Chas Bashe. - Bankproq.

18 orders for large systems have been taken.
delivery - will be earlier than 18 mos.

Dunwell. STRETCH

1959 is building year,
completed & running by end of yr
Modif. to Bu Ships will start - del in Oct.
Plant will copy & deliver in May '60
Exchange memory.

- Prod. Engineering

Pete Spouts

Data Transmission.

high speed card

" " tape magnetic drive.

600 bits/sec toll lines

1000 bits/sec private lines.

Paper tape.

150 char/sec punch, to 2078 CADET

converters.

500 char/sec reader.

off-line conversion.

C. Customers

magnetic

- tape adapter unit, - STD,

15 to 62.5 KC

SWIFT - Jan '60 into prod. "bits/sec/back"

F. McCarty :

Reliability

537 M cost of diagnostic machines

Joe Loque :

Adv. Technology

(Rich's)

silicon devices,

vapor deposition

"universal machine" - raising under prog. control.

low cost logic
learning machine,

1 mps circuits,

mag. memories

impact

feedback

justice

coordinate

overcoming

more cost

support for

break thru

advancement

put skills toward

group efforts

has been }
decided }

7050 design Tracy.

code conversion? - going to try to prove this too.

Growth?

over 70,000 people.

business growth 10 fold - increase in last ~~year~~ decade

expect 6X in next decade

- competition

'58 more "money hungry"

'59 will be "manpower hungry",

growth - financially - longer in non-management
as well as management

when one has an answer - pause & think thru why -
overtime: - "go fast ~~at~~ when ~~it~~ ought to go slow"

- not a replacement for more people, - can't be sustained,

- 300 people/year "throughput" ~~per year~~

leveling off at 2100 people - long range plan.

Conclusion: 2 roads (a) "competitive response"
(b) leadership.

film: Transition costs.